The political risks in public-television networking
Script at the FCC: Wiley for Wells, black for Bartley
Rupture widens in negotiations on future cable rules
Teleprompter’s Kahn convicted of franchise bribes

“Christmas Is!” has got it!
Here’s great color and full animation in a half-hour
television special, the “syndication coup of 1970.”

“Christmas Is!” ran in 188 of the 223 U. S. video
markets last year.
It attracted sponsors like BankAmericard, McDonald's,
Penney’s, Sears, and top local clients.
It drew top ratings in prime time in cities like
St. Louis, Dallas, Cleveland, and Atlanta.
And it’s not often that a special draws 75,000 mail
responses, like this show did.
With no program charge plus three saleable and/or
PSA minutes—“Christmas Is!” should be in your
market.

Have you got “Christmas Is!”?

CALL, WRITE, OR WIRE: MARTIN J. NEEB JR./LUTHERAN TELEVISION/ST. LOUIS, MO. 63102/(314) 231-6969
(Smart program directors are already lining up for “Easter Is!” in 1973.)
International Distribution: Overseas Programming Ltd. & Don Talman Ltd., New York
“Hogan’s Heroes in something of a runaway”!

What’s the meaning of this?
It’s Variety’s way of reporting a major breakthrough in New York. Hogan’s Heroes’ sensational showing on WNEW-TV marks the first time a New York independent has been fully competitive with the network flagships at 7:30.

In its first three weeks, Hogan’s averaged a heroic 10.9 Nielsen rating—a fraction of a point away from network affiliate A’s 11.7 and B’s 11.5 and ahead of C’s 9.8. Also, miles ahead of Independent X’s 4.7 and Independent Y’s 3.1.

For the 48 stations that captured Hogan’s Heroes in their market, the meaning of the New York reports is clear: get set for a heroes’ welcome. For the holdouts, a word of advice: better lock Hogan up. Fast.

Viacom Enterprises
A Division of Viacom International Inc.

Hogan’s Heroes Markets (as of October 15, 1971)

<table>
<thead>
<tr>
<th>Market</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td>WSBK-TV, Boston</td>
<td>Boston</td>
</tr>
<tr>
<td>WCAX-TV, Burlington</td>
<td></td>
</tr>
<tr>
<td>WMT-TV, Cedar Rapids</td>
<td></td>
</tr>
<tr>
<td>WDEF-TV, Chattanooga</td>
<td></td>
</tr>
<tr>
<td>WGN-TV, Chicago</td>
<td></td>
</tr>
<tr>
<td>WUAB-TV, Cleveland</td>
<td></td>
</tr>
<tr>
<td>KKTW, Colorado Springs</td>
<td></td>
</tr>
<tr>
<td>KZTV, Corpus Christi</td>
<td></td>
</tr>
<tr>
<td>KWGN, Denver</td>
<td></td>
</tr>
<tr>
<td>WEAU-TV, Eau Claire</td>
<td></td>
</tr>
<tr>
<td>KFIZ-TV, Fon du Lac</td>
<td></td>
</tr>
<tr>
<td>WPTA, Ft. Wayne</td>
<td></td>
</tr>
<tr>
<td>WOOD-TV, Grand Rapids-Kalamazoo</td>
<td></td>
</tr>
<tr>
<td>WFRV-TV, Green Bay</td>
<td></td>
</tr>
<tr>
<td>WNCT-TV, Greenville, N.C.</td>
<td></td>
</tr>
<tr>
<td>KGMB-TV, Honolulu</td>
<td></td>
</tr>
<tr>
<td>WTTV, Indianapolis</td>
<td></td>
</tr>
<tr>
<td>WFGA-TV, Jacksonville</td>
<td></td>
</tr>
<tr>
<td>KMBC-TV, Kansas City</td>
<td></td>
</tr>
<tr>
<td>WGAL-TV, Lancaster</td>
<td></td>
</tr>
<tr>
<td>KSHO-TV, Las Vegas</td>
<td></td>
</tr>
<tr>
<td>KTHV, Little Rock</td>
<td></td>
</tr>
<tr>
<td>KTTV, Los Angeles</td>
<td></td>
</tr>
<tr>
<td>KCBD-TV, Lubbock</td>
<td></td>
</tr>
<tr>
<td>WMTV, Madison</td>
<td></td>
</tr>
<tr>
<td>WCIX-TV, Miami</td>
<td></td>
</tr>
<tr>
<td>WTMJ-TV, Milwaukee</td>
<td></td>
</tr>
<tr>
<td>KSTP-TV, Minneapolis-St. Paul</td>
<td></td>
</tr>
<tr>
<td>WNEW-TV, New York</td>
<td></td>
</tr>
<tr>
<td>WJHG-TV, Panama City</td>
<td></td>
</tr>
<tr>
<td>KCND-TV, Pembina, N.D.</td>
<td></td>
</tr>
<tr>
<td>WTAF-TV, Philadelphia</td>
<td></td>
</tr>
<tr>
<td>KTAR-TV, Phoenix</td>
<td></td>
</tr>
<tr>
<td>KGW-TV, Portland, Oregon</td>
<td></td>
</tr>
<tr>
<td>WTEV, Providence</td>
<td></td>
</tr>
<tr>
<td>KOLO-TV, Reno</td>
<td></td>
</tr>
<tr>
<td>KCRA-TV, Sacramento</td>
<td></td>
</tr>
<tr>
<td>WTVI, St. Louis</td>
<td></td>
</tr>
<tr>
<td>WRGB, Schenectady</td>
<td></td>
</tr>
<tr>
<td>KCAU-TV, Sioux City</td>
<td></td>
</tr>
<tr>
<td>WNDU-TV, South Bend</td>
<td></td>
</tr>
<tr>
<td>WWLP, Springfield, Mass.</td>
<td></td>
</tr>
<tr>
<td>WSYR-TV, Syracuse</td>
<td></td>
</tr>
<tr>
<td>WSPD-TV, Syracuse</td>
<td></td>
</tr>
<tr>
<td>WKTV, Utica</td>
<td></td>
</tr>
<tr>
<td>WDCA-TV, Washington, D.C.</td>
<td></td>
</tr>
<tr>
<td>WBRE-TV, Wilkes-Barre</td>
<td></td>
</tr>
<tr>
<td>KNDI-TV, Yakima</td>
<td></td>
</tr>
</tbody>
</table>

Source: New York NSI for three weeks ending October 1, 1971. Excludes Tuesdays. Subject to qualifications available on request.
Central New York's Most Honored Station

WSYR-TV RECEIVES ITS FOURTH MAJOR AWARD IN 1971

NOW, the American Cancer Society New York State Division Award: "Best original television material" developed by a local station to further the Society's cancer control program, to WSYR-TV.

WSYR-TV produced a series of TV spot announcements which were used throughout New York State to aid the American Cancer Society fund drive for 1971.

WSYR-TV Channel 3 in Syracuse. Working always for a greater Central New York community.

WSYRtv Channel 3 NBC in Syracuse, N. Y.
Collision of politics and public broadcasting . . . 14

White House makes official what has been assumed as fact for weeks: FCC Commissioner Robert Wells has resigned, effective Nov. 1. While successor was not named, Wiley appointment has advanced far beyond rumor stage. See . . .

White House cues Wiley for FCC . . . 21

Irving B. Kahn, chairman of Teleprompter Corp., is found guilty of charges of bribery, conspiracy and perjury growing out of franchise award in Johnstown, Pa. Maximum possible sentence is 15 years. See . . .

Kahn found guilty in Johnstown case . . . 26

Efforts of FCC Chairman Dean Burch to resolve disputes growing out of commission’s proposed cable rules prove unsuccessful, lead to strained relations between chairman and broadcast establishment. See . . .

Rupture widens in cable dispute . . . 28

NAB and TVB kindle new fire in controversy over credibility of Nielsen and ARB rating services. They will conduct their own telephone TV-audience measurement next month—coincident with Nielsen and ARB fall sweeps. See . . .

ARB, Nielsen won’t be alone . . . 31

Broadcasters are sitting on edge of seats as FTC begins truth-in-advertising hearings; FCC makes ready policy statement on licensee responsibility of accuracy in commercials, and legislation gains momentum on Hill. See . . .

Mounting pressures on advertising . . . 32

FCC Chairman Burch and Commissioner Nicholas Johnson agree at hearings on First Amendment that fairness doctrine is probably here to stay—but their reasons differ. David Brinkley, others also testify. See . . .

Winding down the Ervin hearings . . . 46

Even charity drives can fall under FCC’s fairness doctrine. Commission says WLWD(TV) Dayton, Ohio, erred in determining that its broadcasts in support of United Appeal did not raise controversial issue. See . . .

Nothing safe from fairness? . . . 50

Touchy questions of format changes are again involved in proposed station sales, both of which are spin-offs of major group transfers. FCC is asked to deny sales approvals of KGO-FM San Diego and KBTR(AM) Denver. See . . .

More snags on format changes . . . 53

British Broadcasting Corp. establishes independent three-man commission for viewer complaints, in move seen by some as measure to stave off more external control. Move comes on heels of criticism of BBC. See . . .

England also has broadcast problems . . . 57
The lively WGAL-TV mid-day show called "Noonday on Eight" ranges far and wide to serve the interests of its viewers of all ages as well as to mirror the diverse activities of the many communities it serves. Programming of this type is typical of WGAL-TV's continuing public affairs telecasts.

**WGAL-TV**

Channel 8 • Lancaster, Pa.

Representative: The MEEKER Company, Inc.

New York • Chicago • Los Angeles • San Francisco
Audience grows

Widespread belief that TV viewing would suffer when local programing moved into prime time under FCC's prime-access rule appears groundless—thus far. It may be too early for pattern to have formed, but number of unofficial analyses indicate that viewing this season, first under access rule, has gone up instead of down. Home-using-television (HUT) levels have been about same as year ago, sometimes slightly up or down, but number of homes viewing has been consistently up, thanks in part to increase in total TV homes.

Analysis by Television Bureau of Advertising, for example, based on Nielsen's 70-market multiple network area (MNA) reports, shows that in first two weeks of new season, average HUT level during 7:30-8 p.m. NYT period on five nights when there are no 7:30-8 p.m. network feeds averaged 1% higher than year ago. For first four weeks it dropped by 0.9% but this still represented gain of 2.1% in average number of homes viewing.

On national basis, TVB found, average HUT level for these nonnetwork periods was up 1.2%—and average homes viewing were up 4.4%—in first two weeks, only one for which national reports were available. Study by another source, based on MNA's but for second through fifth weeks of season, shows HUT for prime-time network programs only—excluding local and independent programing—averaged 2.8% higher than year ago.

Staying put

It's now apparent White House would be pleased if FCC Commissioner Robert T. Bartley, Texas Democrat, decided to retire—as he would be qualified to do—before expiration of his term next June 30, and thus advance date on which black can be named to seat (see page 21). Herbert Klein, administration's director of communication, gave hint last week in answering questions at convention of Indiana Broadcasters Association. He spoke of vacancy on FCC to occur when Mr. Bartley retires next June "or before." Word at FCC is, however, that Mr. Bartley feels he committed himself during Senate confirmation hearing to serve out term and still intends to.

From the mount

It's certain that Clay T. (Tom) Whitehead, director of Office of Telecommunications Policy, was speaking with more clout than he alone commands when he charged public broadcasters with developing "centralized, national network" contrary to mandate of Carnegie Commission and Public Broadcasting Act (see page 14).

Wide ideas contained in address were discussed at top administration levels, and when Mr. Whitehead does not say "this is my opinion"—which he never did at NAEB convention—during major address, it is certain sign that his remarks are delivered with approval of other administration officials.

It should also be noted that his casting of issue in terms of centralization was in precise accord with way public broadcasters themselves discuss their field. In appealing for support of system founded upon "bedrock of localism," he in effect sought from station managers support that he cannot get from Washington operating. And although slim majority of station people would oppose his position, many support it strongly.

Serpent's tooth

It's also known that Republicans are fuming over what they regard as hostile slant in some Public Broadcasting Service commentary and interview shows. Latest incident to raise GOP temperatures was interview on PBS Eastern network conducted by Martin Agronsky with Emile de Antonio, producer of new movie, "Millhouse," now playing in Washington, Mr. de Antonio reportedly said film was made for "the political destruction of Richard Milhouse Nixon."

End of era

Standby Office of Censorship, part of federal government's executive reserve since World War II, has been quietly abolished. Since mid-fifties it had been headed by Theodore F. Koop, who is about to retire at CBS Washington VP; before that it was under Byron Price, wartime chief censor. Cadre of working journalists in print and broadcast media has been maintained. Nixon administration reportedly decided shadow censorship was no longer necessary in absence of emergency.

Amber light

It may be several weeks before cabinet committee submits recommendations on CATV policy to President Nixon (see page 29), but this much is said to have been decided. Committee will urge that FCC pull back from proposed exclusion of newspaper or broadcast stations from ownership of cable systems in same or other communities. FCC already has barred networks from owning CATV's. (CBS spun off its extensive cable holdings in Viacom International.)

White House recommendations on cable crossownings may be harbinger of other multiple-ownership policies ahead. Though FCC Chairman Dean Burch is said to favor ultimate phasing out of newspaper and TV-station crossownings, as proposed in one-to-a-market rulemaking, it's known Nixon administration would not condone full separation.

Over the hump

Color-TV penetration is over half-way home. NBC's latest quarterly estimate, due out shortly, is expected to put total U.S. color-TV households as of Oct. 1 at 31 million, or 50.1% of all U.S. TV households. That's gain of 1.3-million homes since July 1, when penetration was put at 45.2%, and reflects 12-month rise of 4.8 million.

Who holds bag?

U.S. Media International's filing under Bankruptcy Act (see page 44) has prompted American Association of Advertising Agencies to send another bulletin to its members counseling on ways to protect themselves on media buys made through outside agencies. One way suggested by AAAA counsel: Get release from stations. And at least one major agency—BBDO, according to station sources—is seeking just that. BBDO reportedly has written TV stations asking for commitment that it won't be held liable for payment on business placed for it by independent services. What stations will tell BBDO remains to be seen, but initial reaction appeared to be: No way. Some noted that standard AAAA contract itself provides that when business is placed by nonagency intermediary, whoever authorized placement is responsible.

Mail call

FCC's associate general counsel in charge of litigation for past seven years, John Conlin, is leaving Commission Nov. 1 to join new Postal Rate Commission as associate general counsel. Mr. Conlin, who has been with commission 16 years, once served as legal assistant to Fred Ford, former FCC chairman, who later became president of National Cable Television Association. No one has been named to replace Mr. Conlin, whose office represents commission in court.
MNA's for fifth week: CBS-TV still on top

CBS-TV, which has been consistently leading Nielsen ratings (see page 56), swept Nielsen multinet-work-area report (MNA) out Friday (Oct. 22).

In rating averages for fifth week (ended Oct. 17) of new season, CBS had 20.7, ABC 18.9 and NBC 18.5. Depending on other method used for computation (affecting time period in which ABC carried special on economy, Oct. 13, 7:30-8 p.m. NYT), average for ABC for week was 19.1.

NBC's Oct. 13 telecast of fourth World Series game, first such shown in prime-time, and CBS's Oct. 17 special, The Sullivan Years, were in top-10 lists.

In nights of week, CBS took Friday, Saturday and Sunday; ABC had Monday and Tuesday, and NBC Wednesday and Thursday.

Top 40: 1. Marcus Welby (ABC); 2. Flip Wilson (NBC); 3. All in the Family (CBS); 4. World Series game four (NBC); 5. Movie of the Week (ABC); 6. The Sullivan Years (CBS); 7. Friday Movie (CBS); 8. Sunday Movie (ABC); 9. Thursday Movie (CBS); 10. Gunsmoke (CBS); 11. Medical Center, Funny Face and Sunday Movie (all CBS); 12. Here's Lucy and Mannix (both CBS); 16. The Partridge Family (ABC); 17. Brady Bunch (ABC); 18. Dick Van Dyke and Mary Tyler Moore, both CBS; 20. Mod Squad (ABC); 21. World Series pre-game (NBC); 22. FBI (ABC) and Laugh-in (NBC); 24. NFL Football (ABC) and Hawaii Five-O (CBS); 26. National Geographic Special (CBS); 27. Longstreet (ABC) and NBC Monday Movie; 29. Movie of the Weekend (ABC); 30. Mission: Impossible (CBS); 31. Doris Day (CBS); 32. Cannon (CBS); 33. Carol Burnett (CBS); 34. Room 222 (ABC); 35. Walt Disney (NBC); 36. NBC World Premiere Movie; 37. Love, American Style (ABC); 38. NBC Saturday Movie and O'Hara, U.S. Treasury (CBS); 40. Odd Couple (ABC).

FCC will appeal BEM decision

FCC says it will ask Supreme Court to review appeals-court decision holding that stations may not impose flat ban on sale of time for discussion of controversial issues—at least when other types of paid announcements are accepted.

Commission disclosed plans Friday (Oct. 22) in denying complaint filed by The Committee of One Million against stations in New York and Washington and three television networks. Complaint contends that they refused to sell time for one-hour program opposing admission of Communist China to United Nations (Broadcasting, Oct. 18).

Commission based its complaint on decision of U.S. Court of Appeals in Washington in cases brought by Business Executives Move for Vietnam Peace and Democratic National Committee (Broadcasting, Aug. 9).

But commission said it had decided to seek Supreme Court review and to ask appeals court to stay effect of its decision. Since its requests had not yet been acted on, commission said, it was maintaining its "long-standing policy of leaving the choice of programs to individual licensee judgment just so long as the licensee operates within the perimeters of the fairness doctrine."

Commission cited committee complaint as example of "program-review function we would have to perform to validate a limited right of access for program-length material." It said its policy has been to keep out of individual program decisions.

Commission also said it could not construe court's mandate as applying to issue raised by committee, since "there has been no canvass by either the court or the commission of the full-range of problems involved in applying the court's holding" to one-hour-long programs. The commission reads the decision as focusing on "paid public-issue announcements."

It also found no basis for fairness-doctrine complaint, since committee (whose full title includes phrase "Against the Admission of Communist China to the United Nations") did not claim stations or networks had not presented contrasting views on issue of Communist China's admission to UN.

Commission is said to be bipartisan group with congressional members.

Commission vote was 4-to-1, with Commissioner Robert E. Lee concurring and Commissioner Nicholas Johnson dissenting. Commissioner Robert Wells was absent and Commissioner Charlotte Reid did not participate.

Industry is still doing talking at FTC hearings

President of New York advertising agency was told Friday (Oct. 22) that he was saying: "We must advertise deceptively and if we must use a warning notice, that destroys the effectiveness of the ad." That comment was made by Federal Trade Commissioner Mary Gardner Jones and was addressed to Alfred J. Seaman, president of Sullivan, Stauffer, Colwell & Bayles, who had protested that inclusion of what he called "legalese" in advertising tends to ruin its effectiveness.

Mr. Seaman had also pleaded lack of time for required disclosures in common, 30-second TV commercial. This was met by FTC Commissioner Paul Rand Dixon, who retorted that if FTC orders for additional information or warning could not be accommodated in TV commercial, then advertisement should be placed in another medium where space allows.

Earlier, Commissioner Jones had questioned Charles Overholser, senior vice president of Young & Rubicam, New York, about use of sex in advertisements aimed at teenagers. Mr. Overholser replied that many products are closely related to sex. In any event, he said, "I don't know of any research that shows people believe these products solve the problems of growing up."

Also on final day of first week FTC's inquiry into modern advertising practices (see page 32), Tom Dillon, president of BBDO, New York, discussed various methods of presenting client's message—print, still photos, slides, film and video tape.

Advertising presentation, centering on brand identification and brand decision by consumers, was held in studios of Logos Inc., Arlington, Va., production firm.

Gordon Webber, senior vice president and manager of creative department for Benton & Bowles, New York, keyed his presentation to technical aspects of advertising.

Commissioners questioned Mr. Dillon on one point only—his statement that 60-second TV commercials are very little better than 30-second commercials. Mr. Dillon said consumer gets very little more information from longer spots.

Later, responding to criticism from consumer and other organizations that bulk of witnesses are from advertising industry and that hearings "have been
taken over by Madison Avenue," Miles W. Kirkpatrick, FTC chairman, defended the schedule.

"We've got to ask the people who work in this area what they do and how they do it," he said. Advertising industry testimony is needed "to set the stage" of commission's inquiry, he added.

Hearings continue this week, with additional testimony from industry witnesses.

Gift of WTOP-FM to Howard is OK'd

FCC has authorized Post-Newsweek Stations to donate its WTOP-FM Washington to predominantly black Howard University despite objections from Congressman Joel T. Broyhill (R-Va.) and representative of Black United Front.

Howard will run station as commercial enterprise but will sell no more than 15 minutes of time per hour.

Mr. Broyhill had expressed concern that assignment of WTOP-FM's license to Howard, which is almost entirely funded by federal government, would take station off tax rolls, thus putting extra financial burden on taxpayers. He also questioned legality of proposal.

Absalom F. Jordan, BUF field chairman, had complained that Hindu is not financially qualified to be licensee, does not have adequate technical personnel to operate station, and might not operate WTOP-FM in best public interest.

Commission told Mr. Broyhill that removal of station from tax rolls is not new issue and that it has permitted such transfers several times in past. Its main concern, commission said, is that Howard will operate station in public interest, and no evidence to contrary has arisen. And in answer to Mr. Jordan's complaint, commission pointed out that Howard proposes to hire professional staff and that question of viability should be resolved through sale of commercials. While there is no way of predicting whether Howard will be successful in this area, commission said, neither can it say that Howard will fail.

Post-Newsweek will retain WTOP-AM-WTV Washington.

Reaction begins on Kahn

Teleprompter Corp. adjourned annual meeting in New York Friday (Oct. 22) until Nov. 24 to permit supplementary mailing of materials to shareholders concerning criminal conviction, two days before, of corporation and its chairman, Irving Kahn. Teleprompter was found guilty on charges of bribery and conspiracy and Mr. Kahn of bribery, conspiracy and perjury in connection with grant of CATV franchise in Johnstown, Pa. Both parties have indicated intention to appeal (see page 26).

In related action Friday, major stockholder Jack Kent Cooke went into U.S. District Court in New York seeking (1) preliminary injunction restraining holding of Friday meeting, (2) asking that Mr. Kahn be removed as corporate officer and director and (3) that stockholder proxies delivered to management before last week's meeting be enjoined. Teleprompter's attorneys advised Judge Murray Gurfein of new plans for Nov. 24 date and Cooke petitions were denied.

BBI questions remand logic

Boston Broadcasters Inc. says there is no basis for assuming that further fair comparison of applicants in Boston ch. 5 case would result in anyone other than BBI emerging as winner.

BBI made comment in pleading filed with U.S. Court of Appeals in Washington on Friday (Oct. 22). It was in response to pleading filed earlier by FCC in answer to questions court had asked in connection with commission's request for remand of case (see page 22).

Commission, which denied WHDH-TV Boston renewal of its license and awarded contested ch. 5 to BBI, wants case back to hold oral argument on steps it should take, if any, in light of civil suits brought by Securities and Exchange Commission against BBI principal Nathan David. BBI told court last week that commission "grossly inflates the significance of Mr. David to BBI's integration preference." BBI said five other BBI stockholders would be full-time participants in station.

Furthermore, it said, BBI was preferred by commission on diversification criterion and was considered equal to other applicants under remaining comparative criteria. Thus, new hearing would not result in different result, BBI said.

Wells' 'final' words hearten radio men

FCC Commissioner Robert Wells, whose resignation from commission is effective Nov. 1, made couple of observations Friday (Oct. 22), billed as his last remarks as commissioner.

One, cheering to radio broadcasters, was that there is possibility that radio might be "deregulated" by action of FCC alone, without need for congressional legislation. Removal of radio from government controls is one of proposals advanced by Clay T. (Tom) Whitehead, director of Office of Telecommunications Policy, in speeches and interviews during last few weeks (Broadcasting, Oct. 11, 18).

Speaking to broadcasters at Boston regional meeting of National Association of Broadcasters, Mr. Wells said that placing TV and radio under common regulation was like mixing apples and oranges.

There is support at FCC for removing radio from bulk of controls, he said, but at moment he did not see four votes (of seven FCC commissioners).

At another point, Mr. Wells commented that stand of Chairman Dean Burch "is very pro-cable."

At same meeting, Senator Marklow W. Cook (R-Ky.) blasted government controls over broadcasting but at same time decried "airwave pollution."

Senator, member of Communications Subcommittee and parent Commerce Committee, said FCC's "jungle" of regulations and Supreme Court's Red Lion decision, are abridgments of First Amendment and set "dangerous precedent which may later be applied to other media."

"Where is the logic in a decision which declares that four television stations in one community constitute a monopoly, while ignoring the monopoly of one newspaper in the same community?" he asked.

But, he accused broadcasters of subverting themselves to Madison Avenue: "You attempt to police your own affairs because if you don't the FCC will. But, unfortunately, 'in the name of free speech' you pay no attention to a sponsor's ethics because that's a problem for the FCC or the Federal Trade Commission."

For other industry developments see "Fates & Fortunes" page 62
We'll share your exposure to Broadcasters Liability losses

You probably know how much you could afford to pay if you lost a suit for libel, slander, piracy, invasion of privacy or copyright violation. Here's how to handle a bigger judgment: insure the excess with Employers. We have the experience and personnel to help you set up a program and to assist in time of trouble. Write for details. Our nearest office will contact you at once.

Employers Reinsurance Corp.,
21 West 10th, Kansas City,

This week

Oct. 25-26—Fall meeting, Kentucky Association of Broadcasters, Phoenix hotel, Lexington.
Oct. 26—New deadline for filing comments in FCC rulemaking proceeding on Polian, will new restricted radiation device which produces an RF carrier modulated by a TV signal (Doc. 19281).
Oct. 27—Newsmaker luncheon, sponsored by International Radio and Television Society, on "The New TV Season." Panels will be network program vice presidents Martin Starger of ABC, Harry Seeley of CBS, and Dave Wirt of NBC. Moderator will be Sylvester L. (Pat) Weaver Jr., consultant and former NBC president, Waldorf-Astoria, New York.
Oct. 28-29—Special meeting, board of directors, Association of Maximum Service Telecasters. Lyford Cay Club, Nassau, Bahamas.
Oct. 31-Nov. 1—Fall convention, Texas Association of Broadcasters. Featured speakers are Lee Loewenstein, Washington attorney; Representative James M. Collins (R., Tex.); Wendell Mayes Jr., KNOMCAM(TV) Austin, Texas; and vice chairman, radio board, National Association of Broadcasters; Jack Harris, KPRLAM(TV) Houston and president, Association of Maximum Service Telecasters; Soer Taishoff, editor, Broadcasting magazine; Charles Keene, Tulsa lawyer. Palacio Del Rio hotel, San Antonio, Texas.

November

Nov. 1—New deadline for comments in FCC inquiry seeking to define "superior service" as related to broadcast renewal applicants, particularly within comparative hearing process (Doc. 19154). Reply comments due Dec. 1.
Nov. 2-5—Annual educational communication convention, New York State Educational Communication Association. Groissinger's, Groissinger, N.Y.
Nov. 3-4—Fall convention, California Community Television Association. Hotel Del Coronado, San Diego.
Nov. 4-5—Fall conference, Oregon Association of Broadcasters. Benson hotel, Portland.
Nov. 4-7—Western regional fall conference, American Advertising Federation. Harrah's Reno.
Nov. 6—New deadline for filing reply comments in FCC rulemaking proceeding on regulating a new restricted radiation device which produces an RF carrier modulated by a TV signal (Doc. 19281).
Nov. 11-12—Regional meeting, National Association of Broadcasters. Sands hotel, Las Vegas.
Nov. 11-14—Sixth annual Radio Program Conference, Roosevelt hotel, New Orleans. FCC Commissioner Robert Wells will deliver opening address on Nov. 12.
Nov. 17—Freedom of expression discussion sponsored by school of Communication, Boston University. Featured speaker will be Dr. Frank Stanton, president of CBS, who will discuss freedom of expression in broadcast field. Law school auditorium, B.U., Boston.

December

Dec. 3—Fall meeting, Arizona Association of Broadcasters, Mountain Shadows, Scottsdale.
Dec. 10—New deadline for filing comments in FCC inquiry into handling of public issues under fairness doctrine, phase regarding "access generally to the broadcast media for the discussion of public issues." (Doc. 19260).

January 1972

Jan. 26—Deadline for filing comments in FCC's inquiry into fairness doctrine, phase regarding "application of the fairness doctrine to political broadcasts."

February 1972


March 1972

March 3-5—Meeting, board of directors, American Women in Radio and Television. Americana, B. A., Miami Beach.

Major meeting dates in '71 and '72

April 9-12, 1972—Annual convention, National Association of Broadcasters, Conrad Hilton hotel, Chicago.

Datebook @ A calendar of important meetings and events in communications

BROADCASTING, Oct. 25, 1971
BOOKNOTES


Sponsored by the journalism department of the University of Maryland, the book contains essays by 27 political scientists, journalists, media specialists and computer and advertising experts who discuss the new approaches and techniques that have been developed to "sell" political candidates. Of particular note is a chapter on "Television and Image Making" in which TV and campaigns are discussed in essays by Lawrence Laurent, TV-radio editor of the Washington Post; Frederic Paeper, founder of PKI Companies; Jay Weitzner, president of American Placement Co.; and Robert D. Squier, president of the Communications Co. In another chapter, Ithiel de Sola Pool, professor of political science at the Massachusetts Institute of Technology, predicts that increased coverage by multichannel CATV after the 1972 election "will not permit the kind of canned television campaign which is arousing such disquiet today."


This is a highly readable volume on the basics of broadcast news writing and should be of particular value to the beginner. The authors are experienced broadcast news writers and editors, both associated with CBS News at one time, and now in college teaching (Mr. Bliss at American University in Washington and Mr. Patterson at the Graduate School of Journalism in Columbia University in New York). The book also provides a short history of TV-radio news writing and the samples of such luminaries of the late 1920's and the 1930's as Floyd Gibbons, Boake Carter, Lowell Thomas and his chief aide, Prosper Buraneli, and Hans V. Kallenborn. The authors illustrate their points with actual broadcasts and cover such subjects as the lead, the use of wire services, the TV documentary, sports, criticism and critique.

BOOKNOTES


Sponsored by the journalism department of the University of Maryland, the book contains essays by 27 political scientists, journalists, media specialists and computer and advertising experts who discuss the new approaches and techniques that have been developed to "sell" political candidates. Of particular note is a chapter on "Television and Image Making" in which TV and campaigns are discussed in essays by Lawrence Laurent, TV-radio editor of the Washington Post; Frederic Paeper, founder of PKI Companies; Jay Weitzner, president of American Placement Co.; and Robert D. Squier, president of the Communications Co. In another chapter, Ithiel de Sola Pool, professor of political science at the Massachusetts Institute of Technology, predicts that increased coverage by multichannel CATV after the 1972 election "will not permit the kind of canned television campaign which is arousing such disquiet today."


This is a highly readable volume on the basics of broadcast news writing and should be of particular value to the beginner. The authors are experienced broadcast news writers and editors, both associated with CBS News at one time, and now in college teaching (Mr. Bliss at American University in Washington and Mr. Patterson at the Graduate School of Journalism in Columbia University in New York). The book also provides a short history of TV-radio news writing and the samples of such luminaries of the late 1920's and the 1930's as Floyd Gibbons, Boake Carter, Lowell Thomas and his chief aide, Prosper Buraneli, and Hans V. Kallenborn. The authors illustrate their points with actual broadcasts and cover such subjects as the lead, the use of wire services, the TV documentary, sports, criticism and critique.

BOOKNOTES


Sponsored by the journalism department of the University of Maryland, the book contains essays by 27 political scientists, journalists, media specialists and computer and advertising experts who discuss the new approaches and techniques that have been developed to "sell" political candidates. Of particular note is a chapter on "Television and Image Making" in which TV and campaigns are discussed in essays by Lawrence Laurent, TV-radio editor of the Washington Post; Frederic Paeper, founder of PKI Companies; Jay Weitzner, president of American Placement Co.; and Robert D. Squier, president of the Communications Co. In another chapter, Ithiel de Sola Pool, professor of political science at the Massachusetts Institute of Technology, predicts that increased coverage by multichannel CATV after the 1972 election "will not permit the kind of canned television campaign which is arousing such disquiet today."


This is a highly readable volume on the basics of broadcast news writing and should be of particular value to the beginner. The authors are experienced broadcast news writers and editors, both associated with CBS News at one time, and now in college teaching (Mr. Bliss at American University in Washington and Mr. Patterson at the Graduate School of Journalism in Columbia University in New York). The book also provides a short history of TV-radio news writing and the samples of such luminaries of the late 1920's and the 1930's as Floyd Gibbons, Boake Carter, Lowell Thomas and his chief aide, Prosper Buraneli, and Hans V. Kallenborn. The authors illustrate their points with actual broadcasts and cover such subjects as the lead, the use of wire services, the TV documentary, sports, criticism and critique.
Orwellian visions of advertising

Pictured below is the billboard of 1984.

You don't see anything, right? Right!
Picture a TV commercial for a Suzuki motorcycle. The ad opens on a still slide of the new GT-2000. (Action shots are not possible since such photographs tend to distort the machine and may glamorize the motorcycle.)
The announcer says:
"This is a motorcycle.
"It is one of 42 brands available in the United States. All are about equal in performance and value.
"This one is called Suzuki. It's a little more expensive than most. However, the International Research Consortium has confirmed it performs up to 7.3% better than most—when subjected to a conscientiously applied program of careful driving and regular professional care.
"Some people enjoy riding motorcycles. However, other people don't.
"What's more, the Federal Trade Commission warns that motorcycle may be injurious to your health. Motorcycles are noisy, they pollute, tear up the soil, encourage motorcycle gangs and may contribute to the delinquency of minors.
"In the unlikely event that you're interested in one, call this toll free number, which the FCC advises us to tell you is not really toll free."
Super number and disclaimer.
Now visualize a beautiful full-color magazine ad showing a delicious Sunkist orange. The ad says:
"Sprayed with pesticides. Quality may vary due to climate and seasonal differences. Excessive amounts of vitamin C have an indeterminate effect on personal health."
The fairness doctrine is noble in intent. But if both sides of all controversial subjects should be aired, we'll find nearly everything can be controversial.
For example, a noted forester recently commented that a little fire every now and then clears out underbrush, makes the forest more healthy, and can be ecologically valuable.
So here's a radio commercial from the Anti-Forest-Fire-Prevention League:

Don't believe that stupid bear. A little forest fire can be fun. Help keep America brown.
Jingle: Only You Can Start a Forest Fire.
Or with the legalization of pot:
Kids—Come fly with me. Consult your nearest Pusher. You'll find him listed in the Yellow Pages.
There are some other developments in advertising.
Since postal rates are now averaging $1 per copy for magazines, circulation is much smaller and entirely through newsstands. Newspapers are phasing out. Not enough advertising to meet the ever-increasing costs. Facsimile is taking over without advertising. Each of the 72 TV channels accepting advertising now gangs commercials. Fifteen seconds is the standard length. No commercial may be used more than five times.
It's 1984.
We have laws that tell us not only what we may say in advertising but what may be advertised, which media may be used, and to whom we may advertise. That's why we have no more outdoor. Our copy presents facts. With no emotional appeals. Children are shielded from advertising.
The list of taboo product categories has grown from cigarettes to all drug items (pills can't solve all problems), cosmetics (they conjure up false hopes), and fashions (whoever looks like the fashion model). If you think this can't happen here, think again. It is happening. Now.
Please understand: Many of the changes taking place are due to the failings within the advertising industry.

The "permissible lie" is no basis for business morality. Also understand that not all the changes taking place are necessarily bad. But more good things will happen to advertising—and to the public and to the economy—if we ourselves help shape the future.
At this very moment legislation is shaping advertising. Consumer groups are shaping advertising. Young people and their teachers are shaping advertising. What are you doing to shape advertising? You can do nothing. You can complain. Or you can act.
The American Association of Advertising Agencies, the Association of National Advertisers, the American Advertising Federation, the Council of Better Business Bureaus and other industry groups are working hard to initiate action that will shape the future of our industry.
Get active in the appropriate organization for your company. Become vocal. Volunteer for the work that must be done. Stand up and be counted in your local advertising club. These groups are no longer merely a pleasant place for lunch. They are seeking ways to inform our industry.

