CBS picks up on ABC's lead, endorses longer news
Eleventh hour scramble on cable copyright
We thought we were being watched all along.

We were.

#1 In Washington, D.C.,
#1 9 a.m. -- 12 midnight,
  Sunday-Saturday, Feb. 1976:
  Total Persons 2+
  NSI  223,000
  ARB  219,000
#1 8-11 p.m.,
  Sunday-Saturday, Feb. 1976:
  NSI  23 Metro Rating
       36 Metro Share
  ARB  11 Metro Rating
       30 Metro Share

ARB 23 Metro Rating
  36 Metro Share
#1  News 7, 11-11:30 p.m.,
  Monday-Friday, Feb. 1976:
  NSI  12 Metro Rating
       33 Metro Share
  ARB  11 Metro Rating
       30 Metro Share

Washington, D.C., February, 1976 NSI & ARB Reports. Subject to qualifications.
New York Flips Over Mike Douglas

The Mike Douglas Show  No. 1 News Lead-In

There's been a big change in New York. WCBS-TV has moved The Mike Douglas Show to the 5:00-6:00 news lead-in period, flip-flopping Mike with Dinah.

Why this switch in the crucial early fringe area, in the nation's largest, most competitive market?

The CBS flagship tested the change in March and found that (1) Mike increased the ratings for the time slot and (2) its 6:00 news audience climbed, too.

It figures. Mike's record as a news lead-in has been proven in dozens of markets around the country. And in New York, he has been No. 1 in his time period for seven years, six of them in the pre-news spot.

In fact, The Mike Douglas Show — whether from 4:00 to 5:00 or 5:00 to 6:00 — has been outperforming everything in sight: Welby, movies, soaps, news, kids shows.

With Mike clearly demonstrating that he provides New York's best lead-in for the 6 o'clock news, scheduling him there just makes good sense — and dollars. In New York. Or anywhere.

The Mike Douglas Show. Still Tops!
FIVE A WEEK/90 OR 60 MINUTES.
An ad you didn’t want
to read about an award
few people ever get
for a show you’ll never see.

Every year, TV stations flock to the broadcasting trade press with ads and releases heralding the capture of assorted awards for broadcasting achievement.

Seasoned readers of the broadcasting trade press literally whiz past the ads on their way to read more stimulating fare like who’s putting what where this Fall.

It’s a shame. Because once in a while one of us does produce the kind of show they really don’t do on Broadway.

We did one last year. It was written and produced by a couple of reporters from our News Department named Charles Royer and Don McGaffin.

The name of the program was “The Bucks Stop Here.” Its subjects were money, influence, big business, and the State Legislature. What made the show particularly unusual was the fact that it named names. Like the Senate Majority Leader, one of the country’s leading finance companies, and the state’s biggest bank.

The response we got was dramatic. Hundreds of letters, telegrams, and phone calls. Nearly every one of them favorable.

We also won one of sixteen 1975 Sigma Delta Chi awards for distinguished service in journalism. The judges said the program was “an unusual example of journalistic courage and enterprise.”

Needless to say, we’re proud. Of the award. Of a News Department with lots of Royers and McGaffins. Of our reputation in the Northwest for independence and integrity. None of it came cheap.

But we figure the price was right.

KING 5/Seattle
a division of the King Broadcasting Company
RITES OF SPRING □ CBS-TV started off the annual rounds of affiliate meetings last week. What happened was: CBS Inc. President Arthur Taylor floated a very large trial balloon on longer-form newscasts. PAGE 21. CBS News President Richard Salant warmed up the affiliates to Mr. Taylor's idea. PAGE 22. Mr. Salant also had some things, kind and unkind, to say about Dan Schorr. PAGE 53. CBS programers are confident they can hold off the charge by ABC-TV. PAGE 36. There will be a lot of promotional money spent to help in the fight. PAGE 38. Walter Cronkite has some harsh words and pompadured personalities while he urges a dedication to the professional tenets of journalism. PAGE 52.

THE ANSWER MEN □ The FCC's fairness and political broadcasting unit has its hands full this election year responding to a barrage of inquiries about campaign advertising, but most matters are dealt with expeditiously. PAGE 23.

SOMETHING'S UP □ A halt is abruptly called in trial of family viewing suit following testimony of CBS President Arthur Taylor and FCC Chairman Richard Wiley. It may be prelude to an out-of-court settlement. PAGE 24.