Through such organizations you can help initiate legislation that will serve the public, strengthen the economy, and preserve the vitality that advertising provides to our lives.
You can lead consumerism. Or be led by it.
Above all, do advertising you are proud of. Advertising that is rigorously honest. Advertising that genuinely helps the consumer. Advertising that works because people believe it. The choice is yours. Don't blow it.
Victory is ours

The Dallas-Fort Worth TSA adult market is in our poke.

You play the percentages, so you'll understand our greed for adult listeners with income enough to buy what you're selling. You'll understand why we were determined to take (and hold) the #1 position in adult listeners in the Dallas-Fort Worth TSA.

This we did by unleashing our new Country Gold sound. The percentages tell the story of our victory. Now the April/May 1971 ARB spells them out for you. Summed up, they tell you that WBAP 820 Radio's Country Gold sound is a good buy for making sales.

Morning Drive (6AM - 10AM)
WBAP — #1 Total Men — 35% advantage over #2 station
WBAP — #1 Men 18-49 — 31% advantage over #2 station
WBAP — #1 Men 25-49 — 59% advantage over #2 station
WBAP — #1 Total Women — 11% advantage over #2 station
WBAP — #1 Women 25-49 — 21% advantage over #2 station

Housewife Time (10AM - 3PM)
WBAP — #1 Total Women — 58% advantage over #2 station
WBAP — #1 Women 25-49 — 97% advantage over #2 station

Afternoon Drive (3PM - 7PM)
WBAP — #1 Total Men — 97% advantage over #2 station
WBAP — #1 Men 18-49 — 98% advantage over #2 station
WBAP — #1 Men 25-49 — 145% advantage over #2 station
WBAP — #1 Total Women — 21% advantage over #2 station
WBAP — #1 Women 25-49 — 74% advantage over #2 station
Collision of politics and public broadcasting

Nixon emissary lays it on the line: ‘Fourth network’ risks reprisals from officials who must vote funds

The question was heard again and again during the National Association of Educational Broadcasters’ convention in Miami Beach: “What’s Whitehead going to say about funding legislation?” As it developed, Clay T. (Tom) Whitehead, director of the Office of Telecommunications Policy, said nothing at all to clarify that murky situation. But what he did say to the final NAEB general session was more than enough to crystallize a debate that will keep public broadcasters occupied for months.

The subject of Mr. Whitehead’s talk was centralization, its appeals and dangers. His conclusion: that public broadcasting, contrary to the intent of the Carnegie Commission and the Public Broadcasting Act, is rapidly becoming a fourth television network (Public Broadcasting Service) and a national radio network (National Public Radio) rather than a system founded on the “bedrock of localism.”

“I honestly don’t know what group I’m addressing today,” he said. “I don’t know if it’s the 47th annual convention of NAEB or the first annual meeting of PBS affiliates. What is your status? To us there is evidence that you are becoming affiliates of a centralized, national network.”

At a news conference after the speech, Mr. Whitehead refused to characterize his charge as an ultimatum to public broadcasting or to assess its effect on the stalled funding discussions between OTP and the Corporation for Public Broadcasting. Nor would he comment on when a bill might emerge—except to say he hoped it would emerge before Congress recesses next spring—or on what kind of bill it might be.

However, his reticence on those points did not prevent quick reaction both to the letter of his speech and its possible implications. CPB President John W. Macy immediately began working to arrange a meeting this week of the CPB board, and the corporation will shortly issue a “point-by-point” rebuttal of the Whitehead text.

Mr. Whitehead later sat down behind closed doors with the Public Television Managers’ Council—a coordinating body that links the boards of the Public Broadcasting Service and the educational television stations division of NAEB. The majority sentiment at that meeting reportedly ran against the Whitehead analysis, but the discussion was said to be quiet and measured.

In the hours after the speech, public-broadcast managers sat and discussed its implications, frequently with what one station manager described as “terribly mixed emotions.” The station people need money, some of them desperately; Mr. Whitehead clearly struck a nerve on that point, as OTP did earlier this year with a funding proposal that would have provided some money to stations directly rather than through CPB (Broadcasting, Aug. 23). But neither are most of them anxious to weaken PBS, which is a form of compensation in itself, as a service that is free to them and provides a variety of well-received programs.

The best available analysis from a cross-section of industry sources was that a slim majority of the delegates were at least moderately opposed to the Whitehead speech. Many of them, however, were receptive. “Whitehead said what a lot of these guys [the station managers] have been saying for years,” according to a leading figure in the station ranks.

Evidence of the administration’s disenchantment with public TV has been emerging for weeks. Much of it has been directed toward journalistic efforts, and specifically toward the centralization of public-affairs programing within the newly opened National Public Affairs Center for Television, which has hired

In the challenger's corner (l): Clay T. (Tom) Whitehead, director of the Office of Telecommunications Policy, who jolted the National Association of Educational Broadcasters' convention in Miami Beach with a stern attack on what he regards as excessive centralization in public broadcasting. Mr. Whitehead called this structural trend a betrayal of the intent of the Carnegie Commission report and the Public Broadcasting Act. In so doing, he threw the funding debate between OTP and the Corporation for Public Broadcasting right back into the muddy waters it has been in for months. In the other corner: the presidents of three organizations that are affected by, and reacting to, the Whitehead viewpoint—Hartford Gunn, president of the Public Broadcasting Service; William G. Harley, president of the NAEB; and John W. Macy Jr., president of CPB.

In his speech, Mr. Whitehead—dropping bits of sarcasm along the way—offered a variety of evidence for his thesis that public broadcasting is overcentralized: the rise of 43% in national broadcast hours on PBS and corresponding decrease in local production; the creation of NPACT; the interest among public broadcasters in "rating points and audience."

The OTP director painted these developments as a betrayal of the original blueprint for public broadcasting. "The concept of dispersing responsibility," he said, "was essential to the policy chosen in 1967 for public broadcasting... The centralization that was planned for the system—in the form of CPB—was intended to serve the stations, to help them extend the range of their services to their communities. The idea was to break the NET [National Educational Television] monopoly of program production combined with networking and to build an effective counterforce to give appropriate weight to local and regional views."

The sources of that betrayal, according to Mr. Whitehead, were the "public broadcasting professionals" who "let the Carnegie dreamers have their say" and then set about creating a strong national service. "The professionals," he said, "viewed the concept of localism as being as naive and unattainable as the Carnegie excise-tax financing plan. They said that no broadcasting system can succeed unless it appeals to a mass audience in one way or another; that networking in the mold of the commercial networks is the only way to get a mass audience; that a mass audience brings a massive reputation and massive impact; that it's cheaper, more effective, more easily promoted, simpler to manage, and less demanding on local leadership than the system adopted by the Congress; and they are right. But is that kind of public broadcast system worth it? Is it what you want? What's your community needs? What's best for the country?"

Mr. Whitehead acknowledged several countervailing forces at work at CPB, which "is trying to devote more funds to general operating grants"; PBS, which is "trying to use its interconnection for program distribution as well as networking [and] to broaden the base of small-station representation on its board"; and local stations, some of which "are really trying to do the job that must be done at the community level."

However, he added, "CPB seems to have decided to make permanent financing its principal goal and to aim for programming with a national impact on the public and the Congress to achieve it. But look at the box that puts you in. The local station is asked—and sometimes willingly accedes—to sacrifice its autonomy to facilitate funding for the national system."

And if public broadcasters pattern themselves after the commercial structure, Mr. Whitehead said, "all we have is a network paid for by the government, and it just invites political scrutiny of the content of that network's program... When you centralize actual responsibility at a single point, it makes you visible politically and those who are prone to see ghosts can raise the specter of government pressure."

Mr. Whitehead acknowledged that money—"great bales of it"—would solve much of the problem by strengthening the local stations. But money alone, he said, will never solve basic structural problems. The goal, he said, should be to locate "the most appropriate balance in determining the local station's role in the public broadcast system—a balance between advancing the quality of electronic journalism and the quality of programs for the general public, and, ultimately, the balance between the system's center and its parts."

In that context, Mr. Whitehead enumerated three legislative goals for public broadcasting: "(1) to keep it from becoming a government-run system; (2) to preserve the autonomy of the local stations; and (3) to achieve these objectives while assuring a diversity of program sources for the stations to draw on in addition to, but not in place of, their own programs."

The Whitehead speech came one day after a PBS business meeting at which PBS President Hartford Gunn covered some of the same ground. "Do not entrust more power to PBS than is absolutely necessary," he said. "That may sound like a strange remark coming from a so-called 'censor.' But I believe that all of us set out to provide for a new system with a maximum diversity—a multiplicity of points of view."

But Mr. Gunn was not exactly a preview of Tom Whitehead. "One man's centralization is another's necessary decision-making power," he said... The new system of which PBS is a part is highly decentralized compared to the old system." And, Mr. Gunn added, "we are not trying to build a 'fourth network' as the word 'network' is norm..."
ally used in this country. First, because we couldn't even if we wanted to. . . . Secondly, we don't want to do so, for this would mean the destruction of the checks and balances within the present system," which is run by the managers themselves.

And whatever other similarities PBS may or may not bear to a major "network," its board meeting is noticeably different from that of a major commercial network and its affiliates. The PBS members talked for nearly two hours before finally approving a contractual agreement first proposed over a year ago. "My God," a commercial operator is said to have told one of the public broadcasters, "if this were a commercial network meeting, the network would be telling these guys what to do."

At the very same hour the PBS business meeting was in session, another subject of potential importance to public broadcasting was being discussed down the hall—the concept of "telecommunications centers." More and more station managers are viewing cable and other delivery systems as crucial to their effective survival. Earlier this year, NAEB President William Harley urged public broadcasters to begin seeking ways to use all available means of distribution in fulfilling their programing mission; in a discussion of what that commitment might mean, NAEB's George Hall reported that $390 million in capital investment would be necessary over the next 10 years to upgrade or establish such facilities, according to an NAEB study. NAEB, he said, will urge Congress to make these funds available.

**A man with his mind on educational TV**

The phrase "educational" broadcasting has been heard less frequently since the Carnegie Commission coined "public" as a substitute, but education is still an important part of the noncommercial broadcast day. And according to Dr. Sidney P. Marland, U.S. Commissioner of Education, "logic, justice and economics" will dictate even greater use of television as an educational tool in coming years, and the Office of Education is mapping an ambitious role for itself in that development.

Dr. Marland told the National Association of Educational Broadcasters convention in Miami Beach last week that educational broadcasting is an economic necessity at a time when U.S. educational costs have risen 70.9% in six years. "The public purs. . . . is closing on our fingers," he said. "Since education can scarcely become more labor-intensive than it already is without risking total financial collapse, the need for telecommunications and other forms of technology to extend, supplement and complement the teacher's skills is clearly evident."

Dr. Marland outlined a four-point plan within the Office of Education for funding and operation of educational telecommunications. OE is asking for "broadened authority" in four areas:
- More money "to support newly developed telecommunication technologies such as satellites, cable TV, Instructional Transmission Fixed Service, and so forth.
- To experiment with new delivery systems. As an example, Dr. Marland cited the satellite that will be used for 10 months in 1973 to transmit educational programs to remote Rocky Mountain regions, before moving to its permanent location over India (BROADCASTING, July 5, Sept. 27).
- A program of coordinated planning for telecommunications programs by state and Office of Education agencies.
- Programing authority for research and development of new "educational software." Dr. Marland emphasized that HEW does not intend to compete with CPB or anybody else in developing programs, but he said that it could fund programs that individual school systems could not possibly fund. As an extension of the kind of support OE now gives to the Children's Television Workshop, Dr. Marland said, it might also provide support for programs in child rearing, bilingual education, high-school equivalency, or an "open university of the air" similar to that now operating in Great Britain.

Proposals such as these are the latest indications of a long-range trend toward greater involvement in educational programming by the Office of Education ("Closed Circuit," May 31).

**Lou Harris survey finds audience gains**

The number of viewers who watch public television at least once a week rose from 33 million to 39 million in the past year—with the largest rate of increase occurring among black households—according to a survey conducted for the Corporation for Public Broadcasting.

The survey, by Louis Harris & Associates, showed that 52% of responding black homes had watched public TV at least once a week, compared to 35% a year ago.

According to CPB's Leroy Miller, who reported the survey results last week at the National Association of Educational Broadcasters convention in Miami Beach, the increase in black viewing was "probably due to the fact that Sesame Street is beginning to make a significant penetration in black households."

Among the other findings:
- Viewers of public television watch a median of 1.9 hours a week, up from last year's 1.5 hours.
- 30% of the respondents said they were "wasting time" when watching commercial television; 14% made a comparable comment about public television.
- 42% said that commercial stations often present a biased point of view; 16% made a similar comment about public television.

The full context of these findings will be contained in a report to be released early next month.

Also trumpeted around the convention were new findings by Paul Klein, consultant to the Public Broadcasting Service and former NBC vice president for research. He reported that public television's audience in New York—which contains about 25% of all public TV viewers—rose by more than 100% over this time last season. But absolute audience for individual programs remained relatively small—between 100,000 and 500,000 viewers.

**Local leadership is urged by Burch**

FCC Chairman Dean Burch last week delivered a gentle lecture to public broadcasters on the subject of "controversial" programing, urging more and better efforts to tackle community problems.

"Without prejudgment," Chairman Burch asked, "I wonder how many of you have . . . not just made a token stab at controversial-issue programing but really tried to tackle the most difficult problems facing your community?" He called on the public broadcasters not only to reflect those problems, but also to play "the role of community leadership . . . anticipating problems before they emerge as full-blown crises . . . arousing public awareness and concern in the first place."

Speaking at the opening session of the National Association of Educational Broadcasters convention in Miami Beach, the FCC chairman told the delegates that he's "fully aware of the haz-
we’ve got a stake in Kansas City

And so have you, if you’re selling in this market. KCMO, Metro Radio Sales’ newest powerhouse in Kansas City, can offer you some prime audience enticements.

KCMO, Kansas City’s only 50,000 watt outlet, brings you the buy country of Kansas, Western Missouri, Southern Iowa and Nebraska, plus Northern Oklahoma.

KCMO, Radio 81, the big seller in Mod Country U.S.A. Plus “Beautiful Music” F.M. affiliate, KFMU, Stereo 95. Together, they offer a combination that really does it for your sales in Mid-America.

If you want a slice, call Metro Radio Sales. We’ll tell you how KCMO can beef-up your stakes in this right-in-the-heart-of-America selling region.

The other choice Metro Radio Sales markets are:

New York/WNEW/WNEW-FM; Los Angeles/KLAC/KMET; Chicago/WCFL; Philadelphia/WIP/WMMR; Detroit/WKNR/WKNR-FM; San Francisco/Oakland/KHEW/KSAN; Washington, D.C./WASH; St. Louis/WIL/WIL-FM; Baltimore/WCBM; Cleveland/WHK/WMMS; Houston/KJIL/KJIL-FM; Dallas/Ft. Worth/KRLD/KRLD-FM; Atlanta/WQXI/WQXI-FM; Milwaukee/WEMP/WNUW; Cincinnati/KYAL/KYAL-FM; San Diego/KCBQ; Buffalo/WBEN/WBEN-FM; Miami/WMYQ; Denver/KIMN; New Orleans/WSMB; Albany/Schenectady/Troy/WPTR.

METRO RADIO SALES
A METROMEDIA COMPANY

NEW YORK CHICAGO DETROIT LOS ANGELES SAN FRANCISCO PHILADELPHIA ATLANTA DALLAS
The chairman touched on several other issues, all related to public broadcasting's role as a "community resource." These included cable ("the public broadcaster can be of great assistance here, in fulfilling cable's public-access potential . . . . . He can use his under-utilized production facilities to turn out programming for cable, . . . ."); minority hiring ("candidly, your record here is spotty. . . . . I think you can do better"); training ("I am urging that you help community groups produce programs, and in the process, establish a kind of 'farm system' for developing broadcasting talent among minority citizens") and funding ("Let me simply reiterate, in principle, my support of an arrangement that will provide adequate and assured support").

Lionel Monagas, who reminded the convention that minority hiring and programming problems are far from resolved. Addressing the opening general session, with FCC Chairman Dean Burch on hand (see page 16), Mr. Monagas said: "Public broadcasting, as it is presently constituted, affirms our contention that it is operated by whites exclusively for the benefit of a white elite. Individuals working within this medium have always had the choice of being either liberators or oppressors (there is no in-between), but by their passive complicity have become part of the problem rather than part of the solution."

Paraphrasing words spoken at an NAEB convention three years ago, Mr. Monagas said: "We are tired of coming to your conferences, psychodramas or what-have-you's to confer with the supposedly sensitive minds of public broadcasting."

He said there have been a few "token concessions"—such as "an endless string of one-shot series and canceled programs—that have barely dented the real problems. And, he added, minorities constitute barely 7.9% of the total employment in public television. The figures become submicroscopic when we look for minority representation at the decision and policymaking levels."

That sentiment was repeated in softer tones at a special session on minorities by John W. Macy Jr., president of the Corporation for Public Broadcasting. "I find no comfort in the progress made in this entire area since last year," Mr. Macy said. "The record of the entire enterprise is not sufficient."

He called upon station managers to look at their own action programs to see what more can be done.

Art for the masses

National Endowment for the Arts is launching a million-dollar pilot program to expose more Americans to the arts through film, radio and TV.

Speaking to a northeast conference of American Women in Radio and Television Oct. 15, Endowment Chairman Nancy Hanks said the first grant will be $230,000 to the American Film Institute for film preservation projects. Also $45,500 will go to the Corporation for Public Broadcasting which will add $29,500 to be combined with $16,000 from WGBH-TV Boston which will conduct a year-long experimental dance/television workshop.

Chairman Hanks named Chloe Aaron, film and TV writer, to head the program.

Miss Hanks said the Endowment recognizes that "film, TV and radio are arts in themselves, as well as transmitters of traditional arts such as dance, poetry, music and theater."
KDAL-TV moved out to move up to full color. "The timing was perfect," says Ron Lund, Director of Photography for the Duluth station. "Management had already decided to move the entire station to a new building, and this fits our plans for a whole new photo department—complete with color processor.

"The Kodak ME-4 process gave us the flexibility we needed to stay on top of color news and sports. Now we can do more, and do it faster. We've had film come in at 9:15 P.M., and had it on the air for the 10 o'clock evening news. And we've had tremendous community response to our documentaries. We've shot everything from an anniversary of a forest fire to local sports fishing."

"And it's paid off in other ways. We process quite a lot of commercials and industrial films. And we've installed the Kodak Silver Recovery System to add a little more to the profits.

"Color quality? Just great! And we've had excellent results with Kodak's packaged chemicals. In short, we're just glad we moved when we did."

Want to know more about the advantages of ME-4 or mini ME-4 processing? You don't have far to go. Just call your nearest Kodak Representative at one of the numbers below and make your move.

EASTMAN KODAK COMPANY
ATLANTA: Bob Baker 404/351-6510
CHICAGO: Dick Potter 312/654-5000
DALLAS: Frank Reinking 214/351-3221
HOLLYWOOD: John Warner 213/464-6131
NEW YORK: Bill Reddick 212/262-7100
SAN FRANCISCO: Joe Semmelmeyer 415/776-6055
Top-50 Agencies in Radio-TV...a Special Report in Broadcasting's November 22 issue.

The top-50 agencies in radio and television control just about all the spot business there is. Last year they placed more than $3,210,000,000 in broadcasting. Will this figure be exceeded in 1971? Which are the top-50 agencies? What did their clients spend? Is J. Walter Thompson still number one? Answers to these and similar questions will be featured in Broadcasting's November 22 issue.

Your advertising message in this issue will do double duty. For not only will it be read by more than 120,000* broadcasting influentials, but it will also be kept for frequent reference by agency and advertiser personnel of dollars-and-cents importance to you. Don't miss this unique advertising opportunity.

Closing date: November 12. For complete details, contact your nearest Broadcasting office.

*Source: October 1970 Readership Survey showing 3.2 readers per copy.
White House cues Wiley for FCC

As script reads now, he's to take Wells seat while black is sought as successor to Bartley

In the convoluted way that has become its style in the appointment of FCC commissioners, the White House last week was moving toward the nomination of the agency's 36-year-old general counsel for the past year, Richard Wiley of Chicago as a member of the commission.

The resignation of Commissioner Robert Wells, effective Nov. 1 and expected for months, was finally made official—though the White House announcement did not come until after UPI on Wednesday moved a story from Kansas City reporting that Mr. Wells had resigned. Mr. Wells, who is 52, will return to his home in Garden City, Kan., and to his position as general manager of the Harris Radio Group to decide whether to seek the Republican nomination for governor.

What had been expected as an accompanying announcement—the appointment of Mr. Wiley to complete Mr. Wells's term, which ends June 30, 1977—was not issued. The White House said no decision had yet been made on a successor. Other sources said, however, that the White House still intends to name Mr. Wiley but that it is following a complicated course designed to avoid giving offense to a powerful senator and to the nation's blacks—and to allow it to buy time.

For at issue is a White House commitment to Senator John O. Pastore (D-R.I.), chairman of the Senate Communications Subcommittee. Senator Pastore warned the White House, after blacks, at Senate hearings on previous commission nominees, complained bitterly to him about the failure of this administration, like its predecessors, to name a black FCC commissioner.

The administration's plans two weeks ago to announce Mr. Wells's resignation and the appointment of Mr. Wiley were shelved after a top White House aide, Peter Flanagan, discussed the matter with Senator Pastore. The senator reportedly complained that the administration had delayed on its promise to appoint a black to the next FCC vacancy ("Closed Circuit," Oct. 18). Mr. Flanagan fell back to regroup. On last Tuesday (Oct. 19) he called on Senator Pastore again and submitted a new plan that was reported to have satisfied the senator. The commitment was said to be that a black would be named within a "reasonable time" to replace Commissioner Robert T. Bartley, Texas Democrat, whose term expires next June 30. Thus the Wiley appointment to the Wells vacancy was said to have been put back on the track.

As pieced together from various sources, the following appears to be the scenario: Mr. Wiley will be given a recess appointment after Congress winds up its current session. The adjournment is expected between Nov. 15 and Dec. 1. Mr. Wiley could take over as a commissioner immediately. The President would have 40 days after the Senate reconvened to submit Mr. Wiley's nomination for confirmation.

By that time, the White House would hope to have settled on the black it intends to name to the Bartley seat and could make the announcement at the same time. If not, it would wait until the Senate Commerce Committee announced hearings on the Wiley nomination, probably early in the next session. At the moment, the two leading contenders for the Bartley seat appear to be Revis Ortiz, 46, a New Orleans lawyer and a Democrat, and Ted Ledbetter, 32, a Washington communications consultant, who is an independent.

The UPI story reporting Commissioner Wells's resignation was unattributed and caught the White House by surprise. Assistant White House News Secretary Gerald Warren said that, on reading it, he checked and found that a letter of resignation had indeed been received. Mr. Wells is known to have informed the White House several months ago of his desire to leave office on Nov. 1, and, some two weeks ago, to have prepared a letter of resignation for use by the White House at its convenience.

Mr. Wells said he did not know of the UPI story until he arrived in Washington Wednesday evening from Wichita, Kan., where he had addressed a state convention of the AFL-CIO.

In his letter, Mr. Wells said his decision overturning the commission's policy statement on comparative hearings involving renewal applications. The court suggested various license-renewal criteria, including profit reinvestment. If that means broadcasters must make a financial commitment, fine, he said last week. But if it means that government must regulate profits, the result could be the conversion of broadcasting into other than a free enterprise.

But he is not afraid to try new things. The proposal of Clay T. (Tom) Whitehead, director of the Office of Telecommunications Policy, to de-regulate radio, strikes him as a "constructive suggestion." Radio is different from television; it may be a mistake to apply the same regulations to a small-market radio station and to a prosperous, major-market VHF television outlet.

In major markets, with many stations, he says, it might make sense simply to allow stations to follow specialized formats without holding all to the same standards. But he is not so sure the same policy could be applied in markets with few stations.

In any case, Mr. Wiley might well be among the hardest-working of commissioners. As a general counsel new to the mysteries of communications law, he has developed into a 12-hour-a-day worker.
sion to return to his home state was prompted by "personal reasons." In his response, President Nixon said he was accepting the resignation "with special regret" and added: "Your distinguished service for the past two years as a member of this important agency has justly earned you the gratitude of our fellow citizens."

Mr. Wells said that although he will be resuming his career at Harris Radio, which has broadcast interests in Kansas, Iowa, Illinois and Colorado, he expects to spend most of his time in the immediate future canvassing the political scene in an effort to determine whether he should seek the Republican nomination for governor. The Kansas primaries will be held in August 1972.

Although Mr. Wells has long harbored ambitions to be governor of his home state, there is speculation in Washington that he will eventually decide not to enter the 1972 race. Senator Robert Dole (R-Kan.), chairman of the Republican National Committee and Mr. Wells's political patron, is reported to have advised him against running for governor at this time. In addition, the leading contender for the nomination, Lieutenant Governor Reynolds, said is represent formidable opposition to any challenger, particularly one, like Mr. Wells, who is untested politically.

Mr. Wells, who was sworn in as a commissioner on Nov. 6, 1969, was originally named to fill an unexpired term that ended last June 30. However, he later became involved in the White House's long-range, and complicated, plans to appoint Charlotte Reid, then a Republican congresswoman from Illinois, to the commission.

Last January, despite his known ambition to run for governor, Mr. Wells was appointed to the seven-year term left vacant by the departure of Kenneth W. Cox. Thomas Houser, then deputy director of the Peace Corps, was named to fill the remaining months of the Wells term, with the understanding he would not be reappointed. The new, full term was to be made available for Mrs. Reid, as indeed it was. Mr. Wells has departed. Mrs. Reid took office on Oct. 8.

That arrangement was put together after an earlier selection ended in embarrassment for the administration. Sherman Unger, a Cincinnati attorney who was then general counsel for the Department of Housing and Urban Development, had been picked for the role. Mr. Houser was later to fill (Broadcasting, July 27, 1970), and his nomination sent to the Senate. But it was withdrawn after word was leaked that the Internal Revenue Service was auditing Mr. Unger's 1968 tax return. The audit reportedly later showed no evidence of wrongdoing, but the possibility of bad publicity apparently had been sufficient to cause the White House to change its plans (Broadcasting, Dec. 15, 1970).

Now it is the Wiley nomination that is being prepared. And behind it will come the nomination of the first black ever named to the commission. The next month or two should tell whether these plans hold or whether there are more twists in the White House effort to fill FCC vacancies.

Why the FCC wants WHDH case back

Commission tells court it seeks to determine David's importance to BBI

Nathan David, 6.5% stockholder in, and executive vice president and general counsel of, Boston Broadcasters Inc., could be separated out from any continuing interest in BBI until charges brought against him by the Securities and Exchange Commission is resolved. But that might not protect the public interest against the "choice of less than the best qualified applicant in the comparative process."

That was the dilemma the FCC posed for the U.S. Court of Appeals in supplementing a petition for remand of the drawn-out Boston channel 5 case. BBI's application for the channel has been granted, and WHDH Inc.'s renewal application denied. But WHDH-TV is still operating on the facility, and the commission wants the case back to consider, in an argument proceeding, what steps it should take in light of the SEC civil suit against Mr. David.

Throughout its nine-page pleading, presented in response to questions from the court (which last November affirmed the commission's decision granting the channel to BBI), the commission stressed Mr. David's importance to the integration of ownership and management preference it gave BBI over WHDH and Charles River Civic Television, the other qualified applicant. The commission, in its Jan. 23, 1969, decision, noted that not only would Mr. David work at the station full time but that the experience he had gained as an assistant general counsel at the FCC—in the early 1940's—was significant (Broadcasting, Jan. 27, 1969).

No, the commission said in response to one question, it has no information indicating that BBI has compromised the integrity of either the administrative or judicial process through ex parte activities or misrepresentation. The commission's request for recall stems solely from the significance of Mr. David in the case. The SEC suit, the commission said, "raises . . . questions as to whether a further comparative evaluation of the applicants in this proceeding is warranted."

The commission made the same point regarding the significance of Mr. David in discussing its view of the court's authority to remand the case. It also said that the "possible disability of Mr. David poses a matter of some significance" in terms of the court's previous remands in other comparative cases. The court, the commission said, has indicated that where changed circumstances strike at the basis of the commission's decision "further administrative hearings would not only serve to preserve the advantages of a comparative hearing but would achieve a 'just result.'"

The commission posed the dilemma regarding the removal of Mr. David from the application in answer as to whether it had such authority and had exercised it in previous cases. The effect of Mr. David's separation from BBI upon BBI's preference on the integration factor, the commission said, "could be to undercut the comparative preference which was awarded and to detract from BBI's qualifications to operate a station that is responsive to the needs and interests of the area vis-a-vis the other applicants."

The commission said it believes that, when having to make a choice between applicants "for so valuable a facility, all material aspects of the applicant's qualifications should be examined before a grant is finally made."

New boss to be on hand for NBC Radio sessions

More than 250 representatives of NBC Radio affiliates are expected to attend their annual convention in New York Oct. 26-27.

A reception will be held on the evening of Oct. 26 and the business meeting will begin on Oct. 27. Speakers will include Julian Goodman, NBC president; Nicholas Gordon, vice president, sales, NBC Radio, and Robert Wogan, vice president, programs, NBC Radio. Mr. Goodman will formally introduce Robert L. Stone, who becomes president of NBC Radio on Nov. 1, to the delegates. Mr. Stone succeeds Arthur Watson, who has been designated executive vice president and general manager of NBC-owned WOR, New York (Broadcasting, Oct. 11).

On the Oct. 27 agenda will be a talk by syndicated columnist Ann Landers, who reports on NBC Radio's Emphasis five times a week, and a panel discussion by representatives of NBC News.
More people wake up to KNX than to any other Southern California radio station.

And with our good mornings you get the good buys.

KNX Newsradio 1070 Los Angeles

REPRESENTED BY CBS RADIO SPOT SALES

Rating figures are based on ARB Four Book Average estimates for October/November 1970 through July/August 1971, Total Adults, Total Area, Average 1/4 Hour. Subject to qualifications which KNX or CBS Radio Spot Sales will supply on request.
NAB looks to FCC for renewal relief

Chapin tells N.C. group protection from demands is due from FCC, Congress

There is a mounting feeling at the National Association of Broadcasters that the FCC can do something to alleviate the license-renewal situation. The view was expressed last week by Richard W. Chapin, Stuart Enterprises, Lincoln, Neb., chairman of NAB's board, in a speech to the North Carolina Association of Broadcasters.

Calling on the FCC "to exercise its responsibilities," Mr. Chapin urged the commission to "clearly state that a station need not deal with an organization that refuses to provide documentation [as to membership]."

This would, he said, permit broadcasters to refuse to sit through "name-calling, obscenities and threats of physical violence." As it is, he said, many broadcasters feel that they must take such abuse in the absence of any FCC comment in the matter.

Mr. Chapin also asked the FCC to impose penalties on what he called "extortion attempts and payoffs." These must be ruled illegal, he declared.

And finally, he said, the FCC must back broadcasters who refuse to accede to demands for control over programming.

Meanwhile, a call to rally to the campaign to get Congress to enact a national policy on license renewals that would protect broadcasters from unjust demands to deprive them of their licenses from "those who promise to produce programs more satisfactory to the commission's taste," came from Mark Evans, Metromedia Inc., who is chairman of a special NAB task force.

Speaking at the NAB regional meeting in Chicago on Oct. 12, Mr. Evans called on broadcasters to stand by for "an all-out" battle on the issue.

Both Mr. Chapin and Mr. Evans bluntly commented that in many instances the demands come from a central point. Mr. Chapin mentioned that many such demands are written in New York or Washington, and do not necessarily represent the broadcaster's community. Mr. Evans referred to "a coordinated interlocking national movement to displace current licensees."

In pursuit of his task force role, Mr. Evans is having breakfast meetings in a dozen cities in the next three weeks, in conjunction with a U.S. Chamber of Commerce "arcade" that is scheduled to visit 15 cities for chamber meetings with an expected 10,000 businessmen. Mr. Evans is on a chamber panel for each of the cities.

Changing Hands

Announced

The following sale of a broadcast station was reported last week, subject to FCC approval:

* Wknnx-tv Flint-Saginaw-Bay City, Mich.: Sold by Fort Huron Broadcasting Corp. to group-owner Rust Craft Broadcasting for $1.6 million (see picture above).

* Wlmd(AM) Laurel, Md.: Sold by Dr. I. Lewis Sandler and Mrs. Corita

America's outstanding media brokers • A coast to coast network

A sampling of Blackburn's recent CATV sales:

- Jackson, Ohio
- East Brunswick, N.J.

Buying or selling, see Frank Nowaczek at the Nov. 3 Calif. CATV Convention!

Blackburn & Company, Inc.

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

WASHINGTON, D.C.
20006
1725 K Street, N.W.
(202) 333-9270

CHICAGO 60601
333 N. Michigan Ave.
(312) 346-6460

ATLANTA 30309
1655 Peachtree Road, N.E.
(404) 873-5626

BEVERLY HILLS 90212
9465 Wilshire Blvd.
(213) 274-8151

71-43
Approved

The following transfers of station ownership were approved by the FCC last week (for other FCC activities see "For the Record," page 65).

* WHNC-AM-FM Henderson, N.C.: Sold by Nathan Frank and others to George C. Beasley and William R. Britt for $349,295.30, including a $66,000 covenant not to compete. Mr. Beasley has an interest in WFMG-AM-FM Goldsboro, WGGX(AM) Lenoir, and WFP(I)(AM) Fayetteville, all North Carolina; WASC(AM) Spartanburg and WFN(AM) North Augusta, both South Carolina; WMOO(AM) Mobile, Ala., and WFXY(AM) Paducah, Ky. Mr. Britt has an interest in WXYK-AM and an applicant for a new FM at Clanton, N.C. WHNC(AM) is a daytimer on 890 kHz with 1 kW. WHNC-FM operates on 92.5 MHz with 9 kW and an antenna 260 feet above the average terrain.

* WFXY(AM) Paducah, Ky.: Sold by George S. Beasley, William R. Britt and James E. Harrelson to W.L. Nininger and C. Edward Wright for $200,000 including a $50,000 noncompetitive agreement. Sellers retain ownership in WFXY-AM Paducah. Messrs. Beasley and Britt have been authorized to purchase WHNC-AM-FM Henderson, N.C. (see above). Messrs. Nininger and Wright own WFXH(AM) Bristol, Va., and WFXO(AM) Bluefield and WFXZ(AM) Charles Town, both West Virginia. WFXY(AM) operates on 570 kHz with 1 kW day and 500 w night.

Randal and Sharon form new radio consultancy

One of radio's original consultants has expanded his services with the formation of Randal/Sharon Broadcast Specialists. He is Ted Randal, currently counseling some 55 stations in the U.S., Canada and Australia. His associate in the new venture is Robert Sharon, former station manager of KGK(AM) Los Angeles.

The company, according to Mr. Randal, will offer advice and assistance to radio stations in the fields of management, sales, programing and engineering. In addition, Randal/Sharon will also offer aid in the advertising and graphic representation of the station through an affiliation with Broadcast Design, the firm formed by Warren Earl, former regional vice president, KKO General Radio.

Mr. Randal has operated Ted Randal Enterprises, a program-consulting firm, for nearly a decade and offers a variety of services to stations including "The Tip Sheet," a record newsletter.

Randal/Sharon is located at 1606 Argyle Avenue, Hollywood.

Times Co. and Cowles close WREC-TV deal

The formal closing of the transaction involving the acquisition by the New York Times Co. of Cowles Broadcast Service, licensee of WREC-TV Memphis, from group-owner Cowles Communications Corp., took place on Friday, Oct. 15. Cowles Communications received in exchange for the subsidiary a total of 562,380 share of Times class A common stock, bringing Cowles's total ownership of the Times company's securities to roughly 23%. It now owns 2,600,000 shares.

The transaction was consummated following a conditional authorization of the WREC-TV transfer by the FCC on Aug. 18 (Broadcasting, Aug. 23).

Cowles retains WREC-AM-FM Memphis, KNTT-AM-FM-TV Des Moines, Iowa, and WESH-TV Daytona Beach-Orlando, Fla.

KABC-TV challenger wins 30-day extension

KABC-TV, the ABC-owned facility in Los Angeles, will be faced with a renewal challenge from a local citizen group.

The FCC last week granted the Council for Radio and Television a 30-day extension of time, until Dec. 1, to file its petition to deny renewal of KABC-TV, whose current license expires that day. The commission waived its standard procedure for filing such challenges, which would ordinarily require CRT to file one month ahead of the license expiration date, in light of an alleged delay allegedly caused by KABC-TV in the preparation of CRT's petition.

The challenger had complained to the commission that its two attempts last September to inspect KABC-TV's renewal application at the station had been frustrated by KABC-TV personnel. KABC-TV later asserted, in a letter to CRT, that some "mix-up" had occurred. The station had agreed to allow CRT to file its petition one week late.

But in granting CRT the longer time extension, the commission told KABC-TV that it has an obligation to keep certain records—including its renewal application—available for public inspection during regular business hours.

---

EXCLUSIVE BROADCAST PROPERTIES

MOUNTAIN STATE — Western Mountain State multi-station market, 1,000 watt well-equipped, non-directional daytimer with PSA. Top ratings. Excellent community acceptance. Billing $132,000; good cash flow. Ideal owner-manager situation. Price: $165,000. $45,000 down; balance ten years at 6%.

Contact Don C. Reeves in our San Francisco Office

Hamilton-Landis & Associates, Inc.
Kahn found guilty in Johnstown case

Teleprompter chairman convicted of bribery, conspiracy and perjury; 15 years is maximum jail sentence

Irving B. Kahn, chairman of Teleprompter Corp., New York, the world’s largest cable-TV company, was found guilty of charges of bribery, conspiracy and perjury last Wednesday (Oct. 20) involving the award to Teleprompter of a franchise in Johnstown, Pa., in 1966.

A jury of eight men and four women deliberated for about an hour in the U.S. Southern District Court in New York before returning the verdict against Mr. Kahn and the Teleprompter Corp. Mr. Kahn was convicted on three counts of bribery, one count of perjury and one count of conspiracy. Teleprompter was found guilty of three counts of bribery and one count of conspiracy.

Judge Constance Baker Motley set Nov. 30 at 11 a.m. for the sentencing of Mr. Kahn, who remained at liberty in $10,000 bail. A perjury conviction carries a maximum penalty of five years in jail and a $2,000 fine. The other counts each could bring up to five years in jail and a $10,000 fine.

Mr. Tompkins and Mr. Deardorff also will be sentenced by Judge Motley on Nov. 30.

Teleprompter issued the following statement at the conclusion of the trial: “No evidence presented at this trial has caused us to alter our conviction that Irving Kahn and the corporation were victims of economic extortion in Johnstown. We intend to appeal and are confident of final and complete exoneration.”

The trial opened on Oct. 12 and two of three other defendants, Mayor Kenneth O. Tompkins of Johnstown and J. Howard Deardorff, a member of the Johnstown city council in 1956, pleaded guilty to bribery and conspiracy charges and later testified for the prosecution (Broadcasting, Oct. 18). Mr. Kahn resigned as mayor shortly after pleading guilty. Another defendant, Johnstown Councilman Robert P. McKee, is scheduled to go on trial tomorrow (Oct. 26).

Mr. Tompkins and Mr. Deardorff testified that Mr. Kahn offered to pay them money in return for assurance that Teleprompter would obtain an exclusive 10-year CATV franchise in Johnstown. They also said that the sum of $15,000 was agreed upon and that amount was paid by Mr. Kahn. (The franchise shortly thereafter was granted to Teleprompter by the unanimous vote of the five-man council.)

Teleprompter’s defense has been that the Johnstown officials extorted the payments by threatening to deprive the company of the franchise it originally obtained in 1961. The principal witness for Teleprompter during its defense last week was Paul Malinowsky, a Johnstown councilman. He testified that he voted with four other councilmen to grant the franchise to Teleprompter, whose bid, he said, “was about $20,000 better than any other bid.” He said no one offered him anything and he never asked—except that free cables be installed in fire halls and schools.

Teleprompter attempted to place on the stand several Johnstown residents who, the company counsel told the court, would testify to widespread corruption in municipal affairs in Johnstown. Judge Motley ruled out this testimony, saying it was irrelevant.

Two former FCC Chairmen, E. William Henry and Frederick W. Ford, were prepared to testify as character witnesses for Mr. Kahn. But since Mr. Kahn elected not to take the stand himself, they were not permitted to testify. Judge Motley warned the jury against making an inference from Mr. Kahn’s failure to take the witness stand.

Early this year Mr. Kahn was named as co-conspirator, but not a defendant, on charges of illegally paying $50,000 to city officials of Trenton, N. J., in 1968, to obtain an exclusive cable-TV franchise in that city.

KTLK asks FCC for forgiveness

KTLK(AM) Denver last week petitioned the FCC for reconsideration of its June 29 order designating that station’s renewal for hearing.

Action Radio Inc., KTLK’s licensee, has been accused of “misrepresentation and lack of candor” in connection with 10 alleged rule violations. In asking that the designation order be rescinded, KTLK contended that it had offered “complete cooperation” during an FCC investigation. Pointing out that it had voluntarily opened its “unofficial records,” the station complained that it had not been given an opportunity to respond to several charges, which it said it had never been asked about.

KTLK told the commission that it “recognizes that its efforts have not been complete as it desired or as it intended them to be.” It has “taken positive steps” to eliminate deficiencies, the station said.

KTLK is charged with conducting a lottery, falsifying news and violating logging and technical rules.

TELEVISION CHANNEL

Available in Bridgeport, Connecticut. Only channel in metro area of 375,000 where 4 radio stations do well over a million in local billings alone.

You apply FCC—we lease you building, tower, new transmitter, antenna, camera, control equipment, etc. Call or write:

John H. Ives
TALL TOWER COMPANY
19 P.O. Arcade, Bridgeport, Conn. 06603
203-366-2102

26 THE MEDIA
Collins 40-kW FM transmitter gives KOAX a great new sound

... and a new level of 'on-the-air' performance.

Miller R. Gardner, President of KOAX-FM, comments on the selection of Collins 40-kW FM transmitter for his station:

"We wanted the newest, most up-to-date system of its kind in the world ... one that would provide superior performance and reliability. We found all these features in Collins 40-kW transmitter and a Collins circularly-polarized antenna system. Not only have we realized a tremendous improvement in our signal quality, but we also have the assurance of system redundancy and automatic switchover with minimum signal degradation."

Collins new 40-kW transmitter is specifically designed as a twin system with built-in redundancy, including dual exciters. If one of the 20-kW units should fail, automatic switchover occurs and the system picks up a dummy load and continues to operate with only a 3-dB signal loss.

The new transmitter uses solid-state on-off switching and is equipped with automatic power output control. Complete self-monitoring capability, flexible controls, and fault-alarm indicators afford ease of operation and maximum protection. The direct FM all-solid-state exciter offers such options as stereo multiplex and an SCA generator.

For more information, contact your Collins representative or write Collins Radio Company, Dept. 400, Dallas, Texas 75207. Phone: (214) 235-9511.
Rupture widens in cable dispute

A bitter break between broadcasters and Burch leaves divisions where they were at the outset

FCC Chairman Dean Burch's efforts to act the peacemaker among disputants in the controversy over the commission's proposed CATV rules have founded. Not only that, they have strained relations between the chairman and the broadcast establishment.

Broadcast leaders are known to be angered over the report that commission officials say that the broadcasters "bailed out" of the talks the chairman had been conducting with them, with CATV industry officials and with copyright-owner representatives ("Closed Circuit," Oct. 18).

The broadcast representatives insist they are ready to continue the talks. And in a letter to Mr. Burch summing up their position, Vincent Wasilewski, president of the National Association of Broadcasters, has said the broadcasters "were, and still are, anxious to reach a consensus."

The letter was written on Oct. 14, two days after a third and thus far final meeting between the broadcasters and the chairman, in response to what the broadcasters say was a request for their further thoughts. In the letter Mr. Wasilewski blamed the cable industry for the continuing impasse, saying that unless its "take-it-or-leave-it approach" changes, the chairman's efforts to develop a consensus "stand no more chance of success" than the earlier efforts of the Office of Telecommunications Policy.

Chairman Burch began meeting with the parties to resolve differences over the commission's package—and thus head off a possible fight in Congress on the issue—after Clay T. (Tom) Whitehead, director of the Office of Telecommunications Policy, abandoned a similar project, reportedly because of CATV representatives' unwillingness to negotiate "down" from the FCC's proposals (Broadcasting, Aug. 6).

The FCC chairman, however, is said to have concluded that there is no point in conferring further with the broadcasters—a view that is said to have been reinforced by Mr. Wasilewski's letter. Sources indicate that the chairman feels the "elements" it lists as necessary to any compromise are out of date.

The points include: legislative guidelines establishing fundamental policy on CATV and broadcasting; fewer imported signals than contemplated, especially in the top-100 markets; "a more realistic definition of 'substantial viewing'" to determine what stations might be imported from overlapping markets (the term now refers to network stations with a 3% share of audience and net weekly circulation of 25% or more and to independents with a 1% share and 5% net weekly circulation); "reasonable guidelines" that would discourage "massive 'lepfrogging'" by big-city stations of closer-in, smaller-market stations, and "resolution of the outstanding copyright issues, including statutory recognition of reasonable opportunities for program exclusivity."

A major factor contributing to the new strain in relations between the broadcasters and the chairman appears to have been a disagreement over the degree of modification he indicated might be made to ease broadcasters' concern over the commission's distant-signal proposals. As drafted, these would enable CATV systems in the top-50 markets to import whatever was needed to provide a minimum service of three network and three independent stations; those in markets 51-100, three network and two independent outlets. In addition, systems in all of those markets would be entitled to two distant signals, regardless of local availability; and one—a "wild card"—could be drawn from any market. Systems in the below-100 markets would be entitled to carry three network signals and one independent.

Chairman Burch's office says the chairman had suggested a program-exclusivity provision aimed at protecting copyright owners but also aiding broadcasters by limiting CATV development in the major markets. The proposal would bar cable systems in the 40 or 50 biggest markets from carrying any syndicated material for one year after its first appearance in any market and then from carrying it for the life of the contract under which it was sold to local stations.

In smaller markets, presumably 51-100, would get less protection—no preclearance protection at all and then only exclusivity for the first run of a syndicated series. Mr. Burch is also said to have offered to make the wild-card proposal less wild; to limit the selection of that signal to either of the closest two of the top-25 markets.

However, the broadcast delegation, led by Mr. Wasilewski, said that at the first of three meetings with the chairman, Mr. Burch had suggested that run-of-contract exclusivity protection might be offered in all markets. The other two members of the delegation—A. Louis Read (WDSU-TV New Orleans), chairman of NAB's television board, and Jack Harris (KPRC-TV Houston), chairman of an NAB committee that had attempted to negotiate with CATV and copyright interests—agree on that version.

They also say they had at least assumed—in view of previous discussions—that the exclusivity protection would be provided through legislation, not rules. The chairman, however, was referring to rules. Broadcasters, as Mr. Wasilewski said in his letter, feel that, without legislation, the door is left open to future weakening and waiver of exclusivity provisions of the rules.

The broadcasters say it was at a second meeting with the chairman, three weeks ago, that Mr. Burch first talked of run-of-contract exclusivity protection in terms of the top-40 or 50 markets only and that a "dispute" arose as to whether Mr. Burch had in fact been talking about "all" markets in their first meeting. They also say it was they, at that second meeting, who suggested modifying the wild-card concept. They

ID's for CATV origination subject of rulemaking

Cable-TV systems would be required to identify their locally originated programming by name of the operator and channel, under a rulemaking proposed last week by the FCC.

The commission expressed the belief that some concrete step must be taken to alleviate the confusion in the minds of cable subscribers that is caused by systems' practice of using four-letter call signs to identify their local programming. It also pointed out that its Field Engineering Bureau had received complaints of television interference caused by leakage of cable signals, and a uniform identification procedure for each system would help to pinpoint such interference.

Under the proposed rules, CATV systems would be required to identify all local origination as the product of the CATV company by name, and by the expression: "Cable-TV channel —, (location)."

Comments on the issue are due Dec. 6 and reply comments Dec. 17.

28 THE MEDIA

BROADCASTING, Oct. 25, 1971
say they offered several possible revisions, including the one subsequently mentioned by the chairman's office.

The third, and climactic, meeting occurred two weeks ago, on Oct. 12. It was said to have resulted from an invitation extended by Chairman Burch during a telephone conversation conducted with Grover Cobb, NAB executive vice president for station relations, in the absence of Mr. Wasilewski who was on a trip. The broadcaster delegation at the meeting consisted of Mr. Wasilewski; Mr. Cobb; Paul Comstock, NAB executive vice president for government relations, and Michael Horne, an attorney who represents the Association for Maximum Service Telecasters and who was sitting in for Mr. Harris, who is president of AMST.

According to the broadcasters, Mr. Burch said that they had misunderstood him regarding the extent of run-of-contract exclusivity protection, and suggested that they were counting on legislation to aid them. (The chairman's administrative assistant, Robert Cahill, does not see how there could have been a misunderstanding. The chairman's position was clear and consistent "all the way," he said last week.) The broadcasters also said that Mr. Burch noted that he was butting up against a deadline—OTP was expected to file comments soon on the FCC proposals that had been submitted to Congress in August for review—and that broadcasters could either take their chances on legislation or provide him with more input.

The NAB officials said that in view of the upcoming NAB regional meetings they were unable to confer further with the chairman. But the letter Mr. Wasilewski sent on Oct. 14, they said, was their response. "If he feels that constitutes bailing out," Mr. Cobb said last week, "he's wrong."

Meanwhile the source of a memorandum sharply critical of what it termed OTP's efforts to scuttle the FCC's CATV proposals (BROADCASTING, Oct. 11) came to light. It was LVO Cable Inc. of Tulsa, Okla., which has interests in systems in eight states with an estimated total of 80,000 subscribers. LVO Cable is 75% owned by LVO Corp., which has interests in oil, business services, data systems and computers.

LVO Cable was identified as the source with the surfacing of another memorandum from the company, one accompanying a copy of a letter from Gene Schneider, president of the company, to White House aide Leonard Garment. The letter thanked Mr. Garment, a member of the high-level administration committee on long-range cable policy, for meeting with company officials and with Senator Henry R. Bellmon (R-Okla.), and it appealed for assistance in preventing OTP from delaying implementation of the commission's plans.

Mr. Schneider also met with top White House aide Peter Flanagan and with OTP general counsel Antonin Scalia. Mr. Flanagan was represented in the letter as stating that OTP "was obligated to state its position more or less regardless of the consequences to the cable industry or, for that matter, the broadcast industry."

Mr. Schneider told Broadcasting he has been sending his memorandums—the one reporting the letter to Mr. Garment was labeled "No. 5"—to associates in groups seeking franchises, to members of city councils and to "interested parties" in all, to individuals in "20 or 25 cities."

Besides the copy of the letter to Mr. Garment, the company provides sample letters to executive-branch personnel and to members of Congress, each with the admonition to "rephrase in your
own words" and each requesting support for the commission's rules and opposition to any further delay in resolv-
ing the CATV issue.

Mr. Schneider saw nothing remark-
able in the efforts he was making. "We're merely expressing our viewpoint, which is our right," he said. "We hope others are doing the same."

Brandywine wins court battle

Delaware county jury decides for WXUR-AM-FM; judge cites WIP(AM) case

Brandywine-Main Line Radio Inc., which is fighting to hold on to its li-
cense for WxUR-AM-FM, Media, Pa., may be the first licensee to have benefited from the Supreme Court decision ex-
anding broadcasters' protection against libel.

A Philadelphia woman had sued the station and a former contract performer for libel and invasion of privacy, ac-
cusing the performer of charging, on the air, that she was a "Communist" and a purveyor of "filthy Communist lies." The remarks were said to have been made in September 1967.

Following a week-long trial, Judge Robert A. Wright, of the Delaware County Court of Common Pleas, in his charge to the jury, cited the Supreme Court's decision in June, in a case in-
volving Metromedia Inc.'s WIP(AM) Philadelphia. It held that a private citi-
zan, libel plaintiff, is barred from suing news media for libel "in matters of general interest," unless he can prove malice or a reckless disregard of the truth (BROADCASTING, June 14).

The jury of five women and seven men deliberated for some 45 minutes before deciding against awarding any money damages to the plaintiff, Mrs. Sylvia Casper. Mrs. Casper's attorney, John M. Gallagher Jr., said last week that no decision had yet been made as to whether an appeal would be taken.

Mrs. Casper had sued the station as well as the former performer, Marvin Burak, on the ground that the management knew or should have known the remarks regarding her were to be made. Mr. Burak was host of a talk show, "Radio Free Philadelphia," between 1966 and 1969, paying the station $52 a week for the time and soliciting contrib-
utions from his audience.

The station's attorney—Mr. Burak repre-
sented himself—argued that Mr. Burak's statements were not "knowingly or recklessly" defamatory. He also said that WXUR was not responsible for Mr. Burak's remarks, that it assumed the performer had some basis for them. However, when Mrs. Casper com-
plained, the station offered her time for reply, in accordance with the fairness doctrine. She did not accept the offer.

The dispute between Mr. Burak and Mrs. Casper, a member of Women's Strike for Peace, arose after she tele-
phoned his program to report she had recently returned from Washington where she had participated in an antiwar demonstration and had been struck by a policeman. Mr. Burak, who also opposes the war but who disagrees with the tactics of some antiwar activists, subsequently made the alleged remarks about Mrs. Casper and criticized the Women's Strike for Peace.

However, he did not refer to her by name until after she had telephoned another WXUR talk show to protest about his remarks. When he announced on the air he planned to disclose her identity, she asked the station not to permit Mr. Burak to carry out his plan, but without success.

Mrs. Casper's attorney, during the trial, played a tape provided by the station of Mr. Burak referring to Mrs. Casper as purveyor of "filthy Communist lies" and to the Women's Strike for Peace as a "Communist organization." However, tapes of programs on which Mrs. Casper was allegedly referred to as a Communist could not be found. Mr. Burak said he did not recall making that charge.

The FCC has already decided that re-
newal applications of Brandywine-Main Line, which is headed by the fund-
damentalist preacher, Dr. Carl McIntire, should not be granted. The principal issue in the commission's decision, is-
sued on July 7, 1970, was the charge that the stations violated the fairness doctrine. A hearing on the applications was held after the commission received numerous complaints about the station from Philadelphia area listeners.

However, Brandywine-Main Line has ap-
pealed the commission's decision to the U.S. Court of Appeals in Washing-
ton.

Crossownership issue enters KHJ-TV challenge

Fidelity Television Inc., competing ap-
plicant for the channel occupied by RKO General's KHJ-TV Los Angeles, last week introduced yet another issue against the incumbent, that it asserted is a criterion for the disqualification of RKO.

Fidelity, in a letter to the FCC, said KHJ-TV's license renewal "cannot be granted" in light of an apparent FCC rule violation by RKO's wholly owned subsidiary, Cablecom-General Inc. It pointed out that Cablecom-General has obtained a franchise for a cable TV sys-
tem at Inglewood, Calif., which lies within the predicted grade B contour of KHJ-TV, allegedly in violation of the FCC's interim rules banning cross-
ownership of television stations and cable systems in the same market.

Fidelity pointed out that under the interim policy, commonly owned cable systems would not be grandfathered if franchised after July 1, 1970. It sub-
mitted as an exhibit the minutes of a July 28, 1970, meeting of the Inglewood City Council, which showed that Cable-
com-General's franchise was granted by ordinance on that day. The ordinance was introduced to the council one week before, Fidelity said.

FCC Cable Television Bureau Chief Sol Schildhause had written Cablecom-
General last February, inquiring about the possibility of a rule violation by the Inglewood system, which was then un-
der construction. Thomas G. Shack Jr., the firm's attorney, had replied that no violation had taken place because Cable-
com-General had "sufficient ownership interest in an Inglewood authorization on or before July 1," and that the July 28 ordinance was "merely a formal declaration" of a preceding ownership interest.

Channel identity sought on cable

WXVT petitions
FCC to require due credit for UHF pick-ups

The licensee of WXVT-TV (ch. 41) Paterson, N.J., has asked the FCC to im-
plement rulemaking that it feels will help UHF stations retain on cable sys-
tems to solve their "identity crisis."

WXVT, in a petition filed with the commis-
sion two weeks ago, called at-
tention to an "inequitable and discrimi-
natory" condition that has evolved in the process of cable systems retransmit-
ting UHF signals to subscribers on VHF channels. The station complained that while in most cases VHF stations carried on CATV systems retain their over-air channel, UHF channels are always switched. Acknowledging that channel switching for UHF is necessary for proper CATV carriage, WXVT complained, however, that within the process of channel-switching, cable sub-
scribers often fail to recognize the UHF station, since the public usually associ-
ates a station not with its call letters but with its channel designation.

To eliminate this problem, WXVT sug-
gested that cable systems be required to
designate on the tuning devices they install in subscribers' television sets the original channel that each station broadcasts on. It also asked that new FCC rules which require set manufacturers to provide comparable detent tuning mechanism for both UHF and VHF bands be extended to CATV hookups, "to provide an equal measure of comparability."

The station also asked that cable operators be required to regularly publicize which stations are being carried on their systems and on which channels these stations can be found. It also requested that systems be prevented from shifting the channel on which they carry a station after the system commences operation, and from carrying other material on the same channel that they carry a particular station at times when that station is off the air.

WXTV requested that these recommendations be made as a part of the FCC's forthcoming cable policy.

**Broad Street expands operations into cable**

Broad Street Communications Corp., Riverside, Conn., announced last week the formation of Covenant Cable Inc., a wholly owned subsidiary, to own and operate cable-TV systems.

Richard L. Geismar, president of Broad Street, said Covenant's first acquisition was Holly City Cable TV, Millville, N.J., whose purchase price was cash and other considerations in excess of $1 million. The 4,000-subscriber system was acquired from a group of Millville, N.J., businessmen, headed by Fred Wood, former owner of WMYB-AM-FM there, and Michael Buglio, Dorothy Carlson, Muriel Buglio, Marvin M. Wodlinger and the estate of Harry Daly. Mr. Wood will continue as president and general manager of Holly City Cable TV, which picks up both New York and Philadelphia stations and originates five hours of local programing daily.

Broad Street Communications recently bought WELI(AM) New Haven, Conn., subject to FCC approval. Officers of the company are Mr. Geismar and Fred E. Walker, president; William M. Bruce, vice president, and Ira Goldstein, secretary.

**FCC rejects Disney on WDIZ complaints**

The FCC has denied an objection of Walt Disney Productions to a change in call letters of WKIS-FM Orlando, Fla. Disney had complained that the proposal call sign, WDIZ(FM), would mislead listeners into believing that the station is affiliated with its subsidiary, the recently opened Disney World entertainment center in Orlando. Shamrock Development Corp., which acquired the station last February, denied that such an association has been suggested by people in its market, noting that it has operated the station for several months under the WKIS call sign. It said a change in calls is necessary to eliminate common call signs between stations with different ownership. WKIS(AM) Orlando was bought by Susquehanna Broadcasting Co. about the same time that Shamrock purchased WKIS-FM from KIS Inc., the former WKIS-AM-FM licensee.

The commission said the call letter change was in accordance with its policy, but cautioned Shamrock against practices that might tie the station in with the Disney enterprise.

**ARB, Nielsen won't be alone**

Special audience nosecount to be made for NAB, TVB at time of fall sweeps

Plans for a special telephone-coincident measurement of TV audiences in November, during the times that the American Research Bureau and the A.C. Nielsen Co. are conducting their fall sweeps of all TV markets, are being announced today (Nov. 25) by the National Association of Broadcasters and the Television Bureau of Advertising.

NAB and TVB, both of which have challenged the local-market reports of both services—particularly ARB's—on the grounds that they understate actual TV viewing levels, said they will co-sponsor the study to provide several analyses, including comparisons with the diary-based data of published ARB and NSI reports.

Because of the widespread controversy over viewing levels reported in the local-market studies, TVB and NAB said they were inviting media-research personnel for advertisers, agencies and broadcasters to observe the study in process. It will be conducted by Statistical Research Inc., Westfield, N.J., in four ADI/DMA markets (ARB's area of dominant influence, Nielsen's designated market areas), using a sample based on random-digit dialing. Time periods to be covered include early fringe and prime. Information to be collected will include TV set ownership, set tuning at time of call, who's viewing and whether the household is listed in the current telephone directory.

The announcement said analyses will include comparisons of viewing in telephone-listed and nonlisted households and in single and multiset households, plus the comparisons with published ARB and NSI data, in total and by age and sex breakouts. There will also be a test of alternate questions used to elicit information on viewing by individual members of the households surveyed.

NAB and TVB said SRI's facilities will enable advertiser, agency and broadcasting research observers to monitor interview calls while they are being conducted. Persons interested in observing were invited to call John Dimling at NAB in Washington, Harvey Spiegel at TVB in New York or Gale Metzger at SRI in Westfield, a suburb of New York.
Mounting pressures on advertising

FTC starts lengthy probe into FCC on practices; broadcasters wait word from FTC on proof of claims

Broadcasters stood poised last week for a new FCC policy statement; this one on their obligations and responsibilities regarding the accuracy of the advertising they carry, expected to be issued by the commission soon ("Closed Circuit," Oct. 11). At the other end of the federal bureaucracy, the Federal Trade Commission last week began a massive inquiry into modern advertising that has advertisers and agencies skittish.

Meanwhile, on Capitol Hill, legislation involving consumer protection and advertising seems to gain momentum.

The expected FCC statement results from three petitions, filed last summer, urging the commission to take a more activist role on fraudulent advertising. One is from a group of George Washington University law students who asked the FCC to establish a primer to make clear what constitutes deceptive advertising; a second is from Action for Children's Television, a Boston-based group, urging that broadcasters be required to carry warning messages where a toy advertisement has been challenged as deceptive by the FTC, and a third from a Washington consumers group, complaining about alleged deceptive commercials carried by WTOP-TV there and its network, CBS.

The FCC is expected to iterate that the prime responsibility for policing advertising in all media is the FTC's but that broadcasters are duty-bound to make a good-faith effort to determine the legitimacy of commercials they carry, particularly those that raise questions in the minds of the licensees. The FCC is expected to note that broadcasters have a mechanism, the Code Authority of the National Association of Broadcasters, to use in investigating the claims of an advertisement. The commission also is expected to indicate that network commercials may be assumed to have been checked for deception by the continuity departments of the networks.

Specifically, the commission is expected to issue an updated version of its 1961 policy statement on advertising that maintained that the FTC is the logical and legal place for policing advertising. The references to the Code Authority and the acceptance of network policing are said to be new.

The FCC action is due to come in the same week that it was called "lethargic" in meeting its responsibilities in setting standards for children's TV by Representative John D. Dingell (D-Mich.), chairman of a Small Business Subcommittee of the House Government Operations Committee. Mr. Dingell called this term in testifying before the FTC at the opening of its inquiry into today's advertising. Mr. Dingell referred to his committee's report, issued last month (Broadcasting, Sept. 13), that among other things expressed skepticism about the effectiveness of the NAB code and that called for the FCC to establish "meaningful" standards for TV advertising, especially for advertising directed primarily to children. That report also questioned whether present NAB time limits for advertising are in the public interest.

Broadcasting was not the only target of Mr. Dingell's committee. It also questioned the potential efficacy of the new voluntary advertising industry regulation.

In commending the FTC for its study, Mr. Dingell called for the trade commission to give priority to TV. "The revolutionary impact that TV has had on advertising," he said, "is clear to all and it is hoped that your agency's examination will result in concrete proposals as to how best to deal with the many problems which have developed in this media."

He also urged the FTC to seriously consider the growth of "ideal" advertising, issue-oriented advertising, he called it, which he said sells images and has "dire implications."

Mr. Dingell was the first witness at the opening of the FTC study that was announced last May as having television and particularly TV advertising to children as one of its principal targets.

But in the schedule of hearing dates and witnesses released at the opening day, TV is apparently to be considered among other media, while the special look into advertising for children and TV is relegated to three days next month out of the 16 that are scheduled.

Prior to that, however, FCC Chairman Dean Burch is due to appear, expected
If your features
don't bear this seal...

buy Screen Gems
Volume VI.

For the first time in ten years local stations have an opportunity to program major theatrical motion pictures never before shown on television.

These features—being released to local stations direct from their recent theatrical showings—make up a significant portion of SCREEN GEMS VOLUME VI. Leading the group are titles such as "Castle Keep" with Burt Lancaster and Peter Falk, "Loving" with George Segal and Eva Marie Saint, "Kiss The Girls And Make Them Die" with Mike Connors and Dorothy Provine, and "Before Winter Comes" with David Niven and Topol.

In addition, a number of proven, first-run off network successes are included such as "Divorce American Style" with Dick Van Dyke and Debbie Reynolds, "Anzio" with Robert Mitchum, and "Casino Royale" with Peter Sellers, William Holden, Orson Welles and Ursula Andrés.

Unquestionably, this combination of Never-Before-Shown and Already-Proven features makes SCREEN GEMS VOLUME VI truly an exceptional group of motion pictures for television.

**Volume VI makes fast start.**


In its debut on WNEW-TV, "Castle Keep" registered a 19% share beating one network and delivering an audience almost three times larger than the time period average for the previous four weeks.*

*Source: Audience estimates based on N.Y. Arbitron subject to qualifications available on request.
to talk also about children's TV programming; Washington attorney Lee Loevinger, former FCC commissioner, is also on the agenda, to talk about the government's attitude toward advertising.

Also scheduled are Norman E. (Pete) Cash, TVB, and Carl Loucks, RAB, as part of a group discussing the media mix.

The FTC hearings, billed as an inquiry, worries advertisers, as well as agency and media men. The fear is that although the trade commission and its commissioners and staff maintain that the proceedings are purely informational, some at the agency have pre-determined negative positions on advertising and that the hearings may well turn out to be an expose leading to harsher attacks on the principle of advertising itself. During last week's three days of hearings, none of this was evident, however.

In fact, most of the principal witnesses during the first sessions were advertising spokesmen. Acting jointly, the Association of National Advertisers and the American Association of Advertising Agencies are supplying 25 witnesses, many the chief executive officers of their companies, to discuss various elements of advertising.

Except for Warren Braren, associate director of Consumers Union, who appeared on the first day, and Colston Warne, president of CU, who is scheduled to participate in a panel on the role of advertising on Nov. 1, and Representative Dingell, most of the 80-scheduled the witnesses are either advertising oriented, or from universities. FTC sources say that other critics have not asked to appear.

This does not apply, of course, to the segment on children's advertising that includes Evelyn Sarson, Action on Children's TV; Robert Choate, nutritionist; Stephen Bluestone, Washington lawyer and communications consultant who at one time was a toy editor for the NAB Code Authority, and representatives of the Children's Television Workshop, producers of the successful Sesame Street and the new Electric Co. programs.

Mr. Braren, who at one time was also a member of the Code Authority staff and more recently was a staff member of the National Citizens Committee for Broadcasting, stressed that current advertising through pictures and association "achieves . . . a host of significant meanings to the consumer."

Cigarette makers, he said, are "calculately" using pictorial representations "to dilute and negate health warnings."" He weighed also against what he called implications in some automobile and gasoline advertising that seem designed, he said, to set the public mind at rest about pollution. The FTC, he said, should require substantiation for these themes.

Aside from this critical testimony and Representative Dingell's appearance, the bulk of the first week's testimony was delivered by advertisers and allies.

C. W. Cook, chairman of General Foods Corp., said he feels that the public interest is served when the consumer is offered maximum freedom of choice in the market place under a system of fair competition.

He agreed, however, that quality must be in the product; "it must deliver on its promise to the consumer."

Perhaps, he said, the FTC could develop guidelines on advertising, similar to nutrition information on food package labels being considered by the Food & Drug Administration based on recommendations from the National Academy of Science. Mr. Cook also endorsed voluntary, self-regulation getting under way by the advertising industry.

Donald M. Kendall, chairman and chief executive officer of PepsiCo Inc., said he felt the attacks on advertising reflect either a misunderstanding or a distrust of the American system of free enterprise. He said that he feared that the ultimate target of the criticisms leveled is the free enterprise system itself.

Mr. Kendall repeatedly stressed that advertising is the key to competition; that it permits a new product to be introduced into the market in competition with existing products, and that the emphasis on small improvements in products is legitimate since that is how improvement comes about, in small steps.

Andrew Heiskell, chairman of Time Inc., warned that without advertising support, the free press (including TV and radio journalism) would cease to exist.

Without advertising, he estimated the annual $15 subscription rate for Time magazine would rise to $45; that the daily price of the New York Times would go from 15 cents to 40 cents.

The news media, Mr. Heiskell stressed, have been responsible for criticizing their own customers; the emergence of Ralph Nader as the consumer crusader came through the news reports in publications and broadcasting, as did the warnings of the surgeon general on smoking and health.

Mr. Heiskell did not mention the congressional ban on the advertising of cigarettes in broadcasting, but at one point he contended that any product that may be legally sold or traded should have the right to advertise itself.

"It is my firm belief," he concluded, "that the greatest danger faced by the free press stems not from any deliberate or planned action by individuals or agencies in the government, but rather from a climate of indifference to what may appear minimal damage to First Amendment principles combined with expediency exercised in the desire to achieve what is often a good end."

Norman Cousins, editor of the Saturday Review, stressed in a statement the increasing use of advertising for the dissemination of ideas. Advertising, he said, "represents an increasingly vital part of the process by which ideas are circulated and put to work."

The working of advertising agencies...
If Lydia Pinkham were only here now

The charge that yesterday's advertising was simple and informative and that today's advertising is check full of sophisticated hidden persuaders got a comeuppance of sorts from the chairman and chief executive officer of one of the nation's leading advertisers: Donald M. Kendall of PepsiCo Inc. (Pepsi-Cola, Lay's potato chips, Wilson sporting goods, North American Van Lines), whose annual revenues last year exceeded $1 billion and whose consumer advertising was slightly more than $50 million.

In his testimony last week at the Federal Trade Commission's inquiry into modern advertising (see page 32), Mr. Kendall recalled some old-time advertising—"Somewhere West of Laramie," for the Jordan automobile; "Magic Lies in Pretty Teeth," Pepsodent toothpaste; "The Penalty of Leadership," Cadillac.

was explained by Edward Thiele, vice chairman of Leo Burnett Inc., Chicago, who is also chairman of the 4A's. In 1970, Mr. Thiele noted, total advertising expenditures amounted to $19.7 billion—2% of the gross national product, a percentage that has remained virtually constant since 1940. This year, Mr. Thiele said, 59% of all advertising has been national; 41% local.

A plea for the right to use "imaginative, vigorous and motivating words" in advertising to persuade, to convince and to sell, was made by Alfred J. Seaman, president of Sullivan, Stauffer Colwell & Bayles Inc. New York. Mr. Seaman called for the right to use what he called the language of enthusiasm, the luxury of harmless puffery and the right to make small margins of superiority meaningful. His thrust, obviously to counter criticism that advertising many times replaces fact with imagery, focused on the lack of need for extensive facts and information for most products that are not major purchases for a consumer, and the small amount of space, and in TV time, to get a sales message across.

Two retail advertisers told the trade commission how vital advertising is for them. Frank Mayans, vice president for research and development, Federated Department Stores emphasized that advertising generates economies for the consumer by generating volume sales, thus helping to reduce prices.

The significance of local advertising for grocery products was stressed by Milton Perlmutter, president of Supermarkets General Corp. (Pathmark chain in the Northeast), who noted that in this field advertising must provide information on the product, its availability and price.

In two instances, university professors scored some of the criticisms of advertising. Professor Stephen A. Greyser of the Harvard Business School stressed that there are a lot of unproven judgments on advertising's social impact. He also termed "a myth" the picture of the helpless consumer.