MAKING POINTS □ Annual gathering of station broadcast association heads in Washington is marked by door-knocking and handshaking on Capitol Hill. Cable TV's role in copyright is the top item. PAGE 26.

VALENTI'S MISSION □ President of motion picture association sets up another meeting with the NAB in an attempt to get broadcasters to go along with MPAA-NCTA copyright agreement. PAGE 28.

MISSISSIPPI FIREWORKS □ FCC is swamped with staggering number of petitions to deny renewals of stations in that state. PAGE 28.

NEWHOUSE BLOQED □ Broadcaster's hopes of acquiring the balance of KOM-AM-FM-TV Portland, Ore., are again frustrated by the Department of Justice which indicates it will oppose buy. PAGE 32.

RENEWAL FORM CRITICIZED □ FCC's highly touted two-page document gets bad reviews from lawyers. Commission's Shiben seeks to refute the knocks. PAGE 32.

AM-FM DUPLICATION □ FCC reduces amount of time that FM's will be permitted to carry programing of their AM adjucnts. It brings medium nearer to standing on its own feet. PAGE 40.

JACOBS'S MORNING LINE □ Consultant releases his annual predictions of winners and losers in the network fall schedule. And they make ABC look good. PAGE 42.

PINCH ON TV PRODUCERS □ They complain that they're still caught between costs and payments, but that things are improving. PAGE 44.

RETAILERS' YEN FOR TV □ TVB workshop hears caje histories of stores that found out how well television 'dogs its job. PAGE 48.

CBS-TV QUITS TVB □ Network feels bureau is overly preoccupied in selling spot TV. PAGE 50.

NUTRITION ADS □ Industry comments to FTC claim proposed regulations will do more harm than good for consumers. PAGE 48.

AP'S BIG CHANGES □ Corporate board, heretofore restricted to publishers, will have three broadcasting members. Fuller picked to succeed Gallagher in the fall. PAGE 55.

POTENTIAL FOR PAY □ OTP study expects explosive growth for such services in the next decade, but with limited effect on conventional TV. PAGE 58.

CONRAD FACES STOCKHOLDERS □ New head of RCA survives heavy grilling, reports there's an upswing in second quarter. PAGE 60.

TECHNICIAN IN THE MARKETPLACE □ At the helm of Scientific-Atlanta is Sid Topol who's out to make his firm a "technical leader and innovator" in communications. PAGE 81.
WE SHOWED EDUCATORS THAT A LOT OF KIDS CAN LEARN TO READ BETTER IN THE STREET THAN IN THE CLASSROOM.

The shocking fact is that 33% of 12th Grade level students in Philadelphia schools are almost illiterate.

They can't read comic books. Follow simple written instructions. Or fill out job applications.

Traditional remedial reading methods do not help these kids whose home is the street, and whose language is the action of the street.

Many become dropouts, misfits, or hardcore gang members. Are they hopeless? We don't think so.

Because we found a man who knows how to help these kids. And get them reading anywhere. In the street. Or in a classroom. His name is Ted Marshall, and he understands that action is the language of the street. It's a language he can also speak.

Our program on this remarkable man and his radical Action Reading methods at Philadelphia's Germantown Settlement House taught the community a new lesson.

It showed how some kids can learn more from jumping rope than from agonizing over readers. How rhymes and rhythm teach words. That by clapping your hands and tapping your toes to sounds, you can learn to spell. That putting words into live action is not only fun, it's educational. And that for some kids, the learning experience can be outside instead of inside.

As a result of our show, Ted Marshall suddenly became one of the hottest TV and radio talk show guests in town. He was asked to speak in colleges, high schools, and to visit parents of illiterate children.

The president of the Philadelphia School Board decided to visit Marshall, and see what all the talk was about. He was so impressed with what he saw that Action Reading is now being considered as a Pilot program for all Philadelphia schools.

We found that to help educate thousands of kids, we had to begin by re-educating thousands of adults.

WPVI-TV Philadelphia
Presidential scrambling
With Ronald Reagan now demonstrable threat to his chances of winning Republican presidential nomination, President Ford is expected to turn up his use of radio and television in determination to assume more “presidential” role. Not only will this involve interviews in Washington and on road with local broadcast journalists but commercial spots as well; there is talk in White House of increasing use of TV and drive-time radio spots in primary states, perhaps even to point of trading off campaign trip money for them.