Professor Harold Demsetz of the University of Chicago noted that in the economic field there is no finding that shows correlation between advertising expenditures and concentration in a market. Advertising, he noted, is one of the main tools helping newcomers to break into a market and to upset established purchasing patterns. He also said that the literature in the field indicates that in industries where advertising is extremely heavy, market shares are less stable than in industries where advertising is not so extensive. Several years ago, the Department of Justice was using the amount of advertising by a firm as an indication of its monopoly position in an industry.

The first active dialogue between a witness and the FTC commissioners came after Dr. Herbert E. Krugman, manager of public opinion research for General Electric, testified. Dr. Krugman described an analysis of Starch reports for full-page, four-color ads in magazines in 1970, that showed only 44% of readers noticed the ads, 35% read enough of them to identify the product, and only 9% read them thoroughly. He also noted that in a Gallup study in Philadelphia of prime-time TV ads, only 12% of viewers to that par-

ticular evening's TV could recall the commercials.

Since the FTC for the last year has been seeking to require corrective advertising for advertising found deceptive, Dr. Krugman's remarks triggered a comment by FTC Commissioner Paul Rand Dixon questioning the value of such a move. Mary Gardner Jones, also a member of the trade commission, reacted by asking whether a large type 'Warning' label would not get attention. Dr. Krugman confessed that his job was to measure public reaction to ads, not to create them.

John Crichton, president of the 4A's, agreed that business benefits from criticism and that it also tends to improve performance. But, he warned, criticism based on ideology or personal bias must be suspect.

Howard H. Bell, president of the American Advertising Federation, presented the trade agency with the soon-to-be inaugurated voluntary self-regulation code for the advertising industry (Broadcasting, Oct. 4). He also disclosed that his organization and the Council of Better Business Bureaus are developing blueprints for the establishment of local advertising review boards, initially in cities where both organizations have affiliates. He also suggested that the FTC consider the appointment of an industry advisory council to assist the agency.

Voluntary self-regulation by advertisers was commended by Representative Louis Frey Jr. (R-Fla.), who is a member of the Communications Subcommittee House Commerce Committee. Mr. Frey warned that harassment of the advertising industry would be intolerable "especially if it were predicated on some notion that harassment would at least keep them honest while we figure out what else to do. He did, however, express concern about over-the-counter drug advertising on TV that is seen by children, and also about the "packaging" on TV of advertising for children's toys that seems to invest the product with extras that really are not there when the product is alone without the TV aura of music, lights, color and fantasy.

In Congress the House on Oct. 14 passed the Consumer Protection Act of 1971 (H.R. 10835), sponsored by Representative Chet Holifield (D-Calif.) and 10 co-sponsors. The bill would establish an independent Consumer Protection Agency within the executive branch, provide statutory authorization for an Office of Consumer Affairs in the White House and set up a Consumer Advisory Council.

The agency would represent the interest of consumers before regulatory agencies. The 15-member council would advise the CPA and the Office of Con-
Somehow we manage to tell people what's going on in the world, and still make a lot of friends.

We realize with the way things are in the world these days, people would appreciate a little bit of friendliness.

So we at the ABC Owned Television Stations give it to them: A newsteam that isn't afraid to smile, or show some feeling, or poke a little fun at each other once in a while — when the situation calls for it. Without taking the seriousness out of the news, we take the stuffiness out of the newscaster.

The result is a newscast that's not only authoritative and accurate, but also warm and human.

And also hugely successful. In New York and Chicago, Eyewitness News (early and late combined) is first in men and women 18 to 49*.

In San Francisco, our late news delivers more homes and adults 18 to 49 than anyone else*. And including Los Angeles and Detroit, our five stations together have added more than 700,000 adults since May 1970.* At last count there were 3½ million viewers choosing us for news.*

What's more, The New York Times, The Chicago Tribune, TV Guide and The National Observer, to name just a few, have run stories about us. And we're now the most imitated thing on the TV screen since Jimmy Cagney. Stations throughout the country have tried to duplicate our format.

The ABC Newsteams: Who else can tell a guy his taxes are going up and be liked for it?

ABC Owned Television Stations
WABC-TV, NEW YORK; WXYZ-TV, DETROIT; WLS-TV, CHICAGO;
KGO-TV, SAN FRANCISCO; KABC-TV, LOS ANGELES.

*AUDIENCE INFORMATION BASED ON ARB ESTIMATES MAY 1970, MAY 1971 FOR NEW YORK, CHICAGO, DETROIT, SAN FRANCISCO AND LOS ANGELES. SUBJECT TO QUALIFICATION AVAILABLE ON REQUEST.
sumer Affairs on consumer matters.

There are two related bills pending in the Senate. One. S. 38, sponsored by Senator Philip Hart (D-Mich.), would establish an Independent Consumer Council to represent the interests of consumers before federal agencies and to receive and negotiate voluntary adjustments of consumer complaints. That bill is pending in the Commerce Committee. The other measure, S. 1177, sponsored by Senators Abraham Ribicoff (D-Conn.) and Jacob Javits (R-N.Y.), is similar to the House-passed bill.

The Ribicoff-Javits bill has been referred to the Government Operations Committee.

The Senate Subcommittee on Consumers has delayed until at least next April consideration of Senator Frank Moss's (D-Utah) Truth in Advertising Act (S. 1461), that would require advertisers to make available to consumers written documentation of their advertisements. At a hearing earlier this month, the FTC urged the subcommittee to delay action until the commission assesses its own documentation program (Broadcasting, Oct. 11).

Another subject of that hearing was the senator's National Institute of Advertising, Marketing and Society Act (S. 1753), that would establish a federal-funded institute specifically designed to examine the impact and effects of advertising.

At a hearing last month, Senator Gaylord Nelson's (D-Wis.) Subcommittee on Monopoly continued its inquiry into proprietary drugs and focused on false and misleading drug advertising. He found FCC Commissioner Nicholas Johnson in favor of banning all drug advertising but Chairman Dean Burch flatly opposed to any FCC action whatever in that area (Broadcasting, Sept. 27).

An upbeat agenda for TVB Chicago

The Television Bureau of Advertising has established the theme of generating more sales—despite an unpredictable economy—for its 17th annual membership meeting to be held Nov. 9-11 in Chicago.

According to preliminary plans, TVB will have F. Kent Mitchell, vice president and director of corporate marketing services, General Foods, discussing the advertiser's underwriting or local public-affairs programs; Gail Smith, director of advertising and marketing, General Motors, commenting on ecology, the economy and advertising, and several other speakers on diverse topics. Among these are reports on the TV business by panelists from representative firms (John Dickinson, president of Harrington, Righter & Parsons), networks (James Shaw, vice president, network sales, ABC-TV); stations (Sherman Headley, general manager, WCCO-TV Minneapolis-St. Paul), and TVB (Harvey Spiegel, vice president, sales and marketing) and on retailer use of TV by panelists representing major retail stores; on "Sales Clinics 1972" and on a new TVB-commissioned study on working women (by R. H. Bruskin).

Still other reports will be on economic and population trends prepared by Cox Broadcasting; on TV on-air copy by William Ewen, executive director, National Advertising Review Board; on winners and runners-up in TVB's annual local commercials competition; on advertising's role (summary of the presentation by the Association of National Advertisers and the American Association of Advertising Agencies made before the Federal Trade Commission), and on two new on-air campaigns—one promoting a National Association of Broadcasters code membership and one on the hazards of shoplifting.

A highlight of the meeting is a keynote address by Norman E. (Pete) Cash as part of a four-screen presentation, "America Today," on changes in the U.S. which helped create TV and which TV helps reflect."

FTC chief headlines yearly ANA meeting

Federal and self-regulation high on the agenda for over 600 delegates

Key figures in U.S. advertising will come to grips with basic developments in both the regulation and the handling of their business this week at the annual meeting of the Association of National Advertisers.

Some 615 ANA members and guests, 10% to 12% more than last year, are expected to attend the three-day meeting, which opens Wednesday evening (Oct. 27) at the Homestead, Hot Springs, Va.

The Federal Trade Commission's current hearings on advertising's impact (see story page 32) and the advertising business's own move for self-regulation through the new national advertising review board (Broadcasting, Oct. 4) will dominate the Thursday morning and afternoon sessions. Alternatives available to advertisers in the planning and execution of their programs, ranging from full-service agencies to house agencies, will be explored in Friday's meetings, and the application of creativity to corporate "issues" and other advertising will be examined in Saturday's.

Miles W. Kirkpatrick, FTC chairman, and Lee Loewinger, Washington attorney and former FCC member, are key speakers on the governmental regulation issue, Mr. Kirkpatrick on "The Intent of FTC's Involvement with Advertising" and Mr. Loewinger on "Government Regulation of Advertising: How Much is Enough?" Both are scheduled Thursday morning (although it appeared last week that other commitments might defer Mr. Loewinger's appearance to a later period).

Mr. Kirkpatrick will be preceded in his remarks by Robert J. Keith, chairman of the Pillsbury Co., delivering a report on "Advertising and Corporate Responsibility."

The Thursday-morning session will also hear Vernon E. Jordan Jr., executive director of the National Urban League, on "Business's Responsibility to the Disadvantaged Citizen," and receive reports on advertising's new self-regulation program by H. Bruce Palmer, president of the Council of Better Business Bureaus, and Charles W. Yost, former United Nations ambassador who is chairman of the new NARB.

Reports on FTC's current advertising hearings will be presented Thursday afternoon by Gilbert H. Well, ANA legal counsel, and William A. Bartel of the Celanese Corp., ANA chairman, and Peter W. Allport, ANA president. More details on the self-regulatory program will also be presented Thursday afternoon by Roger A. Purdon, CBBB vice president, and William H. Ewen, NARB's executive director.

Speakers at Friday morning's exploration of the options open to companies in organizing and executing their advertising will be T. D. Greer of Textize Chemicals; Victor P. Buell of the University of Massachusetts; Paul C. Harper of Needham, Harper & Steers, and Bernard D. Kahn of Bernard D. Kahn Associates.

These speakers will be joined by Austin Daly of Lederle Labs, James Fish of General Mills, Edward McClure of Continental Can and Thomas Ryan of Gillette for a Friday-afternoon panel study of "The Benefits and Pitfalls of New Approaches in the Handling of the Advertising Function," with William Claggett of Ralston-Purina as chairman and moderator.

Speakers on creativity at Saturday morning's wind-up session will be ANA Chairman Bartel, Richard C. Christian and Louis A. Magnani of Marsteller Inc., and William D. Tyler, creative consultant.
coming
november 1

... ten thousand square feet of studio space divided into two 60' x 85' x 40' studios... both studios fully gridded with alternating light and fly bars equipped with more than 400 separately controlled lighting instruments mounted individually on counter weighted light bars... Kleigl designed Fiorentino executed — lighting capabilities include four scene presets with individual control room remote controls... Double 10' x 14' access doors to each studio...

... three individual control rooms offer producer-director independent and private advantages... three Richmond Hill production switching units combine all the custom special effects with multiplicity of many input channels... Each control room also features 40 input audio consoles with full equalization, echo, stereo and mono recording, mixing, monitoring and playback...

... Two editing theaters with tape editor programmers, time code editors, and a slo-mo-disc... Nine video tape machines and two film islands which have 35 mm projection capacity... One-inch video tape machines and duplicates available for viewing and editing.

Eight cameras... two cranes... complete dressing rooms... set construction facilities... and graphics department.

that's a lot coming on November 1.

CATHEDRAL TELEPRODUCTIONS
2690 STATE ROAD • CUYAHOGA FALLS, OHIO 44223 • 216 929-1875
For spot television coverage in the great Far West, Blair is first.

Blair knows the West, because our stations do. And Blair represents more stations. Great stations that cover 55% of the TV homes in the Nielsen Pacific territory.

Fresno, KFSN-TV
Phoenix, KPHO-TV
Portland, KGW-TV
Sacramento-Stockton, KXTV
San Diego, XETV
San Jose-Salinas-Monterey, KNTV
Seattle-Tacoma, KING-TV
Spokane, KREM-TV
Tucson, KVOA-TV

When you want to buy the great Far West, call your Blair man and the job's half done. All on one invoice, too. First in the nation. First in the West.

Call Blair first.

BLAIR TELEVISION
America's leading television representative
A Division of John Blair & Company

Source: 1970 Nielsen DMA for Remaining Pacific Retail Index Territory, which by Nielsen definition excludes Metro Los Angeles. Audience measurement data are estimates only, subject to the limitations of source materials and methods.
A gloomy prognosis for advertising

Fairness turned disease rather than cure, according to Schneider

John A. Schneider, president of the CBS/Broadcast Group, warned last week that the FCC's fairness doctrine applied to advertising could put free broadcasting out of business—and that it is already on the march in that direction.

He cited the FCC's application of the doctrine to cigarette advertising and the courts' extensions of fairness to commercials for a store under boycott and gasolines challenged as pollutants, and said that in his judgment, all of broadcasting's other problems together don't match the thrust of "the ultimate extension" of this principle.

"If we're forced to try to live within the restrictions of these decisions," he told the Broadcast Advertising Club of Chicago in an address last Tuesday (Oct. 19), "broadcasting will be reduced to a welter of claims, counter-claims and contradictions:

"Fly, don't fly. Go, don't go. Buy, don't buy. It's good for you, it's bad for you. Get some today, don't get some today.

"That's nonsense. As a lawyer friend of mine said the other day, 'we're in the hands of the loonies.'

"... If we're forced to stumble around in this wilderness we're being led into, broadcasting will cease to be useful to an advertiser. I can think of no argument, no sales presentation, no discount, no cost-per-thousand that couldn't possibly convince an advertiser that he should use broadcasting to sell his product or service—not if he were doomed forever to sit at home and watch or listen to messages saying that his product or his service was, in someone's judgment, unsafe, injurious to health or endangering the environment ...

"The bottom, bottom line on this is that we're talking about survival, pure and simple."

Mr. Schneider told the Chicago group that "you and I, as broadcasters, as advertisers, as consumers, could spend the rest of the afternoon, and a good part of the evening, and I'll bet we couldn't among us name a product or a service or an issue that wouldn't in some way fall under these scatter-gun interpretations of the fairness doctrine.

"United Airlines? No way. There are a lot of people who contend that jets contaminate the environment.

"Miracle white, with or without phosphates? Forget it. Even if the government ever gets around to making up its mind on the subject.

"Wrigley's? How about the dentists who say chewing gum is bad for your teeth?

"Oscar Mayer, Swift's, Armour's? Negative. The cholesterol people, not to mention the vegetarians.

"Schlitz, Pabst, Mogen David? What about those ladies up in Evanston at the WCTU who believe with all their hearts that booze is bad for you and is the major cause of many of the country's problems?"

He said he considered most of broadcasting's "critics and voluntary helpers" to be "good and conscientious men and women" but that he distrusted their belief that they alone have—or that there are—easy answers to broadcasting's hard problems.

In applying the fairness doctrine to cigarettes and other products, he said, "good men sought and seized an easy answer." And the FCC, he recalled, also thought that extensions of the cigarette ruling to other products would be "rare, if indeed they ever occurred," and wrote off warnings to the contrary as "a parade of horribles."

He also noted that radio listening and TV viewing are at record high levels but said that "in the question of whether or not, with all its imperfections, broadcasting will survive, this vast and overwhelming majority of Americans may not even get to cast a vote.

"On the contrary, if free, commercial broadcasting is destroyed, it will be as a result of attempts to accommodate the interests and dreams of good and well-meaning people; but people who spearhead and speak for splinters of our society.

"In attempting to make broadcasting meaningful to the few, they will succeed only in making it meaningless to the many."

The biggest spender in the biggest market

Sears, Roebuck will spend an estimated $3 million in TV in metropolitan New York in 1971, making the retailer the leading local television advertiser in that market. This new measure of Sears's increasing importance as a television advertiser is being announced today (Oct. 25) by the Television Bureau of Advertising, which keeps tabs on trends in retailer TV activity.

It is pointed out in TVB's announcement that only a few years ago Sears did not advertise locally on television in the New York market. And in the first-half of 1970, Sears had invested $52,000 in New York TV locally, as compared with $1,260,700 in first-half 1971.

TVB said it based its $3-million projection on inquiries it made in the market, and noted that should the share that New York represents of Sears's network spending be added, Sears's total spending in TV in New York would come to more than $4.5 million in 1971. (TVB said it estimated that 9.8% or $690,000 of Sears's network investment in the first-half of 1971 was spent in New York). The TVB announcement did not identify Sears's agency or specify the buying source, but an independent check of New York TV sources indicated that Sears's buying in New York is handled by the "New group" representing some 36 stores in the metropolitan area. The agency placing the business is Ogilvy & Mather, New York.

According to TVB, Sears in its locally originated campaigns in New York bought from 32 up to 130 announcements a week in the first six months of this year.

Many roads lead to better advertising

Consensus: Individual needs must dictate approach to cut costs, up efficiency

The diverse approaches used to lower costs of advertising and improve its efficiency and effectiveness were outlined at the 19th annual marketing conference of The Conference Board in New York last week.

The full-service agency was espoused by B. William Kostecke, president of the Miller Brewing Co., who said this concept provides a client with professionalism in all phases of marketing, including merchandising, sales, promotion and public relations. He questioned the soundness of using independent services, saying they have scant familiarity with a company or industry, or a house agency, which, he said, cannot afford specialists in all areas.

Charles B. O'Neal, director, marketing services, Fluor Corp., Los Angeles, a chemical-petrochemical company, cited these advantages of the "house agency": less expensive, provides short lines of communications to company management, has expertise in all activities of the corporation.

The case for the independent media buying was advanced by David M. Furer, advertising manager of the Waterman-Bic Corp., Milford, Conn. He cited a successful working relationship with two outside services, Clifford A. Botway Inc. and SFM Media Service Corp., both New York, selected for their expertise in network TV and spot TV buying respectively.

In a panel exploring the likelihood
of advertising success, Arthur W. Shultz, board chairman, Foote, Cone & Belding, urged adequate research be undertaken before the start of a campaign to ascertain "what to say, how to say it, when to say it and how to reach them." He said "hundreds of thousands — and even millions of dollars—are wasted because advertising doesn't do what it's supposed to do."

Carl Spielvogel, executive vice president and general manager, McCann-Erickson, New York, warned against a preoccupation with new products to the detriment of established brands. He said the most profitable type of growth "normally results from the sale of products in the 'already-in-existence' categories."

In another session, Moses Shapiro, board chairman of General Instrument Corp., projected that sales in the electronics and electrical industries in 1972 will rise 8% to $51.1 billion from $48 billion in 1971.

Debating advertising and children's TV

PBS's 'Advocates' features both sides saying it all again

Sharp differences of opinion on the feasibility of financing children's television programs without commercials were voiced last week on The Advocates series carried on the Public Broadcasting Service.

Upholding the view that quality children's programs could be telecast on TV networks and stations without commercial sponsorship was a group led by Mrs. Evelyn Sarson, president of Action for Children's Television, which has petitioned the FCC for such a regulation. Spearheading the opposition was a team including Roy Danish, of the Television Information Office, who warned that ACT's proposal for 14 hours of network children's programs without commercials "would be the death of experimentation and of a good deal of what we now applaud in children's programing."

Mrs. Sarson stressed that she favored the ban of commercials on children's programs because "young children cannot cope with selling on television" and because the preoccupation with "mass rating selling" diminishes interest in program content. She felt the financing could come from raising the prices of commercials in program areas other than those for children.

Mrs. Sarson was asked by the opposition if it was not the obligation of parents to monitor the shows children watch, and she replied: "ACT has accepted the responsibility for what our children watch. In return, the broadcaster must accept his responsibility and provide a couple of hours a day when I can let my children watch television knowing the programs have been designed with his needs in mind and not the needs of the advertiser."

Lined up with Mrs. Sarson was Ron Powers, television critic for the Chicago Tribune, who deplored the quality of children's TV programs and the number of commercials within them. He said he supported ACT's posture because "it's part of an emerging ethic . . . that we, the people, own the airwaves and therefore are privileged to be served according to our own needs."

Warren Braren, associate director of the Consumers Union, publisher of Consumer Reports and a former executive with code authority of the NAB contended that quality children's programs could be produced without commercial sponsorship. He suggested that the broadcast industry examine alternative methods, including limited profit structure, under which profitable TV stations might carry these programs on a public-service basis and unprofitable stations might be subsidized by the industry or by the government.

Mr. Danish said that the production of 14 hours a week of children's programs at a cost equivalent to that of Sesame Street would place network expenditures in the range of $130 million to $140 million a year. He pointed out that the networks in 1970 made a total profit of about $50 million in 1970 and said an outlay of $130-$140 million without sponsorship would leave the companies with a deficit of about $75 million.

Dr. Joseph Plummer, a Chicago advertising executive who has conducted research into children's television, said youngsters are capable of discriminating between commercials they like and don't like, and programs they like and don't like. He said there is no evidence to suggest that children's television advertising is harmful.

Bob Keeshan, host of CBS's Captain Kangaroo, said he is in agreement with ACT on many issues, but felt its proposal to ban commercials would be counter productive because of the costs involved in producing quality children's shows. He said he favored clustered commercials and limiting the number of commercials. He reported that as of the end of this year, no cast member will appear in the commercials on his program.

A gleam of hope on cigarette ads

Broadcasters lose appeal, but Wright dissent is basis for Supreme Court filing

The statute banning the advertising of cigarettes on radio and television was upheld by a federal court in Washington last week. But the effort on the part of six radio-station licensees to have the law declared unconstitutional is not over. Their attorneys say they "fully expect" to appeal to the U.S. Supreme Court.

The vote of the special three-judge panel was 2-to-1, and it was the opinion of the dissenting judge, J. Skelly Wright, that apparently provided the broadcasters with the encouragement to take their case to the Supreme Court.

The majority—Judges Oliver Gasch and June L. Greene—held that the ban, in effect since Jan. 2, violated neither the First Amendment guarantee of free speech nor the Fifth Amendment guar-
ante of due process, as the broadcasters had claimed.

The act does not affect the broadcasters' right of free speech, the majority wrote. Broadcasters "have only lost an ability to collect revenue from others for broadcasting their commercial messages"; they are free to air their views on any aspect of the issue.

The majority disposed of the Fifth Amendment argument on the ground that Congress had more than one "rational basis" for banning cigarette ads from radio and television but not other media. One was that "the most persuasive advertising was being conducted on radio and television."

Several of Judge Wright's recent decisions from the bench of the U.S. Court of Appeals in Washington are regarded as having created a more hostile regulatory environment for broadcasters. But in his dissent last week, he made a strong First Amendment argument in their behalf—although it invoked the FCC's fairness doctrine in the process.

The U.S. Court of Appeals' decision in 1968, in affirming the commission's extension of the fairness doctrine to cigarette advertising, he said, "is enough to place such advertising within the core protection of the First Amendment."

The ads, he said, implied one side of a controversial issue, and the anti-smoking spots broadcasters were obliged to carry presented the other side. The result, he noted, was a reduction in cigarette consumption, thus supporting the theory that people, given all sides of an issue, will make the right decision.

The government, he said, is entitled to attempt to persuade the people that cigarette smoking is hazardous. But, he said, "the government is emphatically not entitled to monopolize the debate or to suppress the expression of opposing points of view on the electronic media by making such expression a criminal offense."

The licensees who brought the suit—which was backed in court by the National Association of Broadcasters—are Capital Broadcasting Co. (WWAY-AM) Annapolis, Md. and Dover Broadcasting Co. (WDOW-AM) Dover, Del., both owned by Henry Rau; Turner Communications Corp. (WTVN-AM) Charleston, S.C., Northwest Broadcasting Co. (KWFL-AM) Fort Dodge, Iowa, The LaGrange Broadcasting Co. (WLAL-AM) LaGrange, Ga., and North American Broadcasting Co. (WMNN-AM) Columbus, Ohio.

Bankruptcy hearing set for U.S. Media

A preliminary hearing will be held on Wednesday (Oct. 27) on a petition filed for reorganization under Chapter 11 of the Federal Bankruptcy Act by U.S. Media International, New York, independent media-buying service (BROADCASTING, Oct. 18).

The hearing will be conducted before U.S. Referee in Bankruptcy Edward J. Ryan. In attendance will be the major creditors of U.S. Media, including representatives of the Continental Bank of Philadelphia, Sherwood Diversified Services Inc., New York, and various advertising agencies and broadcast stations. In its petition, filed in the U.S. Southern District Court of New York, U.S. Media listed liabilities of $8,095,215 and assets of $4,158,159.

Sherwood was the largest individual creditor listed in the action, at $2,370,589. Continental Bank runs a close second at $2 million. Four station representative organizations are listed as follows: ABC Spot Sales, $397,000 (including $248,033 for WABC-TV New York); CBS Spot Sales, $372,338: NBC Spot Sales, $358,945, and The Katz Agency, $130,000. About 380 individual TV and radio station creditors are listed for an aggregate of $2,251,484; the largest, WOR-TV New York at $133,756, the smallest, WHF (AM) Harrisburg, Pa., at $20.40.

Parker in corner of T-L challengers

Says UCC will go to court on issue of amounts of advertising permitted

The Office of Communications, United Church of Christ, said last week it is prepared to go to court "to test the extent to which stations may be permitted to engage in broadcasting an excessive amount of commercials."

Dr. Everett C. Parker, director of the office, said the court test, if necessary, would be made in support of the anticipated challenge of Mexican-American groups against the transfer of Time-Life TV stations to McGraw-Hill. He made the statement in disclosing that Earl K. Moore, attorney for California groups challenging the license renewal and sale of Time-Life's KERO-TV Bakersfield, Calif., has demanded that Kenneth R. Croes, vice president and general manager of KERO-TV, turn over financial records to prove that "excessive commercialization" is required for the station to make a profit. Mr. Moore said this had been the station's defense for carrying "as high as 20 minutes of commercial announcements per hour, even in prime time."

Mr. Parker said that "advertising on the air is not objectionable as long as it is kept within reasonable limits," but that the FCC allowed standards to degenerate. KERO-TV, he said, "is an example of what happens when people have a monopoly and nobody bothers to regulate them." He continued: "The only reason for excessive media concentrations such as those now held by Time-Life or proposed by McGraw-Hill is that such combines might bring superior service to communities which otherwise are unable to support them. Time-Life has never done this in Bakersfield and McGraw-Hill does not propose to do it. Instead, both media conglomerates propose to milk the Bakersfield community with excessive commercialism and inferior service in order to turn a profit, while giving better service to richer communities where Time-Life now has stations."

Lennen & Newell loses Reynolds to JWT

Reynolds Metals Co., Richmond, Va., has moved its $6.5-million Reynolds Wrap account from Lennen & Newell to J. Walter Thompson Co., both New York. The appointment, made Dec. 31, ends L&N's 14-year association with the account, although it will continue as its agency for special projects.

Reynolds Wrap, number-one spender in the aluminum-foil field, allocated some $2.5 million to network television last year. Its nearest competitor, Alcoa Wrap, trailed far behind with a total 1970 advertising budget estimated at $600,000.

Kress wants more

S. H. Kress, variety store chain, advertising on television for the first time this year, expects to expand its $300,000 allocation next year and place spot ads in more markets across the U.S., according to the firm's agency, Milton Herder Inc., New York. The current campaign, in 21 spot markets, began in April with 10 30-second commercials. The new year will also see an additional five 30-second spots being utilized. Each spot to tie into a particular sales event. Kress is a division of Genesco, Nashville, Tenn., with 300 U.S. stores.
You Stand Tall in the Rockies

And none stands taller in achievement than KWGN Television.
Great business-getter, according to an ever-growing number of advertisers. Telling their story to an ever-growing number of viewers.
Top participant in what makes the Mile High City of Denver "go...go...go!"
And it's only the beginning. Only the beginning. The WGN of the Rockies

A WGN Continental Broadcasting Company Group Station
Winding down the Ervin hearings

Burch, Johnson, Brinkley and Springer testify; FCC members talk the necessity of fairness doctrine

Last week the FCC was represented at Senator Sam J. Ervin's (D-N.C.) final, for the time being, Constitutional Rights Subcommittee hearings on the application of the First Amendment to broadcast and print journalism by Chairman Dean Burch and Commissioner Nicholas Johnson. They both agreed that the fairness doctrine is probably here to stay in one form or another, but they each had different reasons.

Summarizing the FCC's policies relating to broadcast journalism, Chairman Burch told the subcommittee that the commission seeks to promote full debate on public issues "with procedures that do not interfere improperly with the freedom of broadcast journalism."

To that end, he said, the fairness doctrine was developed to require broadcasters who present one side of a controversial issue the obligation to afford reasonable opportunity for the discussion of contrasting viewpoints.

The commission's enforcement of the doctrine, he said, is limited to determining, upon complaint, whether the broadcaster's judgment is unreasonable. The FCC does not pass on a broadcaster's journalistic judgments, he emphasized.

Referring to the FCC's inquiry into the fairness doctrine, Chairman Burch said the critical issue at stake is "whether our administration of the doctrine... has enhanced [First Amendment rights], or whether we need to make minor or major revisions."

Chairman Burch did not comment on the possible results of the fairness inquiry but indicated the commission is not about to scrap the doctrine entirely. "There is no retreat from the fairness doctrine," he said. It "is the law and indeed may well be constitutionally required in light of the Red Lion holding. [That 1969 Supreme Court decision upheld the constitutionality of the fairness doctrine.]" Rather, he said, "the commission must consider and determine those policies and procedures under the fairness doctrine which effectively advance the First Amendment goal of robust, wide-open debate."

On the commission's policy regarding complaints of deliberate distortion or staging of news, he said the commission "in every case where we may appropriately do so—where there is, for example, extrinsic evidence that a newsman has been directed to slant the news—we shall act to protect the public interest in a responsible press. But in this democracy, no government agency can, or should try, to authenticate the news. Therefore... we have consistently and repeatedly stated that we will shun the censor's role and will not try to establish news distortion in situations where government intervention would constitute a worse danger than the possible rigging itself."

Senator Roman L. Hruska (R-Neb.) asked Chairman Burch to comment on allegations in previous testimony by CBS Vice Chairman Frank Stanton that an FCC ruling forced the network to drop its Loyal Opposition series last year. "That is not true," Chairman Burch said in reply. We just held that the program constituted a fairness obligation. Dr. Stanton overstated the case."

When Senator Hruska asked for his comment on Dr. Stanton's allegations that there is a conspiracy between Vice President Spiro Agnew and the FCC against the news media, Chairman Burch stated: "The only thing wrong with the theory is that it is false. And Dr. Stanton knows it is false. He can cite no evidence that coincides with that particular theory. I really am a bit disgusted that Dr. Stanton keeps bringing up this conspiracy theory because it simply will not wash."

And, in reply to Chairman Burch, Dr. Stanton said last week: "I have never suggested a 'conspiracy' between the Vice President and the FCC. I have never impugned the integrity of the commissioners. I have said that there is ample evidence of attempts by government officials to intimidate the press. And I have expressed the opinion that 'the whole content and the whole pattern of this government intrusion into the substance and methods of the broadcast press, and indeed of all journalism, have the gravest implications.'

"We disagree with the chairman's interpretation of the basic issue in the Loyal Opposition case. As I testified, the Loyal Opposition concept was an effort to give the major party out of power—whether Republican or Democratic—some opportunity for access to balance that so easily achieved by an incumbent President. In July 1970, following a number of presidential broad-
cast appearances, CBS made a single broadcast available to the Democratic National Committee to respond to the President. Whatever may be said about our decision, it surely was within the reasonable scope of journalistic judgment. On the complaint of the Republican National Committee, however, the FCC held that the Republicans were entitled to reply to the Democratic broadcast—a reply, in other words, to a reply. Fourteen months later that issue is still in the courts . . . as a direct result CBS has not further developed its Loyal Opposition format, and the public is the loser.”

Commissioner Johnson offered what he called “a little refutation of the chairman’s suggestion that there was absolutely no conspiracy between Agnew and the FCC.”

He said the commission issued its policy statement on drug lyrics—“which was widely interpreted as a ruling that rock music dealing with the subject of drugs should no longer be played on radio stations”—after a White House meeting attended by Chairman Burch.

“Shortly after Agnew discovered rock music and found that he didn’t like it,” Mr. Johnson said, “there was a meeting at the White House at which record company executives and broadcasters were invited, at which Dean Burch was present, at which they were all urged to please not to play such music any more and that shortly following that the FCC issued” the controversial order.

Commissioner Johnson concurred with Chairman Burch on the need for the fairness doctrine. He noted the doctrine does not prohibit a broadcaster from expressing any viewpoint he wishes. It “only requires that diverse views are also presented on controversial issues of public importance,” he pointed out.

“I understand that the Pentagon Papers story was presented to the networks and refused. It was not the fairness doctrine that prevented their breaking it,” he said.

(At a National Association of Broadcasters regional meeting in Chicago last week see page 241, CBS News President Richard Salant disclosed in a panel discussion that CBS was offered the Pentagon Papers after The New York Times and the Washington Post had been enjoined from publishing them. He said he turned down the offer because [1] the offer was conditioned upon CBS putting them on the air right away and he wanted to study them first and [2] there was the problem of how best to present the massive amount of material on TV. William Sheehan, vice president and director of TV news for ABC, said last week that ABC was made the same offer after the injunction. It was declined, he said, because ABC’s counsel believed that broadcasting news whose publication was enjoined could be construed as contempt of court. NBC News officials were not immediately available for comment on whether NBC had been offered the documents for broadcast.)

Without the fairness doctrine, Commissioner Johnson told the subcommittee, “broadcasters, acting as public trustees of a publicly owned resource, would be free to present only their viewpoint, or viewpoints they wished to present, and could censor out all others.”

The guarantees of the doctrine might be less necessary if multi-channel CATV was a reality for the vast majority, he said. “But I don’t think broadcasters can have it both ways. Today they oppose the expansion of cable television as a threat to their rights to make money from their control of access to the public. They oppose the public’s efforts to gain access to their own stations. And at the same time they want us to do away with the fairness doctrine. Such a posture is not only internally inconsistent and unjust, it raises some very serious questions about the motives of the broadcasting establishment.”

He said he agreed with a previous subcommittee witness, former CBS News President Fred Friendly, that the FCC is not censoring broadcasting (Broadcasting, Oct. 18).

“It is the broadcaster himself who censors—censors in the name of saving money, censors in the name of currying favor with advertisers, politicians, or others whose predilections he would rather not offend.”

Commissioner Johnson said he is unwilling to give up the fairness doctrine without a substitution for it. Referring to Office of Telecommunications Policy Director Clay T. Whitehead’s proposal to abolish the doctrine, Commissioner Johnson said: “I do not believe that Dr. Whitehead’s proposals, as initially put forward, would retain the full protection the Constitution requires.”

“While to the unwary the fairness doctrine might seem a perfectly simple and reasonable requirement, the evolutionary decisions of the FCC and the courts have spun a web of super-tech-

Senator Ervin

technical and seemingly contradictory legalistic concepts which boggle even the shrewdest of legal minds.” That was the opinion of Richard Barron, president of the North Carolina Association of Broadcasters.

“I sincerely believe that broadcasters on the whole strive to be fair in the presentation of controversial programing,” he said. But he added that broadcasters are now worried about whether their programing “might inadvertently run afoul of one of the many legal subtleties laid down by his government under the guise of ‘fairness.’” Consequently, he said, they are tempted to avoid controversial programing.

“While intended to assure a diversity of views, the doctrine, in practice, has tended to choke them off,” he contended. “I urge you to consider a legislative repeal of the doctrine.”

NBC newsman David Brinkley said television news reaches many who are not reached by any other news medium and who have misconceptions about the purpose of journalism, particularly TV news. He said disturbing news is not presented because the network approves of it, as many seem to think. It is carried “because we think the audience would like to know about it, or ought to know about it,” he said. Public hostility directed at TV news is enforced by the
attacks political figures have made against the news media, he said, which in turn provoke more public hostility.

And, he pointed out, complaints about bias and slanting never appear when the news is good. "They appear only when the news is bad, as nowadays it often is."

Mr. Brinkley maintained that intimidation by news critics is not a serious problem. Those who can't stand criticism should not go into journalism—or politics, he said. Politicians are re-elected every few years, but TV newsmen are up for "re-election" every night, he said. "And they can vote us out any time simply by turning the knob... ."

Subpoenas and demands for newsmen's notes, films, tapes and other material "are dangers to freedom of the press and in my view ought to be stopped," he said. He endorsed Senator James B. Pearson's Newsmen's Privilege Act (S. 1311), which would protect a newsmen's confidential sources and information.

Mr. Brinkley denied that there is a conspiracy or plot by TV journalists to be unfair to the right or the left. Proof of this, he said, lies in the fact that TV's bitterest critics are at both ends of the political spectrum. "The far right generally thinks we are radicals, while the left thinks we are conservative members of the establishment." He added: "What happens mainly is that people project their own political biases on us."

In his testimony, Representative William L. Springer (R-Ill.), ranking minority member of the House Commerce Committee, said the public believes that news broadcasts are biased, a fact he said has been supported by every poll that has been taken on the subject. What is the cause of this bias? According to Mr. Springer, it is "selectivity"—the process by which broadcasters carry what they deem newsworthy. Mr. Springer said the problem could be solved through the presentation of news from "both sides of the spectrum."

He noted that the Public Broadcasting Act (which created the Public Broadcasting Service) contains the mandate that "all controversial matter must be treated in perspective and in balance." "If the Communications Act was rewritten today," he said, "I assure you that would be in it."

He chided CBS for refusing to provide outtakes from The Selling of the Pentagon, a documentary when the Commerce Committee was trying to defend the right of the public to know how the "documented deceit and fraud" of the program took place. But, he noted, there has been a "tremendous improvement" in balance on TV since the controversy over Selling.

Klein denies pressure

The Nixon administration was represented last week as favoring the freedom of print and broadcast journalism.

Herbert Klein, the administration's director of communications, said that he had never been asked by the FCC to intimidate the news media. "The networks are crying wolf when no wolves are in sight," he said. Mr. Klein addressed the Indiana Broadcasters Association last Thursday (Oct. 21) at Nashville, Ind.

He also repeated earlier criticism of the recent appellate-court decision extending the fairness doctrine to product advertising. If that starts a trend, he said, it could undermine the foundations of broadcasting.

had a constructive influence on broadcasters, he said, noting that CBS has revised its policies to prevent further incidents like those in Selling. He emphasized that Congress has no jurisdiction over the content of the news, but has the obligation to assure the public that both sides of important issues are presented.

The Ervin hearings are scheduled to resume early next year.

Washington court gets DNC equal-time request

The Democratic National Committee is turning away from the FCC and toward the courts in its efforts to break what it calls "the President's monopoly over the broadcast media."

DNC attorneys Joseph A. Califano Jr. and Charles H. Wilson Jr. filed a brief in support of DNC's petition to the U.S. Court of Appeals for District of Columbia circuit last week. The complaint is asking the court to vindicate the "Democratic party's right to respond to presidential television appearances and of the right of the American people to be fully informed on all issues affecting the conduct of their government."

DNC Chairman Lawrence F. O'Brien charged the FCC—to which the committee first requested the right to respond to the President—with viewing its primary mission "as keeping those opposing the President's policies and programs from gaining equitable access to television." Mr. O'Brien added that the FCC has found allies in the three major television networks.

The FCC has refused to rule that response time should be allowed to those opposing the views expressed by the President during a nationwide televised address. DNC would like automatic access to be awarded to those views opposed to incumbent administration policies, and it is further basing its argument on grounds of First Amendment rights.

Quoting the Supreme Court's decision in the Red Lion case, the DNC brief tells the court that the central concern in the area of broadcasting is "the First Amendment goal of producing an informed public capable of conducting its own affairs. It is the right of the public to receive suitable access to social, political, esthetic, moral and other ideas and experiences which is crucial."

When the FCC denies the right to respond to televised presidential addresses, DNC said, the development of public opinion of the American people, which can be an effective check on Presidential power, is curtailed.

DNC said that the FCC was apparently "unable or unwilling to perceive the constitutional underpinnings" of the party's claims. The brief asks the court to remand the matter to the FCC "with instructions to enter an order granting the DNC the time it sought to respond to the presidential telecasts at issue and recognizing a right under the fairness doctrine to respond to all such presidential broadcast appearances."

Mr. Califano urged the court to move quickly on DNC's petition. "We all know that the campaign season is underway. Without a speedy resolution of this issue," Mr. Califano added, the 1972 general election will be over before the relief sought by DNC is forthcoming. He said FCC delay and obstruction has been the usual response to Democratic Party petitions, due to its "narrow political orientation."

On Oct. 18, the committee filed another appeal with the FCC to request the right to respond to what Mr. Califano called the "fall television blitz" which began on Aug. 15 with Mr. Nixon's economic message and has continued since. The predictable FCC response will be, in Mr. Califano's words, "a knee-jerk reaction." He said the commission will delay, obstruct and finally deny the DNC's request.

He cited FCC lack of response to the DNC as the main reason for seeking a judicial solution to the automatic-access question.

Hartke assails attempts to shackle broadcasters

Senator Vance Hartke last Thursday (Oct. 21) told his Indiana broadcaster constituents in annual convention at Nashville, Ind., that he would support legislation fostering renewals under ordinary circumstances as well as outright repeal of Section 315, including not only the political equal-time provisions but also the fairness proviso responsible for the evolution of the fairness doctrine.

The Indiana Democrat, ranking majority member of the Senate Communi-
that whether "television street activities of militant groups news has been concerns regularly could to of journalism Elie Abel, Broadcasters for Elie ness with Dean Burch out of TV programing; FCC Chairman lating cations Policy, has suggested director of page hearings Sam I. newspapers once broadcasting tors and judges. "political liberals" National the Boston regional Amendment man, fears there broadcasting, Mr. Hartke said that if current trends persist it won't be long "before the FCC and the courts are determining what issues a broadcast journalist may cover."

Freedom threat could expand further—Monroe

Bill Monroe, Washington NBC newsman, fears there is a double First Amendment standard building up—one, ironclad for the print media, another, more shifting, for broadcasting.

In a speech prepared for delivery to the Boston regional conference of the National Association of Broadcasters Friday (Oct. 22), Mr. Monroe laid the blame for this situation principally on "political liberals" who, unintentionally perhaps, identify with "liberal" regulators and judges.

The threat, Mr. Monroe said, is that once broadcasting news is throttled, newspapers and magazines will be next.

There are some "blue patches," however, Mr. Monroe observed: Senator Sam J. Ervin Jr. (D-N.C.) is holding hearings on freedom of the press (see page 46); Clay T. (Tom) Whitehead, director of the Office of Telecommunications Policy, has suggested de-regulating radio and getting the government out of TV programing; FCC Chairman Dean Burch has expressed discomfort with "some of the absurdities" of fairness decisions.

Elie Abel cites need for audience feedback

Broadcasters were urged last week by Elie Abel, dean of the graduate school of journalism at Columbia University, to consider ways in which the public could be invited to register its views and concerns regularly on television.

The former NBC newsmen said TV news has been prodded into covering activities of militant groups staging street demonstrations and questioned whether "television can break out of that trap unless it learns somehow to make a general practice of inviting the public to register its views and concerns." He noted TV has no letters columns, no space or time reserved for the outsider's point of view. Mr. Abel, addressing the American Bankers Association in San Francisco, suggested that present technology available for two-way communications between CATV subscribers and cable systems and transmitting stations has implications for broadcasters. He voiced the view this could lead to an audience feedback on a general basis over the next five to 10 years, and said he supported the public's right to this accessibility.

Criticism of Efron: more con than pro

Her book charging bias in network journalism is accused of same offense

Initial press reaction to Edith Efron's book on alleged bias in network television news, "The News Twisters," has been mixed, with major newspaper comment weighted against it.

The book, published on Oct. 11 charges that the early-evening network

Welcomes Westinghouse KPIX-TV—San Francisco

These stations all investigated, compared, and chose the only proven computerized on-line, real-time total management information system. . . .

MAY WE PUT YOU ON THE MAP?

BROADCAST INDUSTRY AUTOMATION SYSTEM
a division of Data Communications Corporation
2200 Union Avenue, Memphis, Tennessee 38104
Write or call Jim McKee, vice president, phone: 901-278-7446
news programs during the pre-election period of 1968 contained a "Democratic-liberal-radical left axis of opinion" (Broadcasting, Sept. 27 et seq.).

Ben H. Bagdikian, a writer on news media and author of "The Information Machine," reviewed the book for the Washington Post, of which he is now assistant managing editor, and the headline captured the spirit of his criticism: "Objectively—it's not." He set the tone in his opening paragraph:

"This book is dishonest, inaccurate, unscientific and pretentious. Furthermore, it's not very good. Ordinarily, it would be worth attention only as a demonstration on how to doctor evidence. But it deserves examination because it is undoubtedly destined to enter political literature as holy text for those who wish to prove at any price that Spiro Agnew is right."

On the other side, syndicated columnist Roscoe Drummond stated that "there is new, documented, perhaps conclusive evidence that the principal network TV news shows have been practicing massive bias."

Some other pro-Ef-ron judgments:

* Jeffrey Hart in the Greenwich (Conn.) Times: "The case is made with convincing statistics that CBS, ABC and NBC exhibit overwhelming political bias of a liberal-left character.

* An editorial in Barron's, financial weekly: "As Edith Efron convincingly shows . . . pervasive political bias [is] shown by all three major networks."

Some other anti-Ef-ron opinion:

* Syndicated columnist Harriet Van Horne: "There's no doubt that television news could be improved. But Miss Efron's work, a tedious documentation of right-wing paranoia, is not a corrective.

* An editorial in the St. Louis Post Dispatch: "Contrary to the grandiose claims of its author and promoters, the book is simply not what it purports to be. She and her co-author . . . have merely 'proved' network news bias by finding that it does not conform to their own subjective notions of fairness."

* Columnist Maury Green in the Los Angeles Times: "At second glance The News Twisters' becomes transparent. It's a $3 bill passed off as intellectual currency."

Sheehan cites a danger

William Sheehan, ABC News vice president and director of television news, warned last week against an erosion of the rights of broadcast journalism through "a nibbling away at the foundations of the First Amendment." He told a gathering at Central Michigan University at Mount Pleasant that there are several possible explanations underlying recent criticism of the news media. He cited the possible disenchantment with the trend toward more abbreviated news presentation that prompts the audience to differ with media on what is important. He also noted a tendency of some people to brush aside honest reporting, "especially when it challenges their prejudices."

APME honors stations for local coverage

Five broadcast members of The Associated Press received citations from the Associated Press Managing Editors Association last week for their cooperation in providing coverage of stories in their areas during the past year. The TV and radio stations were among 79 AP members designated as winners of citations during the APME annual convention in Philadelphia.

The broadcast winners were WGR-(AM) Canandaigua, N.Y., for coverage of the Canandaigua Inn fire, which took 10 lives; KSB(AM) Creston, Iowa, for its news reports on a destructive tornado that hit Conway, Iowa; WWVL(AM) Manchester, Ky., for coverage of a mine disaster at Hyden, Ky.; WSLS-TV Roanoke, Va., for its story on the death of war hero Audie Murphy in an airplane crash on a Virginia mountainside, and WETV Pensacola, Fla., for coverage of a tornado that struck an apartment complex at Gulf Breeze, Fla.

---

Programing

Nothing safe from fairness?

Now FCC stretches doctrine to embrace United Appeal on WLWD(TV) Dayton

There may be some broadcasters who would assume that charity drives are, per se, noncontroversial and therefore outside the reach of the FCC's fairness doctrine. But they just don't realize how long that reach is.

Avco Broadcasting Corp.'s WLWD(TV) Dayton, Ohio, found out last week. The commission overruled the station's judgment last year that broadcasts in support of the United Appeal did not constitute a discussion of a controversial issue and that the fairness doctrine did not apply ("Closed Circuit," Oct. 18).

It was a troubled commission, however, that reached that decision. The "majority" opinion was endorsed by only one commissioner, Robert T. Bartley. Chairman Dean Burch and Commissioners Nicholas Johnson and H. Rex Lee simply concurred in the result, and Chairman Burch issued a statement seeking to limit the decision's implications. Commissioners Robert E. Lee and Robert Wells dissented; Commissioner Charlotte Reid did not participate.

The commission acted on a complaint brought by United People, a group describing itself as an "unincorporated coalition of the Congregation for Reconciliation and the Social Welfare Workers Movement working for reform of the United Appeal." United People contended that the station had afforded inadequate opportunity for a discussion of views contrary to those the station was airing in support of United Appeal.

United People had wanted to air its view that contributions should be made directly to individual charities, not to the United Appeal, on the grounds that the Appeal did not allocate its funds in proper relation to the most important needs of the community, that corporations did not give their fair share and that the Appeal's governing board is controlled by business leaders and does not include representatives of factory workers, poor people and youth.

Avco contended that the broadcasts in support of the Appeal—which included a five-minute broadcast by President Nixon, station editorials and public-service announcements—did not involve controversial issues of public importance because the "United Appeal concept is now nationally recognized and accepted."

It said that the United People's complaint regarding procedures or allocation of funds represented, at most, a contrary view to the over-all laudatory concept of having a single combined drive." And it said that viewpoint merited and was given exposure. Avco listed several brief news items concerning United People's complaint and a 90-second re-
ply by the organization to a station editorial in support of the Appeal.

But it was Avco's concession that the United People's views merited exposure— as well as the station's airing of a reply to a pro-Appeal editorial—that the commission considered most significant in concluding that Avco had not refuted the allegation that the Appeal campaign was a controversial issue. The commission also cited local newspaper articles concerning the dispute and the coverage given United People by other broadcast stations in the area.

The FCC in its letter to Avco said it recognized the campaign that gave rise to the complaint is past but that "material has recently been submitted indicating that a similar controversy has arisen regarding this year's United Appeal campaign." The FCC said it was seeking to assist Avco in determining its fairness obligations.

The commission also said that, "in line with established custom, our holding is, of course, limited to the facts of this case."

And Chairman Burch expanded on this in his concurring statement. He said the commission is not holding that henceforth announcements in support of the United Appeal raise an issue of public importance throughout the nation. Neither is it holding that announcements in behalf of such organizations as the Boy Scouts that become the subject of dispute within an area "automatically fall within the strictures of the fairness doctrine."

"On the contrary," he said, "the commission adheres to its established policies—that there must be an 'issue of public importance'... and that we will not upset the licensee's reasonable judgment on this score. Our action here is governed by the unusual facts of this case."

The chairman also noted that the commission had not reached the question of what constitutes "reasonable opportunity" for discussion of the issue in Dayton. "Now that the licensee is aware that this is a controversial issue of public importance, it is a matter for his reasonable, good-faith judgment in this year's campaign." And the licensee, he added, "is wisely afforded considerable leeway to make that reasonable judgment."

Commissioner Robert E. Lee expressed concern over the FCC extension of the fairness doctrine to public-service announcements for charitable organizations. He said the commission's ruling may discourage licensees from providing such announcements. This, he said, "could have a disastrous effect upon charitable organizations' attempts to raise funds for the disadvantaged."

He also said that the commission's decision means, in effect, that "almost everything announced by a broadcast licensee could be deemed controversial."

Such an expansion of the fairness doctrine, he warned, makes the licensee the target for "a great number of organizations, representing an undeterminable number of shades of opinion, all clamoring for an opportunity to present their respective contrasting views."

**Video cassettes: still in infancy**

New and developing hardware, a radical need for still unpublished software and untapped markets—"That's the world these people are living in," Elliot Minsker, president of Knowledge Industry Publications, was describing the plight of almost everyone attending the first annual Video Cassette Program Production and Marketing Festival/Workshop held in New York Oct. 14-15, sponsored by Knowledge Industry Publications.

Highlighting the two-day festival was an exhibition by 10 companies of programs committed to video cassettes. Motorola, Nicholson-Muir, Bellvue-Pathe, Ayerst Laboratories, Grove Press, Visual Information Systems, Videorecord Corp., East End Enterprises, and Electronic Video Recording displayed programs ranging from police...
and paramedical training films to animated shorts and a 1920's silent Czech pornographic piece.

All the exhibitors except Grove Press and Data Plex used either Sony, Motorola, or EVR hardware for cassette playback. Grove and Data Plex operated with reel-to-reel VTR's.

Knowledge Industry, sponsor of the workshop/festival, supplies the information industry with data on video merchandising and marketing through newsletters (Video Publisher, Educational Marketer, and Knowledge Industry Report), consulting, and seminars. It will be five years old in March. The conference at the Commodore hotel was the second seminar it has sponsored in as many years. The first, held last fall in Tarrytown, N.Y., was a one-day affair and concentrated on many other facets of video tape besides cassette technology.

A consensus on the quality of the Oct. 15 workshops was hard to find. Many representatives of firms already active in the video and cassette field were critical of what they considered a lack of new and innovative materials and approaches. But almost all the new initiatives were pleased with the presentations of information at the event, which was basically designed for companies with little experience in video. An educator at the conference bemoaned the emphasis on hardware and marketing as opposed to program production. One exhibitor expressed a view that had been echoed by newcomers and professionals alike all through the festival: "We're just like those blind men in that myth who were asked to identify an elephant by feeling all the different parts."

Work to start soon on new 'Opry' house

A $10-million contract has been awarded to W. F. Holt and Sons of Nashville for construction of the new WSM Grand Ole Opry House there.

Designed to replace the 79-year-old Ryman Auditorium which has housed the station's Grand Ole Opry since 1942, the building will seat 4,400, is to be air conditioned, and will total 147,270 square feet.

Included within the structure, but functioning separately from the Opry, will be a 300-seat studio equipped with broadcasting and video-tape facilities.

Construction will begin immediately, and is expected to be completed in 27 months.

The new Opry House is part of Opryland USA, a 360-acre, $28 million entertainment and recreation complex under development by WSM (AM)'s parent, NLT Corp., Nashville. A parkland portion of the complex is due to open next spring.

The medium is the maker

Has television, the informer, become reality?

To the historian, television is chronologically a yearling, esthetically a Methuselah. Now catering to a second generation of viewers with criticism, much of it negative. The volume and nature of these condemnations enhance the irony of John S. Margolies's and William Adler's contradictory philosophy on the medium.

Messrs. Margolies and Adler, both 31, are the co-founders and sole members of Telethon, a West Coast production company "formed to analyze and expound the reality of the communications environment." Through Telethon, they have created a documentary photographic project which they call "The Television Environment." It is currently being exhibited in five museums in the U.S. and Canada under the auspices of the American Federation of Arts.

The physical appearance of John Margolies and Billy Adler belies, to an extent, their attitude—at least in regard to television, which they both extol as an integral part of their lives. Their long hair and casual attire visually designate them as part of the contemporary mass of youthful dissenters which has generated a prominent portion of the current assault on television. But one of the principal purposes of Telethon, as is evident in "The Television Environment," is to defend television as an informational entity. As Mr. Margolies puts it: "When critics talk about television, they don't talk about what is on the air; they discuss what should or shouldn't be."

"The Television Environment" is a kaleidoscopic visual experience. Seated in a darkened gallery, the viewer (or participant, as the creators would rather identify him) is bombarded with photographic projections. Situated about the room are 12 carousel slide projectors which simultaneously screen still photographs on the walls. At the same time, several color-TV sets in the room are tuned to local programming. The slides, 1,000 in all, were photographed over a three-year period off a 23-inch Motorola color-television set. They are organized in 12 categories: President Nixon: events (moon shots, weddings, funerals, eclipses, etc.); news (news, sports and weather, as seen on news programs); sports (live or taped TV programs of sports events); products and commercials; Vice President Agnew and program titles; personalities (with names superimposed on the picture); personalities (show business and non-show business); beauty contests; game shows; and test patterns, station logos, parades and miscellaneous material. As the slides are slowly changed, the TV sets provide a sense of immediacy, put the slide images in context and supply background sound.

Telethon gave an abbreviated demonstration of "The Television Environment" before the FCC two weeks ago, at the invitation of Commissioner Nicholas Johnson. Only one slide projector was used. Showing a slide taken off a Los Angeles station last year, Mr. Margolies commented: "The California earthquake took place for one minute. I was there. Then I turned on the TV and watched it for 14 hours. It terrified me. And amid projections of New Year's Eve at Times Square, the Eisenhower funeral and Tiny Tim's wedding, as documented on national television: "Television has changed our perspective more than anything else in the history of man. It makes us think in 30-second intervals."

Messrs. Margolies and Adler believe that people now doing commercial television are artists in the highest sense of the word. "Their intention is mass appeal and their esthetic is the creation of something that must be exactly the same yet completely different; something instantly fascinating and totally forgettable."

Too often, they say, critics "inject their own values and judgments upon TV, thinking of it in traditional entertainment forms such as movies and plays." But television, they feel, "has created its own distinct reality," and those who watch it are, for the moment, part of that reality.

Political plugs result in FCC 'censure'

A personal endorsement over the air by the president of WJOB (AM) Hammond, Ind., of several political candidates on the day before local primaries has resulted in a formal censure against the station by the FCC.

The commission's action stems from a complaint by Richard A. Carr against Julian Colby, president of Colby Broadcasting Corp., the WJOB licensee. The complaint stated that Mr. Colby had endorsed mayoral candidates in the Indiana cities of Gary, Hammond, East Chicago and Whiting in the course of an interview program last May 4. The station subsequently repeated the endorsements on six newscasts the same day.

WJOB contended that no violation of the fairness doctrine or Section 315 had taken place, since it felt that Mr.
Colby’s statements reflected his personal opinion and not that of the station, which has a policy against editorializing on political contests. The station said it had given adequate time to the issue following the primaries and two weeks before the actual election. Mr. Carr had complained that WJOB afforded no reply time.

The commission ruled that although Mr. Colby’s comments might not have been labeled as editorial matter by the station, such an endorsement is indistinguishable from an actual editorial when it is made by the president and controlling stockholder of a licensee. WJOB was required under both Section 315 and fairness to furnish reply time to opposing candidates, the FCC said.

Although the commission imposed no fine on the station, determining that the case in question was a matter of “first impression,” it warned the licensee against any further occurrences.

More snags on format changes

Two station sales involving alteration of programming are protested at the FCC

The FCC has again been called upon to delve into the touchy subject of format changes in radio stations that come as a result of transfer of ownership.

The commission last week was petitioned to deny the pending sales of KOGO-FM San Diego, from Time-Life Broadcasting to Kelly Broadcasting Inc., and of KBTR(AM) Denver, from Mullins Broadcasting Corp. to Mission Broadcasting Corp. Both sales are spin-offs of major station-transfer deals, the San Diego transaction being a condition of the sale of Time’s five television stations to McGraw-Hill Inc., and the Denver action subsequent to the purchase of Mullins’ KBTV(TV) Denver and KARK-TV Little Rock, Ark., by group-owner Combined Communications Corp.

The petitioner in the San Diego case is that city’s chapter of the National Business League, an organization working for the advancement of minority business enterprises, which objected to Kelly’s proposed abandonment of KOGO-FM’s 70% classical-music format, in favor of “contemporary” music. The challenger also cited what it termed as a potential “substantial curtailment of program services” on the station if Kelly is authorized to assume ownership.

The petition to deny the KBTR sale was filed by the licensee of KLAK(AM) Lakewood, Colo., a Denver suburb. KLAK told the commission that Mission’s plan to discontinue KBTR’s all-news format and substitute “modern country” programming would be a disservice to listeners in the Denver market. It also acknowledged that the proposal would have a harmful effect on its own business, KLAK being a full-time country-and-western operation.

In both cases, the two stations’ existing formats are unduplicated in their respective markets.

In the San Diego petition, NBL alleged that although Kelly Broadcasting has expressed an intention to increase KOGO-FM’s weekly broadcast time by 23%, it also plans to reduce local and regional news by 47%, national news by 74%, public affairs by 26%, and miscellaneous program fare by 53%.

Although Kelly consulted some community leaders as part of its community-needs ascertaining showing, NBL said, the company relied to a great extent on an ascertaining survey conducted by Opinion Research Corp., a McGraw-Hill subsidiary, for the parent company’s acquisition of KOGO-TV San Diego from Time-Life.

The challenger also offered rebuttal to Kelly’s contention that classical music has failed to attract a sufficient following in the San Diego market. And it claimed that the buyer’s proposed solution to the problem—by donating KOGO-FM’s classical-music library to noncommercial KPB5-FM San Diego—is an inadequate alternative to the present programming offered by KOGO-FM. Calling Kelly’s proposal “a gesture of self-proclaimed magnanimity,” NBL pointed out that KPB5-FM’s program director had written in an affidavit included in Kelly’s transfer application that his station would only be able to program classical music “as operating funds become available.” NBL drew the conclusion from this statement that any substitution of KOGO-FM’s classical format on KPB5-FM is “purely speculative. A gift of records does not replace services lost,” it added.

The KOGO-FM challenge last week was the third petition to deny filed in connection with the Time/McGraw-Hill deal. The sale of Time’s WFBM-TV Indianapolis; WDOS-TV Grand Rapids, Mich.; KLZ-TV Denver; KEMQ-TV Bakersfield, Calif., and KOGO-TV to M&H has been separately opposed by two citizen organizations—a Denver-area black group and a coalition of Mexican-American organizations.

In the Denver challenge, KLAK urged

SOUL SEARCHING

There’s a lot of talk about it. How many of us do it?

Soul searching is what happens when we try to figure out the ratings. Why are we No. 1 in our market, or as the case may be, sometimes No. 3 or 4?

Soul searching is the business of M & H, and we search out the heart, soul, affection and defection of audiences toward stations. The audience knows why it likes your station and why it doesn’t, person by person, program by program. Since the viewers and listeners spend far more time with the stations than anyone in management, they are amazingly honest and articulate about what they like or dislike. Ratings only tell you how you make out with these audiences, not WHY.

We find out why through the use of the social scientist and in-home, in-person interviewing. But we do a lot more during the course of the year—we work for you. We make specific recommendations for change, monitoring you and your competitors on a regular basis. We make sure that constructive change occurs to get things going in the right direction—and keep it that way. We literally harass you into improving.

There is a lot more to it though, and it doesn’t fit in an ad. Give us a call for a presentation, with absolutely no obligation on your part.

McHugh and Hoffman, Inc.

Television & Advertising Consultants

430 N. Woodward Avenue
Birmingham, Mich. 48011
Area Code 313
644-9200

Broadcasting, Oct. 25, 1971
the commission to designate Mission's sale application for hearing, or to deny it outright, because the buyer "has made no effort" to show how the proposed format change would benefit the public, or how the elimination of what Mullins has called the "unique service" afforded by KBTR's news format can be justified.

In addition to reducing KBTR's news programming by 60%, KLAK charged, Mission is contemplating reducing the station's news staff to three personnel.

The challenger also raised a financial issue in the proposed sale. Pointing out that Mission has estimated its first-year operating expenses to be $2.6 million but has a bank commitment of only $2 million, KLAK argued that Mission should "at the very least" supply the FCC with more recent financial data.

In both cases last week, the petitioners cited two decisions by the U.S. Court of Appeals for the District of Columbia, in which the court overturned the FCC's grant of the transfers of WGKA-AM-FM Atlanta and WONO-FM Syracuse, N.Y. Both cases involved a proposed abandonment of a classical music format. Following remands by the court, the principals in the WGKA case reached accord with a challenging citizen group and that sale was granted (BROADCASTING, Aug. 30); WONO is still pending before the commission.

CBS-TV buys Lombardo special

ABC Films Inc. reported last week it has sold its annual 90-minute special, New Year's Eve with Guy Lombardo, to CBS-TV, marking the first time in six years the ABC Films-produced program has been bought for network release. Kevin O'Sullivan, president of ABC Films, said the special also has been bought by the Canadian Broadcasting Corp., also the first time a network sale on its show has been made in Canada. Last year New Year's Eve was syndicated to 115 stations. It is presented live from 11:30 p.m. to 1 a.m.

Trying to fend off challengers

KGGM-TV offers bolstered programming to appease two denial petitioners

The licensee of KGM-AM Albuquerque, N.M., now faces with two renewal challenges, has proposed a formidable list of additions to its public-interest programming in an apparent effort to appease both challenging citizen groups and the FCC.

New Mexico Broadcasting Co., in a written opposition to the two petitions to deny, last week told the commission that the proposals outlined in a supplement to its renewal application, which it simultaneously filed, "render moot" most of the allegations of the two petitioners groups. Challengers Alliance Federal de Pueblos Libres and Coalition for the Enforcement of Equality in Tele- vision and Radio Utilization of Time and Hours (CEETRUTH) have contended that the station is deficient in minority-interest programming and is guilty of discriminatory employment practices.

The new proposals came in the wake of a further community-needs ascertainment survey in which KGM-AM said it conducted in-person interviews with 82 community leaders and a poll of the general public.

Among the programming alterations the station proposed were the implementation of a five-minute interview program Monday through Friday, with guests involved in combatting community problems; a 30-minute bimonthly interview and discussion program which would "allow ethnic minorities to present relevant topics; (KGM-AM TV said this program could be increased to three or four times monthly if necessary, and a bimonthly half-hour program featuring interviews with notable visitors to the area. KGM-TV also said it would air more extensive news and public-affairs programming, including four hours of religious fare per week.

Comparatively, KGM-AM TV said, the new programming proposals would place the station first in news programming, public-service announcements and "other" areas, against the three other area commercial stations presently up for renewal. The other three are KBOT-TV, (whose renewal has also been challenged by Alianza) and KOTV-TV, both Albuquerque, and KBTR-FM Roswell, N.M. Against these three, KGM-AM TV said, it would rank second only to KOTV-TV in public-service programming.

In terms of its past programming, the station said, it ranks first in news and "other" programming, second in PSA's and third in public service, compared with the same three stations.

KGM-AM TV also refuted the employment-discrimination charges, maintaining that it has hired a higher percentage of Mexican-American workers than any other station in the area. Out of a total of 57 staff members, the station said, six chicos are employed full time, three part time and two serve in a supervisory capacity.

ABC wants Congress in on program-license issue

ABC has suggested that Congress enter into the controversial area of governmental intervention in programming matters. The network asserted last week in comments filed in an FCC Inquiry seeking to define "superior service" as it applies to broadcast stations at renewal time, that in light of current ambiguities in the Communications Act regarding the relationship of government and programming, there is a need for further legislation in this area.

In wake of the current tide of renewal challenges and competing applications from citizen groups, calling on the FCC to impose sanctions against stations whose past programming has allegedly been substandard, the time may have come for "some definition of programming performance or some relationship between government licensing and programming." ABC said. It added, however, that this is not "an undertaking which the commission should discharge alone." The matter is "so fundamental and important" that Congress should be sought as a final arbiter.

Under the present standards set forth in the Communications Act, ABC said, the FCC is operating under standards which, in relation to programming, are "no more definite or certain than 'public interest.'"

"The years have not produced," ABC said, "either commission decisions or policy statements which have, in any
meaningful way, given greater specificity or definiton to the vague standard." Likewise it pointed out, Congress did not address itself in specific terms to the matter of programing in implementing the Communications Act and has not done so in subsequent years.

Johnson urges ACT to action

He says movement to upgrade children's TV needs aggressiveness

FCC Commissioner Nicholas Johnson last week told a consumer symposium that he fears the broadcasting industry, "with a little improvement and a lot of publicity," believes it can defuse the movement to change commercial television programing aimed at the young.

Mr. Johnson said: "The consumer movement must now confront the problem of sustaining its impact. It will only happen if groups . . . aggressively act where [their] special talents have the most useful impact. I can think of no area where this is more true than in appraising and changing the performance of commercial television as it affects children."

Speaking at the second National Symposium on Children and Television, sponsored jointly by Action for Children's Television and the American Academy of Pediatrics, the commissioner urged ACT and similar groups not only to work "upward" toward the broadcast industry and government, but also to work "downward" in dealing with individual children and parents, "sensitizing them to the problems caused by the present performance of television."

One suggestion the commissioner made was that rather than encouraging commercial programing to do more and better children's programing, perhaps the inherent conflict between merchandising and children's entertainment and education ought to be recognized and the networks forbidden to do any children's programing. "Maybe someone else should prepare the programs, not at the network's expense, and run them on commercial television (without commercials)—or only on public television."

Or, Mr. Johnson suggested, if advertising has to be allowed in conjunction with children's programing, why not substitute "institutional" advertising in place of product advertising. "For example, General Foods would use its commercial time to sell children on the sterling moral quality of the corpora- tion, rather than the energy levels of its latest sugar-frosted, multicolored break-fast cereal."

Another highlight of the meeting, held at the Palmer House in Chicago Oct. 16, was a workshop session. Ray Hubbard, vice president for programing for Post-Newsweek stations, explained his company's experiment of clustering commercials at the beginning and end of children's programing. Dr. T. Berry Brazelton, pediatrician and author, detailed some of the observable effects on children of different ages "by a medium as powerful as television."

Dr. Brazelton urged a "creative approach" to the use of television for children. Cable and cartridge television offer a valuable possibility for educational programs, he said. "Parents can choose constructive programs designed for age-appropriate learning situations."

Dr. Brazelton participated in a forum on media at a 1970 White House conference. He told the workshop that the forum's demands "centered around a multidisciplined, federally funded organ of the government which created, supervised, researched and controlled programs for children." Personally, he said, he didn't care if the execution of such a program were private or public, "but I am sure that you and I are necessary to its proper execution."

He urged the participants to meet their responsibility for the influence of television on future children.

Moving day for Four Star

Four Star Entertainment Corp. is moving its booking, film and tape depart- ments from New York to southern California on Nov. 1, it was announced last week. The booking department will be based within the facilities of Four Star International, the parent company, at 400 South Beverly Drive, Beverly Hills, Calif. 90212. The film and tape operations will be located at 948 Sycamore Street, Hollywood 90038. Four Star Entertainment Sales headquarters will remain in New York under Harvey R. Reinstein, vice president, national sales. On Nov. 1, it will relocate at 240 East 55th Street, New York 10022.

Emmy gets in shape for next year

One-city origination again; more recognition will be given documentaries

Plans for the telecasting of the 1971-72 Emmy Awards, including new rules and new award categories, were announced last week by the National Academy of Television Arts and Sciences.

Robert Lewine, paid president of the academy, said that the 24th annual Emmy telecast will originate exclusively from Hollywood next year as in 1971 because of "the tight economy." In previous years the program originated from Hollywood and New York. He said the tentative date for the telecast is Sunday, May 14, 9:30-11 p.m. Under a rotation system, the Emmy program will be carried on CBS in 1972; ABC, 1973 and NBC, 1974.

Mr. Lewine reported that the academy is negotiating with the three television networks for a three-year contract to begin in 1972. He said that previous contracts have been for six years but the Academy felt a shorter contract would be beneficial to it because inflation had eroded the rights price over a longer period.

The academy has decided on new entry and voting procedures in the news and documentary field, Mr. Lewine said. Producers, writers and directors of news and documentary shows may submit their own programs for consideration by the awards committee, he pointed out, differing from the past when only the networks could submit network shows in these areas.

Mr. Lewine said that the academy
still favors a separate telecast for documentaries, but conceded that "the time is not right for its sponsorship because of the economy." He said he was hopeful that a separate telecast for documentaries would be feasible by 1973.

Three new entertainment categories have been set for the 1971-72 awards: "outstanding achievement by a performer in music or variety"; "outstanding achievement in daytime drama" and "outstanding achievement in religious programming." These previously were included in other categories.

Tighter ratings contest in the fourth week

The TV networks were within one percentage point of one another as the new-season ratings race narrowed appreciably in the fourth week (Oct. 4-10).

CBS-TV continued as the front-runner with an average rating in the Fast Nielsen report of 19.6. ABC-TV and NBC-TV were tied at 18.6. (ABC computed the averages a shade differently by excluding network analyses of the President's talk on phase II of the economic policy. On that basis, CBS had 19.7, ABC 18.8 and NBC 18.7.)

Though CBS won the averages, it took but one night of the week, Saturday, while ABC and NBC had three nights each: ABC had Tuesday, Friday and Sunday; NBC had Monday, Wednesday and Thursday.