Going it alone, together
Four major Hollywood TV production companies are moving toward syndicating own properties, eliminating distributors that take as much as 40% off top. Grant Tinker, head of MTM Productions, has hired syndication veteran Bud Riffkin (Four Star, Ziv) to seek out stations for proposed strip talk/variety hour. The Lorenzo and Henrietta Music Show, dumped as 30-minute pilot by ABC. Metromedia station group has already agreed to take it, and if enough other stations have signed by June 15 to cover production nut, Mr. Tinker will give go-ahead for September start. Meanwhile, Norman Lear has reportedly elbowed out Rhodes Productions to form his own subsidiary to syndicate his soap-opera send-up, Mary Hartman, Mary Hartman, as prelude to Mr. Lear’s distributing off-network reruns of Sanfords and Son, entering its last year on NBC.

Long-range possibility is consortium of MTM Productions, Norman Lear’s T.A.T., Lee Rich’s Lorimar Productions and Quinn Martin’s QM for syndication of all of their first-run and off-network properties not committed to previous distribution contracts. (Mr. Tinker’s The Bob Newhart Show, Mr. Lear’s All in the Family and Mr. Martin’s Cannon are contracted to Viacom and Mr. Rich’s The Waltons is contracted to Warner Bros. Television.)

New scrutiny for radio ratings
Concerned with pricing policies and quality control methods of Arbitron and declining usage by agencies of Pulse reports, Radio Advertising Bureau board of directors is expected to discuss other alternatives to foster competition in radio measurement field. Issue will top agenda at RAB’s board meeting in New York next week when permanent task force on radio measurement may be set up. Stations are said to feel that brisk business in radio these days makes it propitious to look at alternatives to present rating systems.

Political consensus
There’s growing sentiment on FCC for requirement that broadcasters sell longer time units to political candidates. Focus is effort of Senator Frank Church (D-Idaho) to buy half hour of network prime time to get late-starting presidential campaign off ground. Commissioner Abbott Washburn went public last week with view that “spirit” of “reasonable access” law requires sale. Benjamin Hooks and Glen Robinson have circulated memos to colleagues, supporting Church position. Fourth commissioner, James Quello, thinks networks should sell time but doesn’t feel FCC has authority to make them.

News first
Julian Goodman, NBC chairman who came up through news ranks, may become first network official to serve on corporate board of Associated Press, under revised AP rules authorizing addition of three broadcasters to previously all-publisher board (see page 55). Two broadcasters already have been elected from AP subscribing stations: Tom Frawley of Cox Broadcasting and Walter Rubens, KOBE(AM) Las Cruces, N. M. Third is to be network representative, presumably Mr. Goodman because of his rank and background. Mr. Goodman, who became newswriter with NBC Washington in 1945, moved up to head NBC News from 1961 to 1965 before being elevated to presidency and later chairmanship of network.

End run
Canadian Radio Television Commission is under increasing pressure to permit pay television development. Master antenna television operator, operating outside CRTC authority, has initiated pay TV operation in Toronto apartment complex—first since Etobicoke, Ont., experiment in 1960’s. Licensed cable operators, denied pay by commission’s rules, are furious. It’s anticipated CRTC will “rethink” position, eventually yield in approving some form of pay implementation.

Mr. Murphy’s hatchet
It looks as though there will be 16th day added to planned 15-day cable TV hearings that start May 17 before House Communications Subcommittee. Representative John Murphy (D-N.Y.), no longer member of communications panel but still strong advocate of ridding TV of sex and violence, wants time to screen clips of Midnight Blue, now carried on Manhattan Cable’s Channel J in his home district in New York. “The greatest enemy of cable is cable, where they get into the showing of pornographic material,” congressman said last week.

Damned if they do...
Filling job of deputy director of FCC’s industry equal employment opportunity unit poses delicate task for commission. Some blacks feel post, left vacant by shift of Clarence McKee to assignment as legal assistant to Commissioner Benjamin L. Hooks, should be filled by black; they say it was blacks who waged struggle for commission recognition of EEO problem in first place, and bristle at reports commission might name chicanos to post. Possibility of it being filled by non-minority-race candidate is remote, although Lionel Monagas, chief of EEO unit, reacts angrily to suggestion that race might play role in determining selection, saying: “This is the last place where that kind of discrimination should be practiced.”

Nonrocking boat
Although issue of longer network evening TV newscasts was put on most-active list after CBS-TV affiliates’ convention, don’t bet on it being brought up by NBC-TV at its own affiliates’ meetings in June. That’s 50th anniversary convention for NBC radio as well as TV affiliates, and NBC officials aren’t looking for any agenda items that might mar celebration. But they were working, even before CBS proposal, on plans for eventual lengthening of news and say they’ll probably get going actively on it in July. But they also say they’re aware of problems it could create for affiliates and will proceed only with “an offer they couldn’t refuse.”

Separate still not equal
That broadcaster breakthrough into hierarchy of Associated Press—with agreement that three radio-TV representatives will sit on cooperative’s board—is regarded as major accomplishment in medium’s push for equal recognition as journalistic force. It’s not end of battle, however. CBS News President Richard Salant, adamant in insistence on first-class citizenship and active in putting on pressure that secured new eminence, isn’t yet satisfied. He “welcomes” news of board seats, says it’s a good step but is still not prepared to join AP Broadcasters Association. That’s still “segregation,” he says.
Kraft Foods □ Various cheese lines will be stressed in spot radio campaign to run in 15 major markets for 13 weeks, starting in late May. J. Walter Thompson Co., Chicago, is seeking audience of women, 18-49, and is buying 60-second announcements in time periods from 6 a.m. through 10 p.m. Kraftco division is continuing campaign for various other Kraft Foods products with three-week flight beginning May 23. Prime-time TV 30's are also targeted to women, 18-49, and are handled by N.W. Ayer, New York.


TeXtron □ Maker of well-known names such as Talon zippers and Speidel watchbands plans first-ever use of television for corporate campaign. $3 million print and TV budget will promote public understanding of private enterprise system. Spots developed by J. Walter Thompson Co., New York, will be shown during various political events on NBC and ABC networks throughout year.

Ford Motors □ Company, through J. Walter Thompson, Detroit, will pick up 10 minutes per week of radio barter series called The Ralph Emery Show. Daily hour country-music series (Mr. Emery is Nashville disc jockey) is bartered by Show Biz. Bayer aspirin (through Thompson-Koch, New York), takes five minutes per week. Stations get 12 minutes to sell in each hour. Syndicator says 275 markets now carry series.

Hershey □ Six-week flight for Hershey's Toffee candy is scheduled with starting date of June 21. Target is children, 6-11, and TV 30's will be placed in kids-show slots. Ogilvy & Mather, New York, is agency.


BAR reports television-network sales as of April 18

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Source: Broadcast Advertisers Reports

Rep appointments

□ WLFITV Lafayette, Ind.: Savalli/Gates, Chicago, for Midwest and West Coast.

Dodge □ Company's trucking division (through BBDO) is signed for weekly 30-second spot in Nashville on the Road, weekly half-hour barter series distributed by Show Biz. Other two national minutes are taken by Block Drugs (BBDO) and S.C. Johnson Co. (Foote, Cone & Belding). Stations get four minutes to sell to local advertisers. Stations carrying Nashville on the Road number 108 for 55% US clearance, among them WTAF-TV Philadelphia, KHMT Houston, KPLR-TV St. Louis, KKLX-TV Spokane and WTVR-TV Richmond. Most play series in early fringe.

Gillette □ Third-quarter campaign for Earthborn baby shampoo is tentatively set for four markets, picking up from earlier campaign, on June 28 for 13 weeks. Fringe 30's geared to women, 18-49, are handled by Benton & Bowles, New York.

Sterling Drug □ Company, through house agency Thompson-Koch, New York, has renewed for another 52 weeks on Pop Goes the Country. Weekly, 30-minute syndicated series features major country-music stars. Sterling subscribes to both national sponsor minutes; stations are accorded three minutes for local advertisers. Series is now bartered in 130 markets (60% coverage), according to syndicator, Show Biz, Nashville subsidiary of Holiday Inns. TV stations include KTLA Los Angeles, WGN Chicago and WTCG Atlanta.

Sunbeam □ Pre-Father's Day push for Sunbeam's Shavemaster Groomer will use TV 30's in three markets—Chicago, Cincinnati and Kansas City—for four weeks beginning May 24. Prime, fringe and some sports time carries budget estimated at $60,000. N.W. Ayer, Chicago,
Tired of Playing Games?

Then Switch to IN SEARCH OF:

This landmark prime access series doesn't merely ask questions, but dramatically probes the mysteries that have baffled mankind through the centuries. Now filming all over the world, "In Search of..." explores lost civilizations, special phenomena, extra-terrestrial mysteries, myths and monsters. "In Search of..." can be your answer or prime access programming in the form of 24 all-new half hours for all-family audiences, created by Emmy and Peabody Award-winning Alan Landsburg Productions for Bristol-Myers.