NBC's Mystery Movie, new this season, was in the top-10 listing for the second week in a row. Two ABC shows, Marcus Welby and Movie of the Week, were first and second in the listing. Next came NBC's Flip Wilson, CBS's All in the Family, Mystery Movie and Gunsmoke, NBC's Adam-12, ABC's Sunday Movie, and CBS's Mannix, Here's Lucy and Medical Center tied.

Other new shows in the top-40 list: Funny Face (CBS), up from 18th to 13th in show rankings (fourth week compared with third week); CBS Sunday Movie, down from 3d to 17th; Dick Van Dyke (CBS), up from 21st to 19th; O'Hara, U.S. Treasury (CBS), up from 42d to 29th; Longstreet (ABC), from 32d to 31st; Night Gallery (NBC), from 42d to 36th; Cade's County (CBS), down from 20th to 38th.

Also among the new entries, CBS's Cannon and NBC's Nichols, slipped below the top 40 but remained above the 50 level in show ranking. Also in that area were NBC's Jimmy Stewart and Sarge, and ABC's Owen Marshall. Down in the listing were ABC's Movie of the Weekend, NBC's D.A. and CBS's Bearcats! At the tail-end were NBC's Good Life, CBS's Chicago Teddy Bears and ABC's Man and the City.

Football scores on Monday

ABC's Monday Night Football broke into the top-15 ranking in the Nielsen's Fast national report for Oct. 4-10. Professional football on Oct. 4 (Cleveland Browns and the Oakland Raiders at Cleveland) scored with a 21.6 rating and 36% share of audience. This was the third outing this season for Monday-night pro football. In the first and second telecasts, football ranked 27th in the show listings. In the previous week it had a 19.0 rating and a 33% share.

The syndicated Santa

The Flight of Santa One, seven 30-second television progress reports on Santa Claus's trip from the North Pole this Christmas, is being placed into national syndication by Fairman Productions, Milwaukee.

Each of the reports, a take-off on Apollo flight coverage, is produced so that each local station can customize it to show Santa's progress to its home city. The reports feature live actors and animation in color on video tape or film. The package includes one 10-second spot, five completely produced 30-second video-tape segments and one animated "radar" film with scripts for local station production of the final two progress reports.

Fairman Productions, is at 811 East Wisconsin Avenue, Milwaukee 53202.
Color TV's still selling well

Color TV set sales by distributors to dealers were up 25.9% for the first nine months of the year compared to the same period last year, the Electronic Industries Association reported last week. Black-and-white TV sets were 8.4% ahead for the period, with total TV set sales 17.2% above sales last year.

Radio sales for the January-September period were 15.2% ahead of sales for the same period in 1970, with FM set sales registering a 23.4% increase, and automobile set sales up 21.3%. The only decline for the nine-month period was in AM home radio set sales; down by 1.4%.

For nine months ended Sept. 30:

<table>
<thead>
<tr>
<th></th>
<th>1971</th>
<th>1970</th>
</tr>
</thead>
<tbody>
<tr>
<td>Television</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Color</td>
<td>4,074,502</td>
<td>3,208,842</td>
</tr>
<tr>
<td>Black and white</td>
<td>3,437,674</td>
<td>3,171,341</td>
</tr>
<tr>
<td>Total</td>
<td>7,512,176</td>
<td>6,380,183</td>
</tr>
<tr>
<td>Radio</td>
<td></td>
<td></td>
</tr>
<tr>
<td>AM home</td>
<td>3,358,255</td>
<td>3,407,289</td>
</tr>
<tr>
<td>FM home</td>
<td>2,647,255</td>
<td>2,144,220</td>
</tr>
<tr>
<td>Auto</td>
<td>7,667,974</td>
<td>8,356,361</td>
</tr>
<tr>
<td>Total</td>
<td>13,694,354</td>
<td>11,888,490</td>
</tr>
</tbody>
</table>

International

England also has broadcast-news problems

'Independent' review panel is set up to overview BBC's handling of complaints about programs

The BBC has established an independent three-man appeals commission for viewer complaints. The move, seen by some as an ounce of internal prevention to stave off a less desirable pound of external control, comes on the heels of recent criticism of the BBC's reporting and editing techniques in the production of Yesterday's Men (Broadcasting, July 12, Aug. 16) and other news coverage.

The panel—named by Lord Hill, chairman of the BBC board—will review grievances against BBC handling of viewer complaints, rather than deal with the complaints themselves. The panel includes Lord Parker, 71, former lord chief justice, Lord Maybray-King, 70, former speaker of the House of Commons and Sir Edmund Compton, 68, former parliamentary commissioner for administration.

The quasi-independence enjoyed by the panel will extend to the appointment of its own staff and nomination of successors after the group's three-year charter expires. However, its power is limited to viewer appeals and it will have no say in matters of taste and morals. Further, BBC action on panel findings is subject to prior consideration by the corporation's board of governors.

Until the appointment of the three-man panel, the BBC had no independent place to register, review and acknowledge complaints.

Reaction to the panel has been no less vociferous than the initial outcries against the BBC itself. Some feel the panel goes too far down the road toward government regulation, others feel it stops far short of needed restraints.

Hugh Greene, controversial director-general of the BBC from 1960 to 1969, and board member until last August, expressed horror over the establishment of the panel, calling it "cowardly," and insisting that politicians can "look after themselves." He said the panel was a "deplorable surrender by the BBC board of its responsibility and authority." He further warned, "The public will be the sufferers if conformity and safety and the timid avoidance of offense at all costs now become the watchdog at the BBC." If the three "wisemen" chosen were "younger and more liberal," he said, he would have found the move less objectionable. "But I'm still against it in principle."

Evelyn King, Conservative MP, has called for Parliament to take action against the "elitist minority" he sees in control of the BBC. That same "elitist minority," he contends, is propagating a "philosophy of failure" by selective journalism which points up shortcomings and failures of British efforts in welfare, health and housing.

Heard—but barely—above the shouting are suggestions for an external council to sit in judgment on BBC programming. Julian Critchley, a Conservative MP, has recommended an impartial body like the Press Council, which hears grievances against newspapers. Tainted news and documentaries, he feels, are "an attack on the liberal consensus" in Britain. "This is an attack, not an attack," he said. "Television Man hasn't been the Left—in a trend if not an ideological sense."

But perhaps the swing to the left is but a pendular action, and the criticism a counterbalance. Jeremy Isaacs, director of current affairs programs for

BROADCASTING, Oct. 25, 1971
Thames TV, a commercial station, notes the fact that in the past decade "taboos were shattered," and the BBC liberalized. "Of course it led to excesses. Now many think the barriers came down too fast. " And they are reacting.

Phillip Whitehead, television producer and Laborite MP, stands on the middle ground in the controversy. He sees the recent criticism leveled against the medium as a sign that "Agnewism is beginning to rise in this country, and we should be concerned about this."

Mr. Whitehead favors the establishment of an independent body to handle viewer complaints, but is certain that the BBC-appointed group is not the answer. "You ought to have some way of dealing with this arrogance" found in bright young producers and writers, Mr. Whitehead said, but he fears that the appointed group will serve to pacify only those at the peak of power, and not the bottom people."

Mr. Whitehead calls for a Broadcasting Council, an elected cross-section of industry and laypeople, to deal with complaints from all quarters—broadcasters as well as viewers.

It is apparent that the BBC action to establish the appeals commission is not pleasing all of the people. But whether outside pressure will force Parliament to implement external controls is uncertain. In a speech delivered Oct. 1 before the convention of the Radio-Television News Directors Association in Boston, current BBC Director-General Charles Curran said the BBC "firmly resisted the imposition of any such body as an external Broadcasting Council with power to tell us what our standards should be. Responsibility for setting standards and for applying them must be in the same hands." The question remains—will others agree.

**Harder times also hit Canadian broadcasters**

The Canadian television industry, on the whole, lost less ground financially in fiscal 1970 than did its U.S. counterpart. An over-all increase in total revenues of 4% was offset by an increase in total expenditures of 11%, leaving the Canadians with a loss of 7% ($4.3 million) in income from that of 1969, according to figures released by the Canadian Association of Broadcasters.

U.S. television total income declined 18% in 1970 according to the FCC's official accounting (Broadcasting, Sept. 6), down some $100 million from 1969.

Some 35% of Canadian TV operations reported profits which averaged $11,972; 41% earned $128,460 and the top 24% reported profits of $867,657. This top 24% (16 stations) earned almost 73% of the industry's revenues.

In 1969, 43 Canadian radio stations with under $100,000 annual revenue lost an average of $5,801; in 1970, loosers jumped to 94 radio stations, with the average loss rising to $13,178. The total number of stations climbed to 338 from 329.

A profit of $20,000 was reported by 29 stations grossing $200,000 to $250,000 while 79 stations in the $250,000-to-$750,000 range earned less. Total radio revenue from sale of air time rose some 6% over 1969. About 45% of radio stations earned nearly 80% of the operating revenues realized by the industry. An average profit of less than $2,021 was declared by some 80% of privately owned Canadian radio stations. (All figures used are before federal income tax.)

### Coming from Europe: the video disk

**German-British development promises low cost and high-quality image**

London Records Inc., New York, plans to demonstrate in the U.S. next April a color video disk with player that promises to provide high picture quality at a cost considerably below that of other systems.

Leo H. Hofberg, manager of special projects, London Records, a wholly owned subsidiary of British Decca, Lon, said that demonstrations are scheduled tentatively for next spring in New York, Chicago, Los Angeles, Washington and Houston. The new color video-disk system was shown in Berlin last June 24. The disk and player, according to Mr. Hofberg, were developed by a team of engineers from A.E.G.-Telefunken, and Teldec, which is owned jointly by British Decca and A.E.G.-Telefunken in West Germany. Mr. Hofberg reported that many top U.S. manufacturers have approached London Records with a view toward obtaining licensing agreements for the player and the color disc. He said the new system is expected to be placed on the market in mid-1973. A black-and-white disk with player was shown in the U.S. in the fall of 1970.

The basic material used for the video disk is a very inexpensive type of plastic foil, according to Mr. Hofberg. He said that in addition to the low cost, the advantages of the video disk are ease of mass production, random access of required passages, ease of handling, operation and storage, stop-frame and short-sequence repeat facilities. He said the pressing cost of a disk seven inches in diameter, is 24 cents (not including the cost of programming), and goes down radically on heavy production runs. Film and tape programming are transferrable to the disk, he explained.

The players are of simple but strong construction, Mr. Hofberg said, and will be available in three different models. A manually operated black-and-white player is expected to cost from $120 to $125; a manually operated color player, from $250 to $275 and a fully automatic, magazine load with a change of cycle of less than one second, $350 to $375.

Mr. Hofberg said that the picture quality is guaranteed by a horizontal resolution of 250 lines which corresponds to a video band width of 3 mhz. The signal-to-noise ratio is better than 40 db. He said the sound is embedded in the same groove as the picture.

Mr. Hofberg stressed that the cost of the new player will be considerably cheaper than players from other companies, which he said range from $800 to $1,000.

He envisions applications for the video disk with player in mass home entertainment, business education, advertising and publishing (disks inserted within magazines), and cable television.

### Canada sets rules on ads for children

An eight-point code for advertising on children's TV programs has been adopted by the Canadian Association of Broadcasters.

The code is effective immediately, although current commercials may continue to be used until Jan. 1, 1972. Enforcement is in the hands of a Children's Advertising Section of the Canadian Advertising Standards Council. CAB members may not carry advertisements found to be contrary to the code.

Premised on the understanding that children under 12 are not able to discriminate completely, and that they cannot be expected to have a rational scale of economic values, the basic guidelines provide that advertisements respect a child's imagination and should not exaggerate service, product or premium characteristics or stimulate unreasonable expectations of performance; avoid urging children to purchase or urge their parents to purchase; should not use personalities on children's programs or nationally known persons to promote products; should be clear and complete about prices; use no comparison claims; avoid unsafe acts; abjure reflections of disdain for parents or parental judgment; not imply that possession of the product makes the owner socially superior, or vice versa.
How cable looks to Wall Street
A $5-billion business in the 1970's, reports brokerage research firm

The emergence of the cable-television industry as a major national medium for home entertainment and advertising, and as a strong competitor to the broadcast networks during the 1970's, was predicted last week by Equity Research Associates. The firm is a division of Halle & Stieglitz, a member of the New York Stock Exchange.

A 48-page analysis by the brokerage company forecasts that investment in the industry will approach $5 billion in the coming decade and that CATV will "far outpace video cassettes as a home medium." The greatest growth of CATV systems will come in metropolitan areas in answer to the need for more viewing channels and greater program diversity, the ERA report prophesies.

The analysis cites these recent developments as contributing to the growth of cable television: The FCC's proposed rules that would allow distant TV signals to be imported into the top-100 markets; the arrival of domestic satellites and private microwave networks over the next three to four years, making "it possible to tie cable systems together into programing and advertising pools"; the potentiality for pay television through the use of encoders and leased subscriber channels, enabling cable TV to compete with the broadcast networks and theaters in exhibiting first-run movies and sports events, and a "growing maturity and scale in the cable industry, making it possible for operators to finance construction of major systems."

The report warns that "not all of today's firms will share in the coming growth markets." It adds that leadership in the future "will come from exploitation of the major metropolitan markets by forward-looking companies which plan to apply available but untested technologies in building new systems."

In its survey of the cable-TV industry, ERA analyzed the performance of companies in the field and recommended those it feels are most likely to become major growth enterprises. Firms studied include American Television & Communications Corp., Viacom International Inc., Cox Cable Communications Inc., American Television & Communications Corp., and Viacom International.

MGM moves to diversify: buys ships and hotel

MGM, Culver City, Calif., unveiled major plans for diversification within the leisure field in the form of its own fleet of cruise ships and the largest hotel complex in Las Vegas.

The plans have been announced by studio President James T. Aubrey Jr. After pointing out that the firm has been in the black for the last four quarters, he said that the company would invest approximately $54 million in three cruise ships of 20,000 tons each. The ships would be built in Europe. Two would serve the East and West Coasts of the United States. The third would cruise the Mediterranean and call at other European ports. Construction on the ships is expected to be completed by 1975.

In the other half of the investment plans, MGM said it would buy the shuttered Bonanza hotel in Las Vegas and an adjacent 26 acres to construct a 2,000-room hotel complex. Estimated cost for the project is approximately $75 million. The Bonanza is owned by Kirk Kerkorian, holder of over 40% of MGM's stock. The other land is held by Realty Holding Co., Las Vegas. Total price for the property was said by Mr. Aubrey to be $6,750,000. No breakdown was provided on how much of that would go to Mr. Kerkorian.

Also announced was the election of Fred Benninger to the position of chairman of the board of MGM. Studio Executive Vice President Douglas Netter was also elected to the board at a special meeting, replacing Barron Hilton who resigned. George L. Killian resigned as board chairman and will not run for re-election, having reached the company's mandatory retirement age of 70. Mr. Aubrey also announced that the board would be reduced from 11 members to nine.

Company Reports

- Gross Telecasting Inc., Lansing, Mich., group broadcaster, announced last week a 13.5% rise in net income for the first nine months of 1971, as compared to the similar period a year ago.

- Also announced was a quarterly dividend of 17½ cents per share on the common and common B stock, payable Nov. 10 to stockholders of record Oct. 26.

For the nine months ended Sept. 30:

<table>
<thead>
<tr>
<th></th>
<th>1971</th>
<th>1970</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings per share</td>
<td>$0.85</td>
<td>$0.74</td>
</tr>
<tr>
<td>Revenues</td>
<td>3,873,792</td>
<td>3,461,973</td>
</tr>
<tr>
<td>Net income</td>
<td>642,066</td>
<td>586,916</td>
</tr>
</tbody>
</table>

- Taft Broadcasting Co., Cincinnati, reported increases in sales and earnings for the first six months of the fiscal year to date and credited the improved performance to strong radio sales and satis-

More than a decade of Constructive Service to Broadcasters and the Broadcasting Industry

HOWARD E. STARK
Brokers— Consultants

50 EAST 58TH STREET NEW YORK, N.Y. (212) 355-0405
factory local-area television revenues.

For the first six months ended Sept. 31:

1971  1970
Earned per share $ 1.15 $ 0.70
Revenues 26,955,546 26,132,756
Net earnings 4,372,690 3,955,375

* Wometco Enterprises Inc., Miami, diversified company and group broadcaster, reported a decline in net income but a slight rise in revenues for the nine months ended Sept. 11:

1971  1970
Earned per share $ 0.64 $ 0.76
Revenues 67,574,863 67,470,307
Net income 3,708,248 4,228,974

* Creative Management Associates Inc., Los Angeles, major talent agency, reported sharp declines for the first nine months, with most of the decreases experienced during the first two quarters.

For the nine months ended Sept. 30:

1971  1970
Earned per share $ 0.41 $ 0.53
Revenues 6,652,091 6,109,749
Net earnings 396,830 564,651
Shares outstanding 968,947 1,101,042

* Cablecom General Inc., Denver, operator of CATV systems and subsidiary of group broadcaster RKO General Inc., reported a 10.7% increase in revenues but a 1.6% decline in net income for the nine months ended Aug. 31:

1971  1970
Earned per share $ 0.33 $ 0.33
Revenues 13,070,711 11,809,028
Net income 700,297 796,495

* Capitol Industries Inc., Los Angeles, whose major operating unit, Capitol Records Inc., previously announced development projects in television production, reported a slight operating profit for the first quarter of the fiscal year though gross revenues were off some 19 percent.

For the three months ended Sept. 30:

1971  1970
Earned (loss) per share $ 0.02 $ 0.17
Revenues 27,565,000 34,101,000
Net earnings (loss) 75,000 (809,000)
Shares outstanding 4,615,000 4,630,000
Note: 1971 earned per share based on income before special credit from sale of investment in Pickwick International Inc. resulting in special $2,438,000 gain, or 50.53 a share.

* Multimedia Inc., Greenville, S.C., diversified company whose interests include ownership of radio and TV stations, reported last week a 33.4% rise in net income for the third quarter of 1971, as compared to the similar period a year ago. Also announced was a rise in both revenues and net income.

For the nine months ended Sept. 30:

1971  1970
Earned per share $ 1.22 $ 0.92
Revenues 26,649,172 24,549,952
Net income 3,221,423 2,417,588

* Communications Satellite Corp. (Comsat), Washington, reported a substantial increase in operating revenues and net income for the first nine months of 1971.

For the nine months ended Sept. 30:

1971  1970
Earned per share $ 0.62 $ 0.30
Revenues 26,649,172 24,549,952
Net income 3,221,423 2,417,588

---

The Broadcasting Stock Index

A weekly summary of market activity in the shares of 113 companies associated with broadcasting.

<table>
<thead>
<tr>
<th>Stock symbol</th>
<th>Exchange</th>
<th>Closing Oct. 20</th>
<th>Closing Oct. 13</th>
<th>Net change in week</th>
<th>High 1971</th>
<th>Low 1971</th>
<th>Total market capitalization (000)</th>
</tr>
</thead>
</table>

**Broadcasting**

<table>
<thead>
<tr>
<th>Company</th>
<th>Symbol</th>
<th>Exchange</th>
<th>Closing Oct. 20</th>
<th>Closing Oct. 13</th>
<th>Net change in week</th>
<th>High 1971</th>
<th>Low 1971</th>
<th>Total market capitalization (000)</th>
</tr>
</thead>
</table>

**Broadcasting with other major interests**

<table>
<thead>
<tr>
<th>Company</th>
<th>Symbol</th>
<th>Exchange</th>
<th>Closing Oct. 20</th>
<th>Closing Oct. 13</th>
<th>Net change in week</th>
<th>High 1971</th>
<th>Low 1971</th>
<th>Total market capitalization (000)</th>
</tr>
</thead>
</table>

---

Financial Notes

* Clinton E. Frank, Chicago, made public offering of 150,000 shares at $15.50 per share on Oct. 14. The offering is being handled by an underwriting group headed by William Blair & Co. and will be sold by 64 shareholders of the agency.

* Ogilvy & Mather International Inc., New York, declared last week a regular quarterly dividend of 20 cents per share, payable Nov. 30 to shareholders of record Nov. 12.

* The Outlet Co., Providence, R.I., group broadcaster, has declared a regular quarterly dividends of $1.374 per share on 5 1/2% convertible preferred stock and 16 1/4 cents per share on common stock, both payable Nov. 3 to holders of record Oct. 15.

---

The American Stock Exchange

<table>
<thead>
<tr>
<th>Stock symbol</th>
<th>Exchange</th>
<th>Closing Oct. 20</th>
<th>Closing Oct. 13</th>
<th>Net change in week</th>
<th>High 1971</th>
<th>Low 1971</th>
<th>Total market capitalization (000)</th>
</tr>
</thead>
</table>

---

Over-the-counter (bid price shown)
<table>
<thead>
<tr>
<th>Stock symbol</th>
<th>Ex. change</th>
<th>Closing Oct. 20</th>
<th>Closing Oct. 13</th>
<th>Net change in week</th>
<th>High</th>
<th>Low</th>
<th>1971</th>
<th>Appro. shares outstanding (000)</th>
<th>Total market capitalization (000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Reeves Telecom</td>
<td>RBT</td>
<td>A 2</td>
<td>2</td>
<td>3</td>
<td>2</td>
<td>2,292</td>
<td>5,730</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rider Publications</td>
<td>RPI</td>
<td>N 25 1/4 27 1/2</td>
<td>1 1/4 28 1/4 23</td>
<td>6,065</td>
<td>206,470</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rollins</td>
<td>ROL</td>
<td>N 40 1/4 38 1/4</td>
<td>2 1/4 43 1/4 25</td>
<td>1,159</td>
<td>47,519</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rust Craft</td>
<td>RUS</td>
<td>A 43 1/4 45 1/4</td>
<td>2 1/4 48 1/4 28</td>
<td>25,174</td>
<td>2,089,442</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Schering-Plough</td>
<td>PLO</td>
<td>N 86 1/2 86 1/2</td>
<td>5 1/2 87 1/2 60</td>
<td>4,201</td>
<td>124,030</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Stover</td>
<td>SBK</td>
<td>N 26 1/4 25 1/2</td>
<td>3 1/8 33 1/2 19</td>
<td>7,257</td>
<td>377,384</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Time Inc.</td>
<td>TLM</td>
<td>N 55 59 1/4</td>
<td>4 1/2 62 1/4 40</td>
<td>0</td>
<td>1,000</td>
<td>370</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trans-National Communications</td>
<td>TNC</td>
<td>O</td>
<td></td>
<td></td>
<td>0</td>
<td>1,328</td>
<td>4,145</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Turner Communications</td>
<td>TCOM</td>
<td>O 2% 2%</td>
<td>1% 4% 2%</td>
<td>6,037</td>
<td>120,740</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Worono</td>
<td>WOM</td>
<td>N 17 1/4 18</td>
<td>1 1/2 23 1/4 18</td>
<td>Total</td>
<td>149,185</td>
<td>$5,370,620</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

**CATV**

<table>
<thead>
<tr>
<th>Company</th>
<th>Symbol</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ameco</td>
<td>ACO</td>
<td>3%</td>
</tr>
<tr>
<td>American Electronic Labs.</td>
<td>AELBA</td>
<td>8%</td>
</tr>
<tr>
<td>American TV &amp; Communications</td>
<td>AMTV</td>
<td>2%</td>
</tr>
<tr>
<td>Burnup &amp; Sims</td>
<td>BSIM</td>
<td>2%</td>
</tr>
<tr>
<td>Cablecom-General</td>
<td>CGCG</td>
<td>1%</td>
</tr>
<tr>
<td>Cable Information Systems</td>
<td>CISI</td>
<td>1%</td>
</tr>
<tr>
<td>Citizens Financial Corp.</td>
<td>CFCF</td>
<td>1%</td>
</tr>
<tr>
<td>Columbia Cable</td>
<td>CBAB</td>
<td>1%</td>
</tr>
<tr>
<td>Communications Properties</td>
<td>COMU</td>
<td>1%</td>
</tr>
<tr>
<td>Cox Cable Communications</td>
<td>CXC</td>
<td>1%</td>
</tr>
<tr>
<td>Cypress Communications</td>
<td>CVPR</td>
<td>1%</td>
</tr>
<tr>
<td>Entron</td>
<td>ENT</td>
<td>1%</td>
</tr>
<tr>
<td>General Instrument Corp.</td>
<td>GIC</td>
<td>1%</td>
</tr>
<tr>
<td>General</td>
<td>STER</td>
<td>1%</td>
</tr>
<tr>
<td>Tele-Communications</td>
<td>TCOM</td>
<td>1%</td>
</tr>
<tr>
<td>Telepromoter</td>
<td>TPL</td>
<td>1%</td>
</tr>
<tr>
<td>Television Communications</td>
<td>TVCM</td>
<td>1%</td>
</tr>
<tr>
<td>Viacom</td>
<td>VIA</td>
<td>1%</td>
</tr>
<tr>
<td>Viola</td>
<td>VIK</td>
<td>1%</td>
</tr>
</tbody>
</table>

Total 49,130 $864,545

**Programming**

<table>
<thead>
<tr>
<th>Network</th>
<th>Symbol</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>CBS</td>
<td>C 17 1/4</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Disney</td>
<td>DIS</td>
<td>17 1/4</td>
</tr>
<tr>
<td>FNN</td>
<td>FNN</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Four Star</td>
<td>FST</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Gulf &amp; Western</td>
<td>GWG</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Kinney Services</td>
<td>KIN</td>
<td>17 1/4</td>
</tr>
<tr>
<td>MCA</td>
<td>MCA</td>
<td>17 1/4</td>
</tr>
<tr>
<td>MGM</td>
<td>MGM</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Music Makers</td>
<td>MM</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Tele-Tea Productions</td>
<td>TEP</td>
<td>17 1/4</td>
</tr>
<tr>
<td>TransAmerica</td>
<td>TAN</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Transamerica</td>
<td>TMC</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Walter Reade Organization</td>
<td>WRT</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Warner</td>
<td>WCO</td>
<td>17 1/4</td>
</tr>
</tbody>
</table>

Total 146,666 $4,203,195

**Service**

<table>
<thead>
<tr>
<th>Company</th>
<th>Symbol</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>John Blair</td>
<td>JB</td>
<td>17 1/4</td>
</tr>
<tr>
<td>ConSat</td>
<td>CNS</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Creative Management</td>
<td>CMA</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Doyle Dane Bernbach</td>
<td>DDBN</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Eniks Institute</td>
<td>ENK</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Foote, Cone &amp; Belding</td>
<td>FCN</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Grey Advertising</td>
<td>GREY</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Interpublic Group</td>
<td>IPG</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Marvin Josephson Assoc.</td>
<td>MRV</td>
<td>17 1/4</td>
</tr>
<tr>
<td>LaRoche, McCaffrey &amp; McCull</td>
<td>LRM</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Marketing Resources &amp; Applications</td>
<td>MRA</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Moviestar</td>
<td>MOV</td>
<td>17 1/4</td>
</tr>
<tr>
<td>MPD VideoLabs</td>
<td>MPD</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Nielsen</td>
<td>NELA</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Ogilvy &amp; Mather</td>
<td>OGL</td>
<td>17 1/4</td>
</tr>
<tr>
<td>PKL Co.</td>
<td>PKL</td>
<td>17 1/4</td>
</tr>
<tr>
<td>J. Walter Thompson</td>
<td>JWT</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Transmedia International</td>
<td>TMI</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Wells, Rich, Greene</td>
<td>WRC</td>
<td>17 1/4</td>
</tr>
</tbody>
</table>

Total 38,254 $1,192,009

**Manufacturing**

<table>
<thead>
<tr>
<th>Company</th>
<th>Symbol</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>Admiral</td>
<td>ADL</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Ampex</td>
<td>APX</td>
<td>17 1/4</td>
</tr>
<tr>
<td>CAE Electronics</td>
<td>CAE</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Collins Radio</td>
<td>CRI</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Computer Equipment</td>
<td>CEC</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Convac</td>
<td>CVA</td>
<td>17 1/4</td>
</tr>
<tr>
<td>General Electric</td>
<td>GE</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Harris-Intertype</td>
<td>HIN</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Magnavox</td>
<td>MAG</td>
<td>17 1/4</td>
</tr>
<tr>
<td>IM</td>
<td>IMN</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Motorola</td>
<td>MOT</td>
<td>17 1/4</td>
</tr>
<tr>
<td>RCA</td>
<td>RCA</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Reeves Industries</td>
<td>RIS</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Telamtron</td>
<td>TIM</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Westinghouse</td>
<td>WGX</td>
<td>17 1/4</td>
</tr>
<tr>
<td>Zenith</td>
<td>ZEN</td>
<td>17 1/4</td>
</tr>
</tbody>
</table>

Total 450,904 $28,552,874

**Standard & Poor Industrial Average**

<table>
<thead>
<tr>
<th>Industry</th>
<th>Symbol</th>
<th>Percentage</th>
</tr>
</thead>
<tbody>
<tr>
<td>109.15</td>
<td>110.24</td>
<td>1.09</td>
</tr>
</tbody>
</table>
Broadcast Advertising

Lucien DiSalvo, associate research supervisor, D'ArCY-MacMANus-InterMARCco, Bloomfield Hills, Mich., appointed to Pontiac account group and named VP.

Martin J. Dwyer, management account supervisor, Lennen & Newell, New York, joins Kenyon & Eckhardt there as VP and account supervisor. Ron DeLuce, art director, and George Soter, board member and management supervisor, Kenyon & Eckhardt, New York, appointed co-directors of creative services. Larry Paolucci, associate creative director, Solow-Weston, New York, appointed creative group head, K&E there. Charles E. Valentine, assistant account executive, K & E, Chicago, appointed account executive there. Gary F. Salvatore, account executive, K&E, Detroit, moves to Chicago office in similar capacity.

Donald M. Franz, from Weissman-Franz Production, New York, named VP and director of broadcast production, Clinton E. Frank, Chicago.

Richard Nagle, former national and general sales manager, KDKA-TV Pittsburgh, joins Edward Petry & Co., New York, as VP and director of special sales.

Howard Stasen, manager of Chicago office, The Christal Co. radio representative, and Joe Archer, manager of company's Detroit operations, elected VP's.

Chester R. LaRoche, VP, American Association of Advertising Agencies, New York, appointed head of the AAAA's advertising division. He succeeds Richard L. Scheidker, 55, who has taken early retirement but will continue with AAAA in consulting capacity. Mr. LaRoche joined association in August from Remington Electric Shaver Division, Sperry Rand Corp., Bridgeport, Conn. Mr. Scheidker has been with AAAA since 1946.

Edward G. Harness, executive VP, Procter & Gamble, Cincinnati, elected president. He succeeds Howard J. Morgens, elected board chairman. Change is seen as paving way for upcoming retirement of Chairman Neil H. McElroy.

Lawrence D. Dupuis, manager of on-air advertising, ABC-TV New York, appointed director, on-air advertising. Mr. Dupuis is succeeded by Frank Cutti, supervisor of TV network facilities scheduling.

Joan G. Stark, media director, John Rockwell & Associates, New York agency, joins AdCom, Quaker Oats Co.'s in-house agency, Chicago, as VP and media director.

Alex Podhorzer, with Carl Falkenhainer Advertising, Los Angeles, joins Carson/Roberts there as media supervisor.

J. Ray Padden, account executive, Metro Radio Sales, Los Angeles, appointed VP and general manager. He succeeds Tim Sullivan, who has been appointed general sales manager of Metromedia's KVLK (AM) Los Angeles.

Kenneth J. Bednar, regional advertising and merchandising manager, Jos. Schlitz Brewing Co., Milwaukee, appointed manager of advertising and merchandising services.

Bob Polatsek, copy writer, Davis, Kirby & Gray, Chicago agency, joins Campbell-Ewald there as account supervisor.

A. Roscoe Smith, research account executive, J. Walter Thompson, Detroit, joins Campbell-Ewald there as project director for marketing and research.

Ron Mitchell, account executive, Clinton E. Frank/West Coast, Los Angeles, appointed senior account executive.

Denis Hitchmough, media supervisor, Tatham-Laird & Kudner, Chicago, appointed associate media director.

Gil Schneider, local sales manager, KONC-TV Amarillo, Tex., appointed general sales manager.

Bruce Blevins, with sales staff, KSFO (AM) San Francisco, joins KVI (AM) Seattle as general sales manager. He succeeds Herbert S. Brigglin who became general sales manager at KSFO (Broadcasting, Oct. 18). Both are Golden West Broadcasters stations.

Frank J. Pursley, local-regional sales manager, WLV-AM-TV Lynchburg, Va. and Charles E. Robinson Jr., with sales staff, WLV, join WLOM (AM) there as manager and assistant manager, respectively, of sales and research department.

Robert W. McDermott, with sales staff, WSB-TV South Bend, Ind., appointed sales service director.

Robert J. Blum, sales manager, KEEN (AM) San Jose, Calif., joins KSOS-TV there as general sales manager.

Julius F. Jones, account executive, Ogilvy & Mather, New York, joins Xerox Corp., Stamford, Conn., as manager of advertising coordination and review.


John W. Beckman, with Meldrum & Fewsmit Advertising, Detroit, joins Sperry-Boom, Davenport, Iowa, agency, as account executive.

Harvey W. Clements, management supervisor, Foote, Cone & Belding, Chicago, and Thomas F. Randolph, general manager of FCB's San Francisco office, elected to board.

John F. Kraushaar, management supervisor, BBDO, Cleveland, appointed regional manager of agency's office in that city. He succeeds John H. Fogarty, who will retire next March 31.

Mr. Franz
shaar will be head of client service in Cleveland until his new appointment as manager becomes effective on Jan. 1, 1972.

Howard Nass and Jay Holland, associate media directors, Cunningham & Walsh, New York, promoted to manager of media planning and manager of spot broadcasting and of media electronic-data processing, respectively.

Ronald A. Winblad, with sales staff, WETV-AM-FM-TV West Palm Beach, Fla., appointed sales manager.

Bob Carpenter, with sales staff, WOOD-TV Grand Rapids, Mich., leaves to open Bob Carpenter & Group, national marketing service there.

William R. Rice, general manager, WDBX-AM Chattanooga, joins KXOL-AM-FM Fort Worth as sales manager.

Dennis P. Brown, with sales staff, KBIG-AM Avalon, Calif., and KBIG-FM Los Angeles, appointed local sales manager.

Joe Hibbard, with WRL-AM Freeport, Ill., joins WCCU-FM Savanna, Ill., as sales manager.

The Media

Lou Faust, president and chief operating officer, KISS-AM Los Angeles and WXEN-AM-FM Dearborn, Mich., joins Pacific and Southern Broadcasting, Denver as corporate VP.

Dick Marsh, director, broadcast operations, KXNT-TV Los Angeles, named operations director, there, responsible for broadcast and technical operations.

John T. Lawrence Jr., general manager of FM division, Taft Broadcasting, Cincinnati, appointed to newly created position of director of special projects, concerned with Taft ventures outside broadcasting.

Dick James, WBBW-AM-FM Youngstown, Ohio, elected president, Ohio Association of Broadcasters. Robert Picer, WCLT-AM-FM Newark, Ohio, and Richard E. Reed, WLHT-AM Cincinnati, elected first and second VP's, respectively. Elected TV directors for four year terms: Ken Bagwell, WJW-TV Cleveland, and Ray Spahr, WHIO-TV Dayton.

Robert G. Blow, president, WJAK-AM Jackson, Tenn., elected president, Tennessee Association of Broadcasters.

Daniel E. Gold, VP for business affairs, Post-Newsweek Stations, Washington, named VP and general manager of company's WTOP-TV Washington. He succeeds John Corporon, who has moved to New York as editor and executive producer of new broadcast service on Newsweek magazine, owned by parent Washington Post Co. Donald E. Macfarlane, general sales manager of WTOP-AM-FM, becomes general manager of stations—which Mr. Gold formerly supervised.

Mr. Gold  Mr. Macfarlane

Floren D. Thompson, manager, business affairs, KXNT-TV Los Angeles, appointed director, business affairs.


Herbert A. Claassen, account executive, ABC International TV, New York, joins Teleprompter Corp. there as advertising sales manager for the northeast and northwest regions of the CATV division.

Ronald C. Bornstein, director for university extension division, University of Wisconsin, Madison, appointed director of radio and TV and general manager of university's noncommercial WHA-AM-FM-TV there.

Norman L. Bacon, director of business affairs, KMOX-TV St. Louis, appointed director of planning-administration.

Douglas N. Jones, attorney-adviser, broadcast facilities division, FCC, Washington, joins Storer Broadcasting there as staff attorney.

Herb Hirsch, local sales manager, WIOD-AM-FM Miami, appointed station manager of WIOD-FM.

Dick Williams, program director, WAFD-AM (Middlebury, Vt.), appointed general manager.

Randy C. Smith, with staff of private club, Mt. Carol, Ill., appointed station manager, WCCU-FM Savanna, Ill.

Ronald J. Dykstra, with local sales staff, WZZM-TV Grand Rapids, Mich., appointed station manager of WZZM-FM.

A. H. (Chris) Christensen, corporate communications director for KIRO-AM-FM-TV Seattle, appointed general man-

Bill Gavin's 6th ANNUAL RADIO PROGRAM CONFERENCE

The Sixth Annual Radio Program Conference will be held this year at the Roosevelt Hotel, New Orleans, on November 12-13-14. Since our first meeting in 1966 we have convened each year in various cities to exchange experiences and ideas covering the programming aspect of radio broadcasting. Specific discussion areas this year included music, news, formats, public service, audience promotion, program personnel, etc.

Our 1971 Conference agenda will cover two additional topics: the proper relationship between government and broadcasting, and the impact of accelerating social change on radio program planning for the future.

Speaking in the area of government relationships will be Federal Communications Commissioner Robert Wells. Social changes and its implications for radio programming will be explored by Ben Holman, director of the government's Community Relations Service and William J. Goode, president of the American Sociological Association.

Other speakers and panelists will include Richard Moore, president of KQED, educational television and FM radio in San Francisco; Thomas Schattenfield, legal counsel, Pacific & Southern Broadcasters and the Black Hawk Stations; Allen Kramer, executive director, Citizens Communications Center, Washington, D.C.; Charles Benwick, regional radio program manager for Storer Broadcasting Company; and additional leaders of the radio and recording industries.

Registration fees are $100.00 per person, with special discounts for radio people from smaller market and/or non-commercial stations. In addition to the regular Conference sessions, fees entitle each registrant to two luncheons and the Annual Awards Banquet. Registration applications are available on request from Conference Headquarters, 114 Sansome St. San Francisco, Calif. 94104.
Programing

Joseph M. Taritero, director, on-air advertising, ABC-TV New York, appointed to newly created position of director of children's feature films.

Squire D. Rushnell, assistant program director, WLS-TV Chicago, appointed program director.

Michael A. Krauss, head of his own production firm, Chicago, joins Group W Productions, Philadelphia, as producer of The Mike Douglas Show.

Gordon V. Parmelee, project engineer, General Electric Co., Syracuse, N.Y., joins noncommercial WCNY-TV there as program manager.

Joe Landis, executive producer, KNXT-TV Los Angeles, appointed program director. He succeeds Joe Sands, director of broadcasting, KNXT.

Bob Hudson, music director, WVOI(AM) Jacksonville, Fla., joins WQXK-AM-FM Tampa-St. Petersburg, Fla., as program director.

Dennis Bowman, with KMAQ(AM) Maquoketa, Iowa, joins WCCU-FM Savanna, Ill., as program manager.

Tom Lang, music director, KGTK(AM) Tuscon, Ariz., appointed production director.

Tom Crabtree, program director, WIBW-AM-FM-TV Topeka, Kan., moves to KGNC-AM-FM-TV Amarillo, Tex., as operations manager. All are Stauffer Publications stations.

Michael B. Schuster, producer-director, WAVJ-TV Louisville, Ky., joins WFRV-TV Green Bay, Wis., as production manager.

James A. Arvidson, with program department, noncommercial WSLU-FM Canton, N.Y., appointed program director and assistant to general manager.

Russell Johnson, news director, WBBT(AM) Baltimore, joins noncommercial WBZC(AM) there as assistant operations director.

Broadcast Journalism

James E. Davis, WJBF-TV Augusta, Ga., elected president, Georgia Association of Newscasters. Past president Jim Lee, WBML(AM) Macon, becomes ex-officio member of board of directors.

Ed Wilson, WDAK(AM) Columbus, re-elected VP. Bill Sanders, WOUN-AM-FM Gainesville, re-elected secretary-treasurer. Newly elected directors include:

James A. Davis, WALB-TV Albany; Whit Livingston, WAGA-TV Atlanta; Bill Tribble, WMAZ-AM-FM-TV Macon; Bill Holland, WVLK(AM) Valdosta, and Joe Allen, WRDW-TV Augusta.

Michael J. Hisam, newscaster, WREO-AM-FM Ashtabula, Ohio, joins WTCF(AM) Warren, Ohio, as news director.

William G. Christ, with news staff, non-commercial WSLU-FM Canton, N.Y., appointed public affairs director.

David Sheehan, syndicated entertainment columnist, United Newspapers Inc., Beverly Hills, Calif., joins KNXT-TV as entertainment reporter and reviewer. He will continue his column.

Ed Guterman, with news staff, KSD-AM-TV St. Louis, joins KPLR-TV there as reporter.

Gerald Nielsen, with PR staff, University of Dubuque (Iowa), joins WCCI-FM Savanna, Ill., as news director.

Richard T. Simpson, public affairs director, KIMN(AM) Denver, joins KTLK(AM) there in similar capacity.

Walt Adams, sportscaster, WHAS-TV Louisville, Ky., joins WLOS-TV Asheville, N.C., as sports reporter.

Brian Collamore, with news staff, WIFD(AM) Middlebury, Vt., appointed sports director.

Peter Kraus, community reporter, WCBS-AM-FM-TV New York, resigns to enter real-estate business.

Howard L. Chernoff (r), former deputy director, United States Information Agency, Washington, is congratulated by George Schultz, director of the Office of Management and Budget there, as he receives a 1971 Presidential Management Improvement Award. Mr. Chernoff was among 15 persons honored at an awards dinner Oct. 18 in Washington. The awards were made in recognition of their individual efforts for better management and economy in various parts of government. Mr. Chernoff received his award for work as commissioner general of the U.S. exhibition at the Osaka World Exhibition.

Promotion

Alan Baker, former VP of PR and advertising, Madison Square Garden, New York, joins National Cable Television Association, Washington, as press liaison.

Stuart Zuckerman, with faculty of Stanford University, Palo Alto, Calif., joins KBK-TV San Francisco as promotion coordinator.

Ira Slakter, with WNBC-TV New York, joins KDKA-TV Pittsburgh as promotion director. He succeeds Tom Stanford, who moves to similar position at KIRO-TV Seattle. Joseph Ondrick, promotion manager, WPBH-TV Pittsburgh, joins KDKA-TV there as assistant promotion manager.

Equipment & Engineering

Miles G. Moon, broadcast advertising specialist, RCA's Communications Systems Division, Camden, N.J., appointed manager of broadcast advertising and promotion.

W. Robert Widmaier, engineer, American Electronic Laboratories, Colmar, Pa., joins Jerrold Electronics, Philadelphia, as product administrator, acting as liaison between firm's systems and its engineering and manufacturing groups.

Elizabeth Harrison, attorney, bureau of consumer protection, Federal Trade Commission, Washington, appointed consumer affairs coordinator, consumer electronics group, Electronic Industries Association there.

Jack B. Flynn, formerly with Brogan Associates, manufacturers' sales representative for computer accessories, Waltham, Mass., and William C. Ebell, with Ampex Corp., magnetic tape division, named sales managers, Ampex Corp. video products division, in northeast and Pennsylvania-Maryland regions, respectively. Mr. Flynn will work out of Ampex offices in Waltham and Mr. Ebell will headquarter in Abington, Pa.


Robert H. Burns, formerly with engineering staff, WMT-AM-FM-TV Cedar Rapids, Iowa, joins WCCI(FM) Savanna, Ill., as chief engineer.

Edward A. Cote, Midwest regional manager, Concord Communications Systems, Farmingdale, N.Y.-based circuit TV systems and tape recorder manu-

64 FATES AND FORTUNES
manufacture, appointed director of sales.

International

John Held, VP and creative group head, Kenyon & Eckhardt, New York, appointed general manager and creative director, K&E, Toronto.

Colin Jamieson, CJON(AM) St. John's, Newfoundland, Canada, elected president, Atlantic Association of Broadcasters. Other officers include: Bill Williamson, VOCM(AM) St. John's, elected first VP; Bill Winton, CKBC(AM) Bathurst, N.B., elected second VP; C. Arnie Patterson, CFORD(AM) Dartmouth, N.S., elected secretary, and Georges Lebel, CJOE(AM) Edmundston, N.B., elected treasurer.

Deaths

James B. Barber, 58, president, KMNI(AM) Grants, N.M., died Oct. 17 at Colorado General hospital there of cancer. Mr. Barber was also publisher-editor of Grants Daily Beacon and held major ownership in Belen News-Bulletin. At time of death, he was second VP of New Mexico Broadcasters Association.

Ralph Draper, 43, VP of Vickers & Benson, Montreal-based agency, died Oct. 17 there. Mr. Draper had served as consultant to Canadian Radio-Television Commission. He joined agency in 1956 as media planner.

As compiled by Broadcasting, Oct. 12, through Oct. 19 and based on filings, authorizations and other FCC actions.


New TV stations

Final action

- Los Angeles—FCC denied application by Los Angeles Unified School District for review of order by review board, which enlarged issues in educational TV channel 58, Los Angeles proceeding (Docs. 19106-1). Action Oct. 15.

Other action

- Review board in Charlotte, N.C., TV proceeding, granted request by WPMY Television Corporation for extension of time through Nov. 11, 1971, within which to file replies to exceptions and supporting brief to initial decision in WBTW-TV Charlotte, N.C., proceeding (Doc. 18880). Action Oct. 4.

Call letter applications

- Michigan State University, East Lansing, Mich.—Requests WAKR-TV.
- New Jersey Public Broadcasting Authority, Montclair, N.J.—Requests WNJN(TV).

Existing TV stations

Final actions

- WJW-TV, Mt. Vernon, Ill.—FCC granted application of Sublimity Corp., permittee, for authority to make minor change in facilities by moving its trans., site closer to Mount Vernon. Action Sept. 8.
- WLFI-TV Lafayette, Ind.—Broadcast Bureau granted CP to change ERP vis. 467 kw, aur. 89.1 kw, trans. location to approximately 14 miles east of Lafayette, near intersection of 600 West Road and 700 North Road; change type trans. and ant.; make changes in ant. structure; ant. height 790 ft.; condition. Action Oct. 14.
- WMAM-AM Jackson, Miss.—FCC granted Mississippi Authority for Educational Television, licensee, and permittee of noncommercial WMAB, 1972, of waiver of station identification requirements to permit use of single identification slide on Jackson and State College stations, pending TV. State College, Miss., extension to Jan. 3, completion of microwave distribution system currently under construction. Action Oct. 14.

**For The Record**

New AM stations

Start authorized

- WGRG Pittsfield, Mass.—Authorized program operation on 1110 khz. 1 kw-D. Action Sept. 1.

Other actions

- Review board in Charlottesville, Va., AM proceeding, granted petition by Charles W. Hurt for extension of time through Dec. 1, within which to file exceptions to initial decision in proceeding involving 1400 khz at Charlottesville (Docs. 18585-7). Action Oct. 14.

Call letter applications

- Wright County Radio Inc., Buffalo, Minn.—Requests KIRWE.
- Town & Country Broadcasting Co., Tupelo, Miss.—Requests WTE.

Designated for hearing


Existing AM stations

Final actions

- KBTB Denver—FCC granted request by Citizens of Colorado for extra time to file petition to deny application to assign license of KBTB from

---

**EDWIN TORNBERG & COMPANY, INC.**

Negotiators For The Purchase And Sale Of Radio And TV Stations • CATV Appraisers • Financial Advisors

New York—60 East 42nd St., New York, N.Y. 10017 212-687-4242

West Coast—P.O. Box 218, Carmel Valley, California 93924 408-375-3164

BROADCASTING, Oct. 25, 1971
Summary of broadcasting

Compiled by FCC Oct 1, 1971

| Commercial AM | 4,334 | 4 | 12 | 3,501 | 64 | 4,411 |
| Commercial FM | 2,23 | 3 | 277 | 108 | 108 | 2,30 |
| Commercial TV-HHF | 292 | 2 | 8 | 1 | 15 | 2,356 |
| Commercial TV-HH | 173 | 2 | 8 | 70 | 70 | 2,657 |
| Total Commercial TV | 675 | 2 | 21 | 97 | 97 | 791 |
| Educational FM | 461 | 10 | 471 | 70 | 541 |
| Educational TV-HHF | 82 | 5 | 87 | 4 | 91 |
| Educational TV-UHF | 108 | 9 | 117 | 14 | 131 |
| Total educational TV | 190 | 14 | 204 | 18 | 222 |

* Special Temporary Authorization.
* Indicates AM or educational FM's on nonreserved channels.
* Indicates that educational TV's license is not silent.

| WLS Chicago--Broadcast Bureau granted license covering channel 89, assigned to Appleton. President, effecting proposals for commercial programs on day before primary elections. Action Oct. 18. |
| WBOB Hammond, Ind.--FCC censured Colby Broadcasting Co. for ban on advertisements by its president, endorsing political candidates on program day before primary elections. Action Oct. 18. |
| KTVF-TV WKEF Dayton, Ohio--FCC denied requests for ABC network affiliations of WLYK-TV, Louisville, and WKEF, Dayton, for which there was no time to file effective notice to become effective Oct. 1, 1971. In same action, Commission granted waiver of rules to allow affiliation of WTVJ Miami, but emphasized that if future similar requests must be denied. Action Oct. 14. |

1. Actions on motions


**New FM stations**

| Applications |
| Glennwood Springs, Colo. Colorado West Broadcasting Co.--Seeks 92.3 mhz, 3 kw. Ant. height above average terrain 100 ft. P.O. address 806 Garfield, Glenwood Springs 81601. Estimated construction cost $33,000; first-year operating cost $52,000; revenue $46,000. Principals: Gil Allen, Leonard W. H. E. Allen, and Carl Curtis (45%). Mr. Bell is employee and manager of Microwave Microwave Microwave Communications Inc. Grand Junction. He also owns hobby business. Mr. H. E. Allen, Glenwood Springs, is editor and publisher of Askolo (Colo.) Times and Ribto (Colo.) Times, in which he also holds stockholder interests. Mr. Curtis is owner of KSNQ(AM) Aspen, and is manager of CATV in Aspen and Rifle. Mr. Bell is real estate investment manager. Ann. Oct. 4. |
| Pekin, Ill. Peoria Valley Broadcasting--Seeks 105.9 mhz, 2 kw. Height above average terrain 105 ft. P.O. address 3641 Meadowbrook Rd, Peoria 61604. Estimated construction cost $59,600; first-year operating cost $36,000; revenue $63,000. Principals: Melvin Feldman, Sylv Binink, Richard S. Cohen (33.1% each). Mr. Feldman is officer, director and owner of between 33.3% and 35% of stock in WXLQ, Peoria, Ill., and 33.5% in B.C.A.F., partnership property rental company. Peoria, Peoria, Bixen, and Cohen have similar interests as Mr. Feldman. Ann. Oct. 4. |

**Rulingmaking petition**

Phoenix. Meyer Gottesman--Requests amendment of FM table of assignments to add ch. 260 to FCC Rules. Ann. Oct. 5. Request for in the context of an application for "In The Record," Oct. 4, had mistakenly referred to Mr. Gottesman's request as being for channel assignment on 260 MHz. Request was for Phoenix. |

| Call letter applications |
| Tower Communications Co., Little Rock, Ark.--Requests KLZ(AM). |
| L. Stanley Wall, Scottsdale, Ariz.--Requests WLSW(FM). |

**Call letter actions**

Anniston Road Christian School, Jacksonville, Fla.--Granted WYFL-FM. BROADCASTING, Oct. 25, 1971
PROFESSIONAL CARDS

JANSKY & BAILEY
Consulting Engineers
1812 K St., N.W.
Wash., D.C. 20006
Phone: 296-6400
Member APOCB

JAMES C. McNARY
Consulting Engineer
Suite 402, Park Building
6400 Goldsboro Road
Bethesda, Md. 20034
Phone: 301-229-4600
Member APOCB

—Established 1926—
PAUL GODLEY CO.
CONSULTING ENGINEERS
Box 798, Upper Montclair, N.J. 07043
Phone: (201) 746-3900
Member APOCB

COHEN & DIPPEL
CONSULTING ENGINEERS
Formerly GEO. C. DAVIS
527 Munsey Bldg.
(202) 783-0111
Washington, D.C. 20004
Member AFCCE

COMMERCIAL RADIO
Consulting Engineers
Everett L. Dillard
Prudential Bldg.
341-1319
Washington, D.C. 20005
Member APOCB

A. D. Ring & Associates
CONSULTING RADIO ENGINEERS
1771 N St., N.W.
296-2315
Washington, D.C. 20036
Member APOCB

GAUTNEY & JONES
CONSULTING RADIO ENGINEERS
2922 Teleseter Ct. (703) 560-6800
Falls Church, Va. 22042
Member APOCB

LOHNE'S & CULVER
Consulting Engineers
1242 Munsey Building
Washington, D.C. 20004
Phone: (202) 347-8215
Member APOCB

KEAR & KENNEDY
1302 18th St., N.W., 782-2200
Washington, D.C. 20036
Member AFCCE

A. EARL CULLUM, JR.
CONSULTING ENGINEERS
INWOOD POST OFFICE
BOX 7004
DALLAS, TEXAS 75209
(214) 631-8360
Member AFCCE

SILLIMAN & MOFFET & KOWALSKI
711 14th St., N.W.
Republic 7-6644
Washington, D.C. 20005
Member APOCB

STEEL, ANDRUS & ADAIR
CONSULTING ENGINEERS
1209 K Street N.W.
Washington, D.C. 20005
(202) 223-4664
(301) 827-8725
Member APOCB

HAMMETT & EDISON
CONSULTING ENGINEERS
Radio & Television
Box 68, International Airport
San Francisco, California 94128
(415) 342-5208
Member APOCB

JOHN B. HEFFELFINGER
9208 Wyoming Pl. Hilland 4-7010
KANSAS CITY, MISSOURI 64114

JULES COHEN & ASSOCIATES
Suite 716, Associations Bldg.
1145 19th St., N.W., 659-3707
Washington, D.C. 20036
Member APOCB

CARL E. SMITH
CONSULTING RADIO ENGINEERS
8200 Snowville Road
Cleveland, Ohio 44141
Phone: 216-526-3836
Member APOCB

VIR N. JAMES
CONSULTING RADIO ENGINEERS
Application and Field Engineering
345 Colorado Blvd.—80206
Phone: (Area Code 303) 333-3562
Data Tone (303) 333-3707
DENVER, COLORADO
Member APOCB

E. HAROLD MUNN, JR.
BROADCAST ENGINEERING
CONSULTANT
Box 220
Coldwater, Michigan—49036
Phone: 517-278-6733

ROSNER TELEVISION SYSTEMS
ENGINEERS—CONTRACTORS
29 South Mall
Plainview, N.Y. 11803
(516) 694-1908

ORRIN W. TOWNER
Consulting Engineer
11008 Beech Road
Anchorage, Kentucky 40223
(502) 245-4673

TERRELL W. KIRKSEY
Consulting Engineer
5210 Avenue F
Austin, Texas 78751
(512) 454-7014

COMMERCIAL RADIO MONITORING CO.
PRECISION FREQUENCY MEASUREMENTS, AM-FM-TV
Monitors Repaired & Certified
103 S. Market St.
Lexington, Mo. 64063
Phone (816) 524-3777

CAMBRIDGE CRYSTALS
PRECISION FREQUENCY MEASURING SERVICE
SPECIALISTS FOR AM-FM-TV
445 Concord Ave.
Cambridge, Mass. 02138
Phone (617) 876-2810

SPOT YOUR FIRM'S NAME HERE
To Be Seen by 120,000* Readers—among them, the decision making station owners and managers, chief engineers and technicians—applicants for AM-FM TV and Facsimile facilities. *1970 Readership Survey showing 3.2 readers per copy.

JOHN H. MULANEY
CONSULTING RADIO ENGINEER
9616 Pinkney Court
Potomac, Maryland 20854
(301) 299-8272
Member AFCCE

SERVICE DIRECTORY

*1970 Readership Survey showing 3.2 readers per copy.
Existing FM stations

Final actions

- KOSE-FM Ocasea, Ark.—Broadcast Bureau granted CP to change studio location to 509 South Washington Street, Ocasea; install new trans.; change TPO; ERP 3.5 kW; ant. height 265 ft.; remote control from studio location permitted. Action Oct. 12.

- WHMS(FM) Hialeah, Fla.—Broadcast Bureau granted request for CPA on sub-carrier frequency of 67 kHz. Action Oct. 12.

- WMCU(FM) Miami—Broadcast Bureau granted CP to install new ant.; make changes in ant. system: ERP 50 kW; ant. height 500 ft.; remote control permitted; condition. Action Oct. 13.


- WJSU(FM) Norfolk, Va.—Broadcast Bureau granted CP to install new ant.; make changes in ant. system: ERP 50 kW; ant. height 500 ft.; remote control permitted; condition. Action Oct. 13.

- WYSA(FM) Cleveland Heights, Ohio—Grant ed WLYT(FM).

Action on motion

- Chief, Broadcast Bureau, in amendment of rules re field strength curves for FM and TV stations and regarding field strength measurements for FM and TV stations, on request of Association of Maximum Service Telecasters Inc., extended from Oct. 15 request for 90 days to file reply comments (Doms. 16004. 18052). Action Oct. 14.

Rulemaking action

- New Castle, Pa.—FCC denied rulemaking proposal for amendment of FM assignment table to allow additional stations in area and granted CP to make changes in transmission line. Action Oct. 8.

Call letter application

- WKLS(FM) Atlanta—Requests WYSA(FM).

Call letter actions

- WKIS(FM) Orlando, Fla.—Granted WDIZ.(FM).

Renewal of licenses, all stations


- Hearing Examiner Edward A. Honig in Monroe, La. (Walter D. Morley), for renewal of license of WMRE, granted motion by petitioner, and continued without date further hearing scheduled for Nov. 1, and notice of re hearing date of Nov. 3, and continued without date (Doc. 19011). Action Oct. 15.


- Broadcast Bureau granted renewal of licenses for change to change transmitter station coordinates, both rural area south of Perryton and Booker, Texas, 7KOF(EF) and 7K0EE(SF) for KARI, All Canadian, Higinbotham and Texas, both KASA(KG) and K84AQ, all Majador and Roaring Springs; and 7K2BN, 7K9BB, all K1VAD (rural) and Knippa, all Texas. Action Oct. 7.


- Broadcast Bureau granted renewal of licenses for following WFFK and UHF TV translator stations: K06AO(AM), K06AT(AM) and K1FJD-(AM), all Calif., all KS0G(QAM) Keyes and U.S. Bureau of Mines, Helium Plant; and K764, K12BV, both Marietta, Helium Plant, Sturgis area and southeast district Elkhart area, all Oklahoma; and K788T, K78BU and K76AP, all Big Lake, Tex. Actions Oct. 13.

Other actions, all services


Translator actions


- W05AP Murphy, N.C.—Broadcast Bureau granted request to change translator from W05AP to W05AP on Will Scott Mountain, approximately 1 mile east of center of Murphy; make changes in ant. system of VHF translator. Action Oct. 12.

- K06EH Silver City, N.M.—Broadcast Bureau granted CP to make changes in ant. system of VHF translator. Action Oct. 12.

- K78BA Winnemucca, Nev.—Broadcast Bureau granted CP to make changes in ant. system of UHF translator. Action Oct. 12.


Modification of CP’s, all stations


- K09IP and K11JY, both Lenving, Calif.—Broadcast Bureau granted mod. of CP to extend completion dates to April 6, 1972, for VHF translator. Action Oct. 12.


Please send

SUBSCRIBER SERVICE

<table>
<thead>
<tr>
<th>Service</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Yearbook</td>
<td>$14</td>
</tr>
<tr>
<td>2 year</td>
<td>$27</td>
</tr>
<tr>
<td>3 years</td>
<td>$35</td>
</tr>
</tbody>
</table>

Address: Broadcasting, Broadcasting, T.W. DeSales Street, N.W., Washington, D.C. 20036

For the Record: Broadcasting, Oct. 25, 1971

(Continued on page 74)
**Announcing continued**

Illinois Station: Needs first phone announcer. Will also consider beginning with good voice, willing to learn role. Send resume and references. Box K-167, BROADCASTING.

Black jack to work at Drake type station within top 50, salary 110.00 per week, Box K-169, BROADCASTING.

D/J production, morning air slot, Medium market, Tape & resume, Equal opportunity employer, Box K-219, BROADCASTING.

Experienced announcer to join a fine team at a contemporary AM in a central Indiana medium size market. Young voice, first tickets, and talk show experience...helpful. Send resume, tape, and picture to Box K-236, BROADCASTING.

Five kilowatt fulltimer needs experienced contemporary announcer and reporting ability. Send resumes in addition to salary is also available. Send resume to K-E-W-E, Box 777, Hobbs, New Mexico 88240.

Wanted—mature young announcer, for 1,000 watt full timer that sounds like a 1,000,000. Must be able to read well, good writing ability. Immediate opening. Station located forty miles from Panama City, Florida in a single station market. Mod country format. Send resume and tape to WBGC, Chipley, Florida 32426.

First phone—afternoon drive time. Good starting rate, need a sales man. Also interested in more experienced announcer. Fax resume, photo and resume, to WBNR, Beacon—Newburgh, New York.

Have opening for experienced MOR pro with creative production ability and talk show capability. If qualified send tape, resume, minimum salary requirements, Station Manager, WCAP, Lowell, Mass. Phone 978-437-8300.

Suburban Northern Virginia stereo FM needs mature—voiced suffer with a minimum five years experience and established commercial delivery. Excellent working conditions and salary negotiable. Send tape and resume to John Morriss, c/o WIZQ, 3909 Oak Street, Fairfax, Virginia 22030.

Morning drive jock in Memphis. Good pipes, must say something. RKO station, Drake format. Send resume, tape to George Klein, WBIR, 485 South Highland, Memphis, Tennessee 38111.

No beginners! If you can communicate, like getting to the root of things, like people, have a voice and personality, were interested in sending on you, contact Brian Scott, WPTH Radio, Ft. Wayne, Indiana (219) 427-2700.

Help, I need a morning man, morning man. A talent that can talk, get involved with the community, and be #1 in the 45th market. For such a man we offer excellent benefits, excellent living conditions and a realistic salary. If you are a dedicated broadcaster, have a good set of pipes, and intelligence, send tapes and resume to Jay Clark, P.O. WTRY, 92 Fourth St., Troy, N.Y. 12180. We are an equal opportunity employer. Sorry, no tapes returned.

**Technical**

Chief engineer to handle AM/FM 24 hours and additional station, no on call. Good salary & benefits. For conscientious worker. Box K-170, BROADCASTING.

Chief engineer fully qualified on AM/FM stereo, STL, SCA who announces. Good pay, security, an equal opportunity employer. Job in smog-free traffic-free southwest. Write all details, picture, tape, experience to Box K-180, BROADCASTING.

Technician, major market group owned station temporary position approximately one year. First phone experienced wiring and transmitter maintenance. Box K-181, BROADCASTING.

Responsible, dedicated chief engineer, 25-hours announcing, $140 to start. Midwest MOR 2-station markets. Box K-182, BROADCASTING.


**Radio Help Wanted Management**

16mm Film Laboratory Manager. Experienced all phases color/B/W operation to include complete knowledge of quality control procedures, processing, and double printing. Good salary & benefits. Immediate openings. Box G-276, BROADCASTING.

Immediate ownership opportunity for experienced small market manager to take complete charge of profitable Illinois AM/FM stations. Send resume, tape and references. Box K-166, BROADCASTING.

Experienced salesman to take over strong list of local accounts, natural accounts in upstate New York. Position of general sales manager will be open for the right candidate. Excellent salary plus profit sharing. Insurance. Experience preferred. Box K-204, BROADCASTING.

Investigate this sales opportunity if you are mature, and eager to learn a new, powerful sales concept. Furnish resume, No phone calls. Dale Low, KIS5/ KSMN, Mason City, Iowa.

Salesmen wanted with the area's fastest growing radio station. Contact General Manager, WCCU-AM/FM, Hartford, Conn.

Salesman, small-medium market near Pittsburgh. Position available立即 last salary $1,000.00, monthly. Fine staff and facilities. Contacts: Bill Ellis, WVCD, Connellsville, Pa. 412-640-6000.

Experienced salesman for major market. Want to grow with a progressive radio station? Here is an opportunity to start in the top 25th market in the country. Willing to work hard? Want a challenge? Need at once. Send resume, sales record and salary requirements to Jack Ludescher, General Manager, KGLC Radio, Lafayette Hotel Blvd., Buffalo, N.Y. 14203.

Experienced salesman for adult contemporary AM station. Career minded, self-starter with management potential. Excellent opportunity with a high-profile station. Contact Manager, Box 3142, Charleston, West Virginia 25322.

Radio time sales. Denver market opportunity for experienced radio sales pro. Excellent list, good guarantees, excellent opportunity working company with three stations. Contact Robert Rozenko 303-885-7177.

**Announcers**

Swingin soul jock for major Midwest market. Must be right, moderate knowledge of music. Production capability a must. Send resume, picture and salary requirements to Box J-112, BROADCASTING.

Talk man—one of nation's leading all-talk-news stations in major market has opening for experi- enced and talented talk show host. Excellent salary and potential. Send resume, air check and photo to Box J-174, BROADCASTING.

**Radio Help Wanted Management**

16mm Film Laboratory Manager. Experienced all phases color/B/W operation to include complete knowledge of quality control procedures, processing, and double printing. Good salary & benefits. Please send complete resume and references in the proper D/D. Needed immediately. Box G-276, BROADCASTING.

Immediate ownership opportunity for experienced small market manager to take complete charge of profitable Illinois AM-FM stations. Send resume, tape and references. Box K-166, BROADCASTING.

Experienced salesman to take over strong list of local accounts, natural accounts in upstate New York. Position of general sales manager will be open for the right candidate. Excellent salary plus profit sharing. Insurance. Experience preferred. Box K-204, BROADCASTING.

Investigate this sales opportunity if you are mature, and eager to learn a new, powerful sales concept. Furnish resume, No phone calls. Dale Low, KIS5/ KSMN, Mason City, Iowa.

Salesmen wanted with the area's fastest growing radio station. Contact General Manager, WCCU-AM/FM, Hartford, Conn.

Salesman, small-medium market near Pittsburgh. Position available immediately, last salary $1,000.00, monthly. Fine staff and facilities. Contacts: Bill Ellis, WVCD, Connellsville, Pa. 412-640-6000.

Experienced salesman for major market. Want to grow with a progressive radio station? Here is an opportunity to start in the top 25th market in the country. Willing to work hard? Want a challenge? Need at once. Send resume, sales record and salary requirements to Jack Ludescher, General Manager, KGLC Radio, Lafayette Hotel Blvd., Buffalo, N.Y. 14203.

Experienced salesman for adult contemporary AM station. Career minded, self-starter with management potential. Excellent opportunity with a high-profile station. Contact Manager, Box 3142, Charleston, West Virginia 25322.

Radio time sales. Denver market opportunity for experienced radio sales pro. Excellent list, good guarantees, excellent opportunity working company with three stations. Contact Robert Rozenko 303-885-7177.

**Announcers**

Swingin soul jock for major Midwest market. Must be right, moderate knowledge of music. Production capability a must. Send resume, picture and salary requirements to Box J-112, BROADCASTING.

Talk man—one of nation's leading all-talk-news stations in major market has opening for experi- enced and talented talk show host. Excellent salary and potential. Send resume, air check and photo to Box J-174, BROADCASTING.

**Radio Help Wanted Management**

16mm Film Laboratory Manager. Experienced all phases color/B/W operation to include complete knowledge of quality control procedures, processing, and double printing. Good salary & benefits. Please send complete resume and references in the proper D/D. Needed immediately. Box G-276, BROADCASTING.

Immediate ownership opportunity for experienced small market manager to take complete charge of profitable Illinois AM-FM stations. Send resume, tape and references. Box K-166, BROADCASTING.

Experienced salesman to take over strong list of local accounts, natural accounts in upstate New York. Position of general sales manager will be open for the right candidate. Excellent salary plus profit sharing. Insurance. Experience preferred. Box K-204, BROADCASTING.

Investigate this sales opportunity if you are mature, and eager to learn a new, powerful sales concept. Furnish resume, No phone calls. Dale Low, KIS5/ KSMN, Mason City, Iowa.

Salesmen wanted with the area's fastest growing radio station. Contact General Manager, WCCU-AM/FM, Hartford, Conn.

Salesman, small-medium market near Pittsburgh. Position available immediately, last salary $1,000.00, monthly. Fine staff and facilities. Contacts: Bill Ellis, WVCD, Connellsville, Pa. 412-640-6000.

Experienced salesman for major market. Want to grow with a progressive radio station? Here is an opportunity to start in the top 25th market in the country. Willing to work hard? Want a challenge? Need at once. Send resume, sales record and salary requirements to Jack Ludescher, General Manager, KGLC Radio, Lafayette Hotel Blvd., Buffalo, N.Y. 14203.

Experienced salesman for adult contemporary AM station. Career minded, self-starter with management potential. Excellent opportunity with a high-profile station. Contact Manager, Box 3142, Charleston, West Virginia 25322.

Radio time sales. Denver market opportunity for experienced radio sales pro. Excellent list, good guarantees, excellent opportunity working company with three stations. Contact Robert Rozenko 303-885-7177.

**Announcers**

Swingin soul jock for major Midwest market. Must be right, moderate knowledge of music. Production capability a must. Send resume, picture and salary requirements to Box J-112, BROADCASTING.

Talk man—one of nation's leading all-talk-news stations in major market has opening for experi- enced and talented talk show host. Excellent salary and potential. Send resume, air check and photo to Box J-174, BROADCASTING.
**Situations Wanted**

**Management—continued**

Available immediately. Manager with emphasis on sales, 39, family. Eighteen years experience. Small/medium market desired. Box K-212, BROADCASTING.

For twenty years I have been executive vice president of advertising-public relations agency handling radio, television and print work. Experience in two large markets. Would like to get back into AM/FM media in station management. Age 47, available immediately. Box K-226, BROADCASTING.

Smile! Top market proven producer, presently employed by a major network. Product for your 12 years experience management, sales, programming-total market. Excellent resume and presentation on request. Have a happy day. Box K-235, BROADCASTING.

**Sales**

Professional black salesman, plus great air personality, desires dual sales and talent position with medium market, major market station. Box K-120, BROADCASTING.

**Announcers**

**Announcers continued**

Black announcer—first phone, 3 years experience, married, broadcast school graduate, need job immediately. Box K-235, BROADCASTING.

Swinging soul jock, first phone, experience, married, strong electronics background, would like opportunity to relocate, and do air shift. Box K-250, BROADCASTING.

Announcer/D.J., dedicated, responsible. Third endorsed. Available now. Box K-252, BROADCASTING.

Gergy Gegan, one of the industry’s most stable and professional announcers. Married, comfortable position on the east coast of Massachusetts. Prefers small market of 250,000 population. He’s been employed by same company for 20 years and we don’t want to lose him but he wants to go back home. Full particulars available from Cleve Brian, Owners or Thom Smith, General Manager WMVY, P.O. Box 809, Beverly, Mass. 01915.

2 first phones wish to relocate in Md., W. Va., or S. Pa. area. Write Martin Gilden, 4 Stewart Gardens, Annapolis, Md. 206-0085.

Anywhere? Yes! This young man is willing to work anywhere in the US or Canada. DJ announcing, news and if it’s M.O.R., that’s his bag! 3rd endorsed, well known and available immediately. Contact Daniel Duarte (212) 991-8624, 1569 Bruckner Blvd., Bronx, N.Y., 10472.

First phone contemporary jock, news background, strong on production. Master’s degree. Jeff Pernov, 14 Eisenhower Dr., Yonkers, N.Y. 10714-W1-8559.

Recent C.A. graduate looking for first announcing job. Big market, tight board, eager to start working. Will relocate and work any hours. 3rd college graduate on So. Coast and ready to move. Write Juan Parojal, 1917 Ryder St., Brooklyn, N.Y. 11234 (212) 377-6553.

When Cal Barker talks about sports, everyone will deliver for your station. Contact him at (213) 253-2019.

First phone seeking AM, FM or TV announcing news, with or without sales, Western states. All inquiries answered. Walt Judich, 133 Petersen, Sierra Vista, Az. 85630, 602-458-1678.

Vibrant personality—available immediately. Beginning position is okay, but if given the opportunity a strong DJ, 3rd endorsed, loves top 40, tight board. Can work in any market, has experience. Give me a chance and I'll be a benefit to you. Resume and other information call or write Tony Ventorilli, 162 Lodger Avenue, Buffalo, New York 14220, 716 -822-4720.

Attention small market pool’s and managers, mid-waged opening immediately. 1st phone, non-linaty, one year with college degree finishes. Good worker, will take less for experience. Chris Schaler, 317-793-6540 E. Henna, Indianapolis, Ind. 46227.

Black P.D. available (515) 243-7560 or 243-6873. Ask for his market. Box K-237, BROADCASTING.

Polished DJ/newscaster, 29, college graduate, third seeks M.O.R. or top 40. 6 years experience all phases including gathering and writing news, copywriting, producing. Artistic, mature voice. Bright, happy personality. Creative, dedicated hard worker. Excellent reference. Write Box 234, P.O. Box 232-0900. Write Box 853, Peru Amboy, Ind. 80661.


Female, first phone. Recent grad. of broadcast school. Will work any station, format, shift. Call Gloria (415) 239-6671 or 60 -Duesmull, S.F. Resume/ tape.


1971 Radio-TV graduate of Drake University, Des Moines, IA. Has worked and worked in radio and television announcing, production or direction. Age 22, holds 3rd class broadcasting license. Will relocate. Write or call John Dobson, 1161568 raspberry, East, Bend, Indiana 46615, (219) 288-3382.

Announcer -female limited experience, available now, good adlib, creative, excellent knowledge, college degree, experience in news. Available, call or write-Dorothy Urich, 81 Hornblower Ave., Belleville, N.J. 07109, (201) 759-3017.

**Technical**

Engineer AM-FM, 11 years experience desires position east coast Florida. Box K-137, BROADCASTING.

Wall experienced broadcast engineer AM-FM stereo and M.O.R. directional transmission all studio and remote. State equipment immediately available any location wire or write Box K-201, BROADCASTING.

Chief experienced AM-FM stereo 200.00 weekly mini- mix, excellent announcing. Box K-217, BROADCASTING.

Chief engineer. AM-FM stereo, remote, studio construction, proofs plus automation experience. No experience. Available at a moment’s notice. Box K-127, BROADCASTING.

Have 1st phone, black, seek studio and/or transmitter work. Short on experience but long on ability. Desires equal opportunity employer. Box K-242, BROADCASTING.

First phone, college degree... desires position as technician, board engineer, transmitter watch, etc. Anxious to start my broadcasting career, anywhere. Anthony Dodd (Assistant Chief Engineer) WAKU-500 Eshelman Hill, Berkeley, Calif. 94720.

**News**

Asst News director, major international broadcasting station, N.Y. based, seeking new spot. Skilled writer, editor, administrator. Box K-202, BROADCASTING.

Are you looking for a free lance sportscaster in New York to cover basketball, hockey, football, horse racing, etc.? I cover New York air exposure, leading harness race caller. Box K-206, BROADCASTING.

Broadcaster with 8 years experience in news, produces and directs 1st and 2nd phone. P.D., teleprompter operator and announcing. Have 1st phone. Willing to relocate and reply to all replies in complete confidence.

Experienced MOR announcer and DJ seeks work in the west. B.A. in psych., IMS grad. 1st phone, 25, single, good voice. Box K-228, BROADCASTING.

Strong on news with ability to brighten your air with personality sell, 3rd endorsed. Stable and ready for radio in Calif., northwest, or midwest. Available Nov. 1 for contingency work. Mike Welch, 2628 N. Willard, Rosemead, Calif. (213) 288-1253.


**Programing, Production, Others**

Program/music director, Modern country, Top refer- ences. Box K-17, BROADCASTING.

Top 40 pre-1st - production specialist - program- ming director. Marble, Steering at Total. Need: good bread. Box K-227, BROADCASTING.

P.D.-D.J.—top ratings—top 3 markets—first phone. Box K-246, BROADCASTING.

Top 40 and progressive pro/soft, flawless delivery/ 7 years/big numbers/first phone/D.J. program- ming/direction production, could move to TV/Diamond, 901 California, St. Cloud, Fla. 32769.

**Television Help Wanted**

**Management**

University owned public station seeking Director of Development and Public Information. M.A. pre- ferred. Write or call Matt Parman, WRGBTV, Bowling Green, Ohio 43403 (an equal opportunity employer without regard to race, color, creed or national origin.)

Supervisor of television programming and operations responsible for “on-the-air” look and audience po- pulation, public service, community relations job, but must administer all programming activities including supervision of local programs, directors, producers, technical crew and studio traffic. Contact Pete Oden, WTNH-TV, New Haven, Conn.

**Sales**

Major market aggressive local sales manager. Must have recent local experience. Strong retail. Salary open. Box K-186, BROADCASTING.

**Note**: The text contains multiple phone numbers and addresses, primarily related to the job market for announcers, sales, and technical positions. The text is a typical list of job opportunities posted in the broadcasting industry, with details such as job titles, experience requirements, contact information, and areas of interest. The text is formatted in a way that highlights these job opportunities, making it easy for potential candidates to browse through and find suitable positions. The text contains a mix of formal language and abbreviations typical of the broadcasting industry.
Technical

TV transmitter maintenance engineer south Texas. Box K-149, BROADCASTING.

TV engineer, major university needs engineer with 5 years experience to work with TR-70’s, TK-44’s, as well as Kelico’s and CCTV equip. Starting salary $12,000, 28 days vacation, excellent benefits. Send resume to Box K-180, BROADCASTING.


News

TV-Radio station in midwest wants newsman with at least one year’s experience, college degree preferred. Send audio tape, resume and recent picture to Box K-54, BROADCASTING.

Immediate opening for experienced transmitter technique- nician in major New England market. If qualified contact Chief Engineer, WPRI-TV. Providence, R.I. 401-391-5210, ext. 217.

Immediate opening. Chief engineer for WSWB-TV, Orlando ... Florida’s newest full color station. Must have thorough experience in all phases of TV engineering. We build a station and staff in the nation’s fastest growing community. Send complete resume to Mr. Ray Shouse, General Manager, WSBW-TV, 1500 Woodrock Road, Suite 290, Orlando, Florida, 32814.

Programing, Production, Others

University owned public station seeking Laboratory Technician with film experience. B.A. required. Write or call Charles Furman, WBGU- TV, Bowling Green, Ohio 43402. Box K-224, BROADCASTING.


Television Situations Wanted

Manager

Manager - eighteen years TV experience including PD two major markets. NHL, Shared Sales. Consistent billing increases. Good FCC knowledge, strong community participation. Excellent references. Available September 27th. Box K-224, BROADCASTING.


Sales

Experienced major market UHF indie salesman. B.A. Seeking TV or radio sales. Call (415) 771-1891 or Box K-196, BROADCASTING.

Announcers continent

Perennial announcer with ten years experience including weather in major market. Mature voice with excellent sound quality and delivery. Box K-225, BROADCASTING.

Announcers continued

1971 Radio-TV graduate of Drake University, Des Moines, Iowa seeks opportunity for career in radio or TV. Experience in announcing, production or direction. Age 22, single, have 3rd class broadcasting license. Will relocate. Colorado. Box K-377, Boulder, Colo. 80302.

Technical

Chief engineer, BSEE, first degree, fifteen years experience including TK-44’s. Fully informed of latest equipment. Resume available. Box K-150, BROADCASTING.

Black - TV whip/engineer/experience electronic background, first class license available immediately. Box K-249, BROADCASTING.

First phone maintenance/operations man part time Los Angeles area. Proven record, call 213-796-8197.

News

Sportscaster—presently employed by major mar- ket radio station. Looking for the right opportunity to move into television sports or radio-TV combi- nation, 29, married, excellent voice and appear- ance, highly acclaimed play-by-play and audience attracting commentary. Excellent rapport with many of the nation’s top athletes. Box K-223, BROADCASTING.

Three-year newspaper reporter-photographer and some TV stringing seeking TV news job as writer-reporter. Woman 23, experienced, hour long, 23 with B.A. Box K-251, BROADCASTING.

I’m the type every mother wants her daughter to marry, however I’m already spoken for ... but not by a TV station. 3 years experience in radio, want to move into TV news or production. Don’t hire till you see me. Ben Boyett, 1606 N. Penasco, Holtsville, N.Y. E-2240.

Anchorman-producer-reporter. News or sports. 13 years experience. 3 GE sync generators, 2-9’s. Writing, editing, directing, booking. Moving to Chicago, Minn. Box K-101, BROADCASTING.

Immediate opening for real heavyweight on-air news reporter at major northeast VHF affiliate. Excellent experience. Must have ability to function in changing air situation a must. Film shooting and editing helpful. Rush video tape, resume and salary re- quirements to Box K-233, BROADCASTING.

Programing, Production, Others

University owned public station seeking Laboratory Technician with film experience. B.A. required. Write or call Charles Furman, WBGU- TV, Bowling Green, Ohio 43402. Box K-224, BROADCASTING.


Television Situations Wanted

Manager

Manager - eighteen years TV experience including PD two major markets. NHL, Shared Sales. Consistent billing increases. Good FCC knowledge, strong community participation. Excellent references. Available September 27th. Box K-224, BROADCASTING.


Sales

Experienced major market UHF indie salesman. B.A. Seeking TV or radio sales. Call (415) 771-1891 or Box K-196, BROADCASTING.
Radio Help Wanted

Management

STATEMENT OF POLICY
As consultants to management on Executive recruiting problems, we accept resumes from Corporate Executives, General Managers, and Sales Managers who would like to confidentially be considered for Radio, Television & CATV positions. The $18,000 to $27,000 salary range.
We do not attempt to find jobs for individuals, but rather, retain these resumes in the event an individual's qualifications would match a client assignment.

Nationwide Broadcast Personnel Inc.
645 N. Michigan Ave. • Chicago, Ill. 60611
Call Ron Curtis 312-337-5318

Announcers

Top 25 Market Contemporary Station seeks a drive morning personality whose glibness or coarseness will not offend or corrupt with his words or ideas which can win the respect of the people to listen. Seed tape, resume and reasons why you're ready for one of broadcasting's top challenges.

BOX K-226, BROADCASTING

An Equal Opportunity Employer

Programing, Production, Others

RADIO PRODUCTION MANAGER
Wanted immediately for major Southwest adult radio station. Creativity, intelligence and the ability to work at station, sales and client levels are essential. No air shift, Excellent salary, Company benefit plan (group owned) and working conditions. Send resume and production tape.

BOX K-198, BROADCASTING

An Equal Opportunity Employer

Instructions continued

First class FCC License theory and laboratory training in six weeks. Be prepared... let the masters in the nation's largest network of 1st class FCC licensing schools train you. Approved for veterans and accredited by member National Association of Trade and Technical Schools. Write or phone the location most convenient to you. Elkins Institute in Dallas**, 2903 Irwin Rd. 337-4927.
Elkins in Brown**, 1705 W. 7th St.
Elkins in Houston**, 3318 Travis.
Elkins in San Antonio**, 503 S. Main.
Elkins in Hartford, 800 Silver Lane.
Elkins in Denver**, 420 S. Broadway.
Elkins in Miami***, 1920 Purdy Ave. 305-5195.
Elkins in Atlanta**, 51 Tenth St. at Spring, N.W.
Elkins in Chicago***, 3443 N. Central.
Elkins in Minneapolis**, 4100 E. Lake St.
Elkins in St. Louis, 4655 Hampton Ave.
Elkins in Cincinnati, 11750 Chesapeake.
Elkins in Oklahoma City, 501 N.E. 27th.
Elkins in Minneapolis*, 1302 Union Ave.

Elkins in Nashville***, 2106-A 8th Ave. S.
Elkins in El Paso*, 6801 Viscount.
Elkins in Seattle**, 4011 Aurora Ave. N.
Elkins in Milwaukee, 611 N. Mayfair Rd.
Elkins in Colorado Springs*, 223 South Nevada Ave.

Since 1946, Original six week course for FCC class 1st, class 220 hours of education in all technical aspects of broadcast operations. Approved for veterans.

Top 25 Markets... and humorous. No air shift.

Radio, Television & CATV veterans, and use.

Wanted: 2-AMPX VR-200E

A new weather forecasting service for radio stations. Further information can be obtained by contacting:

NORTHEAST Weather Services
131A Great Road
Bedford, Mass. 01730
Tel: 617-275-8880

A Staff Meteorologist?

WANTED: ZAMPEX VR-200E

State price, availability, age, and condition in first letter. Principals only. No brokers. Attention General Manager.

SOLDIERS VETERANS VIDEO ELECTRONICS, INCORPORATED
4936 Carolina Drive
Cleveland, Ohio 44128

A STAFF METEOROLOGIST?

SOLDIERS VETERANS VIDEO ELECTRONICS, INCORPORATED
4936 Carolina Drive
Cleveland, Ohio 44128

MISCELLANEOUS

H ow many millionaires are there in the United States... and how many new millionaires join the ranks each year? How did they acquire their wealth? The number and the reasons may astonish you. In this amazing story is revealed in a valuable new book.

New Roads to Wealth and Opportunity...

Even more exciting are the factual details about a specific business opportunity that is nothing short of a gold mine. Why? Because, as an associate of the organization providing the opportunity, you help others to succeed.

For your free copy of "New Roads to Wealth and Opportunity," phone, wire, or write immediate-

to:

B R . X . IN T E N R A T I O N A L
Box 22125 • Denver, Colorado 80222 (303) 787-8530

A Staff Meteorologist?

WANTED: ZAMPEX VR-200E

A new weather forecasting service for radio stations. Further information can be obtained by contacting:

NORTHEAST Weather Services
131A Great Road
Bedford, Mass. 01730
Tel: 617-275-8880

A Staff Meteorologist?

SOLDIERS VETERANS VIDEO ELECTRONICS, INCORPORATED
4936 Carolina Drive
Cleveland, Ohio 44128

MISCELLANEOUS

H ow many millionaires are there in the United States... and how many new millionaires join the ranks each year? How did they acquire their wealth? The number and the reasons may astonish you. In this amazing story is revealed in a valuable new book.

New Roads to Wealth and Opportunity...

Even more exciting are the factual details about a specific business opportunity that is nothing short of a gold mine. Why? Because, as an associate of the organization providing the opportunity, you help others to succeed.

For your free copy of "New Roads to Wealth and Opportunity," phone, wire, or write immediate-

to:

B R . X . IN T E N R A T I O N A L
Box 22125 • Denver, Colorado 80222 (303) 787-8530

A Staff Meteorologist?

WANTED: ZAMPEX VR-200E

A new weather forecasting service for radio stations. Further information can be obtained by contacting:

NORTHEAST Weather Services
131A Great Road
Bedford, Mass. 01730
Tel: 617-275-8880

A Staff Meteorologist?

SOLDIERS VETERANS VIDEO ELECTRONICS, INCORPORATED
4936 Carolina Drive
Cleveland, Ohio 44128

MISCELLANEOUS

H ow many millionaires are there in the United States... and how many new millionaires join the ranks each year? How did they acquire their wealth? The number and the reasons may astonish you. In this amazing story is revealed in a valuable new book.

New Roads to Wealth and Opportunity...

Even more exciting are the factual details about a specific business opportunity that is nothing short of a gold mine. Why? Because, as an associate of the organization providing the opportunity, you help others to succeed.

For your free copy of "New Roads to Wealth and Opportunity," phone, wire, or write immediate-

to:

B R . X . IN T E N R A T I O N A L
Box 22125 • Denver, Colorado 80222 (303) 787-8530

A Staff Meteorologist?

WANTED: ZAMPEX VR-200E

A new weather forecasting service for radio stations. Further information can be obtained by contacting:

NORTHEAST Weather Services
131A Great Road
Bedford, Mass. 01730
Tel: 617-275-8880

A Staff Meteorologist?

SOLDIERS VETERANS VIDEO ELECTRONICS, INCORPORATED
4936 Carolina Drive
Cleveland, Ohio 44128

MISCELLANEOUS

H ow many millionaires are there in the United States... and how many new millionaires join the ranks each year? How did they acquire their wealth? The number and the reasons may astonish you. In this amazing story is revealed in a valuable new book.

New Roads to Wealth and Opportunity...

Even more exciting are the factual details about a specific business opportunity that is nothing short of a gold mine. Why? Because, as an associate of the organization providing the opportunity, you help others to succeed.

For your free copy of "New Roads to Wealth and Opportunity," phone, wire, or write immediate-

to:

B R . X . IN T E N R A T I O N A L
Box 22125 • Denver, Colorado 80222 (303) 787-8530

A Staff Meteorologist?

WANTED: ZAMPEX VR-200E

A new weather forecasting service for radio stations. Further information can be obtained by contacting:

NORTHEAST Weather Services
131A Great Road
Bedford, Mass. 01730
Tel: 617-275-8880

A Staff Meteorologist?

SOLDIERS VETERANS VIDEO ELECTRONICS, INCORPORATED
4936 Carolina Drive
Cleveland, Ohio 44128

MISCELLANEOUS

H ow many millionaires are there in the United States... and how many new millionaires join the ranks each year? How did they acquire their wealth? The number and the reasons may astonish you. In this amazing story is revealed in a valuable new book.

New Roads to Wealth and Opportunity...

Even more exciting are the factual details about a specific business opportunity that is nothing short of a gold mine. Why? Because, as an associate of the organization providing the opportunity, you help others to succeed.

For your free copy of "New Roads to Wealth and Opportunity," phone, wire, or write immediate-

to:

B R . X . IN T E N R A T I O N A L
Box 22125 • Denver, Colorado 80222 (303) 787-8530

A Staff Meteorologist?

WANTED: ZAMPEX VR-200E

A new weather forecasting service for radio stations. Further information can be obtained by contacting:

NORTHEAST Weather Services
131A Great Road
Bedford, Mass. 01730
Tel: 617-275-8880

A Staff Meteorologist?

SOLDIERS VETERANS VIDEO ELECTRONICS, INCORPORATED
4936 Carolina Drive
Cleveland, Ohio 44128

MISCELLANEOUS

H ow many millionaires are there in the United States... and how many new millionaires join the ranks each year? How did they acquire their wealth? The number and the reasons may astonish you. In this amazing story is revealed in a valuable new book.

New Roads to Wealth and Opportunity...

Even more exciting are the factual details about a specific business opportunity that is nothing short of a gold mine. Why? Because, as an associate of the organization providing the opportunity, you help others to succeed.

For your free copy of "New Roads to Wealth and Opportunity," phone, wire, or write immediate-

to:

B R . X . IN T E N R A T I O N A L
Box 22125 • Denver, Colorado 80222 (303) 787-8530

A Staff Meteorologist?
Here's someone you should meet.

He's one of our graduates, and he may be the man you're looking for. He's an exceptionally qualified FCC-Licensed Broadcast Engineer or Transmitter Operator...the cream of our crop!

Cleveland Institute of Electronics has enjoyed great success in more than 35 years of preparing thousands of people for positions in Broadcasting and other Electronic careers. We keep our students and graduates up-to-date on the developments that occur in our fast-changing field. And they respond by landing good jobs and by maintaining an excellent pass/fail ratio for FCC License exams.

CIE may have just the man you need. Our employment service will be happy to introduce him to you...at no cost to him or to you. Let us know what your needs are.

Call TOLL FREE (800) 321-2155 in Ohio (800) 362-2105 and ask for CIE's Employment Service Director, or write:

CIE Cleveland Institute of Electronics
1778 East 17th Street, Cleveland, Ohio 44114

FOR SALE Stations

Major market Mid-West Day time station

In under rated market. Volume has been down, but now very strong...on the way up.

Price $425,000 on terms. Real estate to be rented.

BOX K-214, BROADCASTING

LARSON/WALKER & COMPANY
Brokers, Consultants, & Appraisers
Los Angeles, Calif. 90069
1801 Ave. of the Stars
Century City, Suite 901
(213) 277-1967

FOR SALE:

By owners...established South Texas Daytimer. Also companion Weekly Shopper. Will sell together or separately. Principals only. Terms available. BOX K-210, BROADCASTING

FOR SALE

SOUTHERN CALIFORNIA FM
50,000 watt stereo facility in growing market. Well equipped and real estate included. $65,000.

BOX K-215, BROADCASTING

90 Miles from N.Y.C.

2 FM's East, Class B
Grossing $300,000 and $400,000 respectively.
Exclusive-station group doing over $800,000 yearly, with cash flow approximately $400,000. Priced at $2.1 million cash.

LaRue Media Brokers Inc.
116 CENTRAL PARK SOUTH
NEW YORK, N.Y.

EAST COAST (212) 265-3430
WEST COAST (213) 677-6655

For Best Results
You Can't Top A CLASSIFIED AD in

Broadcasting

The Business Weekly of Television and Radio

CHAPMAN ASSOCIATES
media brokerage service®

- ATLANTA - CHICAGO - DALLAS - DETROIT - NEW YORK -
Please write: 5 Dunwoody Park, Atlanta, Ga. 30341

BROADCASTING, Oct. 25, 1971
At Allegheny-Hindsdale, N.Y., to change its site to Olean, add Olean, N.Y. to principal community by adding new equipment and change input source. Action Oct. 4.


WJIT-AM-FM San Juan, P.R.—Broadcast Bureau granted to change handles of CP to change corporate, licensee and permittee names to Metro Broadcasting Co., Inc. Action Oct. 4.


WNVT (TV) Goldovin, Va.—Broadcast Bureau granted mod. of CP to change ERP to 1460 kw (vis.); change ERP of WMVT (TV) to 5 kw (vis.); change approximate 1,000 ft. south of present site; 1510 Joslin Road; change type; trans., type; main. Action Oct. 4.

WPNE (TV) Green Bay, Wis.—Broadcast Bureau granted mod. of CP to change VHF allocations for KFAD (FM) and KEMO — TV. Action Oct. 4.

Messrs. James has been M. vice employer. He owns various business enterprises in San Jose, Calif., Act. Oct. 4.

WCLA (AM) M.E. Leasbora, Ill.—Seeks transfer of control of Hamilton County Broadcasting Co., Inc. (vis.); and WCLC (FM) (vis.); and Thoral Gaskins and Jim Harper (each 25% before, none after), to Jerome Glassman. Action Oct. 4.

WLOU Louisville, Ky.—Seeks assignment of license from Laurence to Summers Broadcasting Corp. for $500,000. Summers requests (vis.); and Clarence (none before, each 25% after). Action Oct. 4.

WEME (AM) McLean, Ill.—Seeks transfer of control of radio station WEME (AM) and WEME-FM (FM) (vis.), with the latter remaining (vis.) with co-owner, Liberty Petroleum Co., Mt. Vernon, Ill. Action Oct. 13.

WLOU Louisville, Ky.—Seeks assignment of license from Louisville Paper Co. to Summers Broadcasting Corp. for $500,000. Summers requests (vis.); and Clarence (none before, each 25% after). Action Oct. 4.


WLOY (AM) Madison, Wis.—Seeks assignment of license from William K. Murphy to Chicago Area Broadcasting Co., Inc. to be held in trust by Chicago Area Broadcasting Co., Inc. Action Oct. 13.

KOBY (AM) Reno—Seeks assignment of license from WICB (AM) to be held in trust by Chicago Area Broadcasting Co., Inc; at Nevada, Calif., Action Oct. 4.

KBGM (AM) Dallas—Seeks transfer of control of WGBM (AM) from Carl V.Venters Sr. (40%), Carl V. Venters Jr. (30%), and Donald B. Venters (30%) (each 46.9% before, none after) and Lawreneh Merr (11.1% before, none after) to J. Conner (none before, 100% after). Action Oct. 26, 1970.

Brookhaven, Miss.—Seeks assignment of license from KBCI (AM), 1200, Brookhaven, Miss., to SCR Communications Co., Brookhaven, Miss. Action Oct. 26, 1970.

KSTM (AM) Fort Worth, Texas—Seeks transfer of license from KSTM (AM), 1370, Fort Worth, Texas, to KNDX (AM), 1370, at Fort Worth, Texas. Action Oct. 26, 1970.


KQBQ (FM) Birmingham, Al.—Seeks transfer of control of WBTQ (FM) from Radio Birmingham, Inc. (none before, 100% after) to WBTQ (FM) Inc. (none before, 100% after). Action Oct. 26, 1970.

KQM (AM) Quincy, Ill.—Seeks transfer of control of WQM (AM) from William G. Morgan to ABC Communications Co. Action Oct. 26, 1970.

KFAM (AM) Minneapolis, Minn.—Seeks transfer of control of WFM (AM) from Bill Woodard to ABC Communications Co. Action Oct. 26, 1970.


KLTV (TV) Tyler, Tex.—Seeks assignment of license from WDFW (TV) and WFAA (TV) to KLTV (TV), both WFAA (TV) and KLTV (TV) Fort Worth, Texas, and KERA (TV) Dallas. Action Oct. 26, 1970.

KJOS (AM) West Palm Beach, Fla.—Seeks assignment of license from WKTW (AM) to ABC Communications Co. Action Oct. 26, 1970.


KLTV (TV) Tyler, Tex.—Seeks assignment of license from WDFW (TV) and WFAA (TV) to KLTV (TV), both WFAA (TV) and KLTV (TV) Fort Worth, Texas, and KERA (TV) Dallas. Action Oct. 26, 1970.

KZTV (AM) Torrance, Calif.—Seeks assignment of license from KZTV (AM) to ABC Communications Co. Action Oct. 26, 1970.


KXBA (AM) Billings, Mont.—Seeks assignment of license from KXBA (AM) to ABC Communications Co. Action Oct. 26, 1970.
Max E. Buck: the lighter touch for the business

the suggestion that the "international" description of IRTS is not fully accurate, but says:
"We do have a handful of members from overseas and we would like to have more. We are, by the way, planning to hold a meeting next year in either Europe or Africa where some members of IRTS would get together with European broadcasting executives to discuss our mutual problems and aspirations."

Mr. Buck said IRTS still holds to its original purpose of providing a forum for broadcasting executives to pursue common business interests and to enjoy one another's company. But its scope of activities has been expanded, he added, as IRTS has focused more sharply on industry problems and has emphasized its role as a training ground for newcomers to the business.

He listed some of IRTS's projects: the college conference, at which students and professionals participate in a three-day symposium each spring; the faculty/industry seminar, at which educators from communications, law and business schools meet for two days each year with broadcast executives; the time-buying and selling seminar, an advanced course for young men and women already in the business who are seeking advancement, and the doorway to advertising program, 13 weeks of two-hour evening classes, designed to equip members of minority groups for careers in the industry.

Mr. Buck devotes considerable time to his duties at IRTS, which means, he says, he has to work even harder at his full-time job at NBC-TV.

His original ambition was to be a newspaper reporter and he worked for several years in New York and Philadelphia, covering such top stories as the Bruno Hauptmann trial and the oceanliner Morro Castle fire.

His penchant for writing led to a job with King's Supermarket chain in New Jersey in 1941, beginning in advertising and expanding into merchandising and sales. Mr. Buck soon established himself as a leading figure in the growing supermarket field. He was persuaded to enter broadcasting in 1953 by Ted Cott, then an NBC executive, who recognized the value of a seasoned merchandising official to a radio and television operation.

In his first four years with NBC, Mr. Buck worked in advertising-merchandising-promotional capacities with the owned stations and wnbC-TV New York. For three years thereafter, he served in sales executive posts with wnbC-AM-TV before moving to NBC-TV as vice president and Eastern sales manager in 1960. He assumed his present post in 1966.

Mr. Buck considers himself a basically serious person, but likes to enliven his conversation with advertisers and agencies with a humorous anecdote. He feels this approach has been useful in his role.

"Life and business are grim enough," he observed. "A good joke relieves tension—I call it a muscle-relaxer."

Mr. Buck enjoys golf and skeet-shooting but one of his favorite pastimes is to visit supermarkets in the New York-New Jersey area on Saturdays with or without his wife.

"In a way, I guess, I'm still in the supermarket business," he said. "I like to see the new products coming on the shelves; what's selling and what's lagging and get an idea of trends in product sales and product types."
One more time

The deadline crunch is on for CATV. Tempers are shorter than ever on all sides of the ongoing controversy over limitations to be imposed on cable penetration, program exclusivity and related issues subject either to regulatory or legislative controls.

As things stood last week, FCC Chairman Dean Burch had pending a letter from Vincent T. Wasilewski of the National Association of Broadcasters that needs an answer. The NAB president referred to the "take-it-or-leave-it approach which apparently is the current position of cable representatives." The FCC chairman evidently feels that the NAB has cut off conversations. Previously, the Office of Telecommunications Policy at the White House had declared its efforts to reach an accord with the National Cable Television Association had proved futile.

As we read the NAB letter, the door is left slightly ajar. And we get the word that at the staff level at least, the FCC feels that all basic issues are negotiable, including program exclusivity and the number of signals to be imported by cable systems in markets below the top 50. There is a disposition, for example, to rescind the rule, now set to become effective July 1, 1973, that would preclude television stations or newspapers from owning cable systems in their immediate markets and allow them to compete at once in open-season franchise hunting.

The President's cabinet-level committee on CATV will frown upon disqualification of broadcast licensees and newspapers as cable owners.

Because of the heat generated by the cable issue both at the FCC and on Capitol Hill, it might appear to be just another exercise in futility to call another meeting. But it deserves one more go.

There is simply too much at stake to risk the future well-being of television, live and by wire, for 200-million Americans who, under the Communications Act, are entitled to the larger and more effective use of the spectrum.

Wrong-way ETV?

It is no secret that the Nixon administration is looking with less and less favor on the news and commentary offered by noncommercial television. Whatever points the noncommercial broadcasters may have scored at the White House by providing refuge to Bill Buckley and his "Firing Line," they have lost more by their hiring of Bill Moyers, Sander Vanocur, Robert MacNeil and Martin Agronsky. By Republican measurement, the tilt is to the left.

That is the background against which many people will read the speech made last week to the National Association of Educational Broadcasters by Clay T. Whitehead, the President's telecommunications adviser. Mr. Whitehead said the development of noncommercial networking in the mold of commercial networks produces "a network paid for by the government, and it just invites political scrutiny of the content of that network's programs." That was a nice way of saying that while the noncommercial system keeps to its present course it can expect little help from this administration in its search for federal funds.

No one who has followed the development of noncommercial television should be at all surprised by this turn of events. It has been evident from the outset that the stronger a national noncommercial network got, the broader its appeal and the more pointed its ventures into political coverage or commentary, the more certain it was to attract reprisal from politicians. The absurdity of such a network's depending for its life on an annual funding by the Congress was recognized before there was a network.

As Mr. Whitehead reminded the NAEB last week, the Carnegie Commission, whose recommendations led to the creation of the Corporation for Public Broadcasting and the present apparatus, specifically set out a system of well-financed local stations producing programs of their own and drawing on national and regional program sources. No centralized network of the kind now taking shape figured in the plan. Beyond that, the Carnegie report urged a permanent system of funding that would obviate the need for annual appropriations.

Now that CPB and the noncommercial system have moved in the very direction the Carnegie report rejected—and are still dependent on a reluctant Congress for year-to-year survival—they have arrived at the impasse the Carnegie Commission predicted. However, the noncommercial-broadcasting establishment may resent Mr. Whitehead's candor, it cannot ignore the principles he was frank enough to bring up. Its future depends on a re-evaluation of directions.

The proper theme

The Federal Trade Commission last week began what promises to be an interminable series of hearings on the role of advertising in the modern culture. If it is truly interested in making a dispassionate study of that complicated subject, the time and money to be devoted to the project may turn out to be worthwhile.

Hopefully the record will not bury the plea for moderation entered on the opening day by C. W. Cook, chairman of General Foods. Mr. Cook made a persuasive case for sensible restraint in government regulation while government and business work together on a "melding" of federal control and self-regulation to protect both the public interest and the advertising business. Unless the FTC is out to wreck advertising and the economy, that is the way it will go.

"Sure All in the Family is great—but what is all the laughing about?"

Drawn for Broadcasting by Sidney Harris
NOW WREC-TV OF MEMPHIS IS PART OF THE GROWING CORPORATE FAMILY OF THE NEW YORK TIMES COMPANY.

WREC, a commercial VHF television station in Memphis, Tenn., is now operated by The New York Times Broadcasting Service, Inc. According to ARB and Nielsen surveys, WREC enjoys the largest share of audience in the Memphis market.

Other companies, subsidiaries and divisions comprising the corporate family of The New York Times Company are:

ARNO PRESS, INC.
Publishes collections of reprints of books for libraries, institutions and other uses.

CAMBRIDGE BOOK COMPANY
Publisher of textbooks and other classroom educational materials.

THE FAMILY CIRCLE, INC.
Publisher of Family Circle magazine. Distribution over 7,000,000 a month through supermarkets. Part interest in publisher of Family Circle (Great Britain) and Living magazines.

GAINESVILLE SUN PUBLISHING COMPANY
Publishes The Gainesville Sun newspaper, Gainesville, Fla.

GOLF DIGEST, INC.
Publisher of Golf Digest magazine and of books in the golfing field.

GOLF WORLD LTD.
Publisher of Golf World magazine (Great Britain) and other golfing publications.

INTERSTATE BROADCASTING COMPANY, INC.
Operator of radio stations WQXR-AM and WQXR-FM.

THE LAKELAND LEDGER PUBLISHING CO.
Publishes The Lakeland Ledger newspaper, Lakeland, Fla.

MICROFILMING CORPORATION OF AMERICA
Manufacturer of microfilm copies of newspapers, periodicals and documents.

MODERN MEDICINE PUBLICATIONS
Publishes Modern Medicine magazine for physicians, Dental Survey magazine for dentists, Geriatrics magazine and other publications in the medical and dental fields in the U.S. and abroad.

OCALA STAR-BANNER PUBLISHING CO.
Publishes The Ocala Star-Banner newspaper, Ocala, Fla.

QUADRANGLE BOOKS, INC.
Publisher of educational and serious non-fiction books.

TEACHING RESOURCES CORPORATION
Producer of teaching materials for children with learning difficulties and of audio-visual materials for elementary and high schools.

The New York Times Company
*Subsidiaries or divisions of The New York Times Media Company, Inc.
What do Lester Maddox and Ralph Abernathy have in common with Hubert Humphrey, Herb Klein, George McGovern, Walter Hickel, Wilbur Mills, Winton Blount, Ramsey Clark, Averell Harriman, and Sargent Shriver?

They've all recently appeared on WSB-TV's Monday News Conference. Every Monday at 9:30 A.M., national news figures field here-and-now questions monitored by Tom Wassell, Channel 2 Anchorman. The guest panel is made up of news pros from such organizations as The New York Times, Los Angeles Times, Time Magazine, the Christian Science Monitor, and local news representatives. Hard-to-handle questions they fire at big-name people often generate heat as well as light.

The WSB-TV Monday News Conference is a comprehensive public affairs program. It appears on the station which has the largest news staff in Georgia. The station which believes that "an informed citizen is a better citizen."

IN ATLANTA, THE BIG ONES ARE ON TWO.

WSB-2 Television Atlanta

A Communications Service of Cox Broadcasting Corporation

Cox Broadcasting Corporation Stations: WSB AM-FM-TV Atlanta, WHIO AM-FM-TV, Dayton, WSOX AM-FM-TV Charlotte, WIOD AM-FM Miami, WICX TV Pittsburgh, KTVU San Francisco-Oakland