IN SEARCH OF:
- The Bermuda Triangle
- Atlantis
- Big Foot
- Amelia Earhart
- Exorcism
- Tombs of the Pharaohs
- The Loch Ness Monster
- and many other adventures into the unknown

So if you don't want to play games with prime access programming, contact:

STARRING

LEONARD NIMOY as host—narrator

Syndication through RHODES PRODUCTIONS

A FILMWAYS COMPANY

6535 Wilshire Boulevard
Los Angeles, California 90048
213-655-2900
hopes to reach men, 18-49.

American Home □ Various products are featured in 13-week campaign to begin June 28. Daytime and fringe TV 30's are geared to women, 18-49. John F. Murray, New York, is agency.

Prince Macaroni □ Still-tentative schedule for Superoni macaroni product will involve limited number of markets in 18-week flight beginning in mid-August. Day, fringe and prime-time 30's geared to women, 18-49, are handled by L. Schulze Flanagan, New York.

Salada Foods □ Salada teabags will be spotlighted in spot-TV campaign in 25 major markets this spring and summer, with two flights on burner. First will get under way in mid-May and second in late June, with flights to last from eight to 10 weeks, depending on market. Humphrey Browning MacDougall, Boston, is aiming for women, 18-49, via spots on daytime, fringe and prime-time periods.

Union Carbide Corp. □ Big spring effort for Prestone II is scheduled to break in mid-May. Network television buys include many prime-time series and 25 major sporting events. Among shows are Wide World of Sports, Belmont and Preakness stakes races, All in the Family and 60 Minutes. Accompanying newspaper promotion is planned. Campaign was created by Ogilvy & Mather, New York.

Coca-Cola Co. □ Minute Maid Lemon Juice will be accentuated in spot TV promotion to be carried in 53 markets for three weeks, starting May 24. The Marschal Co., New York, is centering its approach to programs and periods appealing to women, 25-49.

Peet Packing Co. □ Midwestern distribution only is planned for Ranch Brand bacon. TV part of mixed-media campaign now in progress features grizzled prospector to symbolize old-West flavor. Parker, Wills, Fairchild & Campbell, Saginaw, Mich., is agency.

Borden □ Elsie Stix will be promoted in four-week spot TV effort to run in approximately 30 markets, starting June 4. Tracy-Locke, Dallas, will beam spots toward women, 18-49, and children, via buys on daytime, fringe and prime-time periods.

J.R. Stevens & Co. □ Soft Magic pantyhose will be showcased via extensive spot-radio campaign to begin May 31 for three weeks in major markets including Cleveland, Dallas, Baltimore, Detroit, Miami, Milwaukee, Philadelphia and Seattle. The Clyne Co., New York, is directing 30-second spots toward women, 18-49, in time periods spanning 6 a.m. to 7 p.m.

Hygrade Food Products Corp. □ Spor TV is main vehicle in expansion of Ball Park franks into Los Angeles, Salt Lake City, Sacramento, Calif., Dallas and other markets. Flight starts on June 7 and ends July 4, with total of 25 markets used. After five-week hiatus, return to spot TV last one month, starting Aug. 9. Hygrade spends about $2 million (75% in TV) on advertising Ball Park franks. Agency is W.B. Doner & Co., Southfield, Mich., which is positioning its TV advertising toward women, 21 to 49.

Little Crow Milling □ Little Crow Cocoa Wheats are subject of spot-TV effort beginning in late September for eight weeks in substantial list of markets. Agency for Little Crow is Hurvis, Binzer & Churchill, Chicago, with media buying handled by CPM Inc., Chicago, which is seeking children, 2-11.

Victor F. Weaver □ Company introduced its chicken hotdog two years ago in Albany, N.Y. and has gradually expanded distribution in Northeast via spot TV. It will launch two new spot TV flights this summer in 15 markets. First will kick off for three weeks on June 14 and second on Aug. 23 for two weeks. J.M. Korn & Son, Philadelphia, is seeking to reach women, 25-49.

Wear-Ever Aluminum □ Super Shooter electric cookie gun is subject of spring campaign beginning with Mother's Day as well as proposed fall push. Both promotions involve spot TV, latter running six weeks beginning in October. Ketchum, MacLeod & Grove, Pittsburgh, is agency.

Pinkerton Tobacco □ In its first regular use of television, division of Liggett & Myers will push its Red Man and Red Horse chewing tobacco products via two flights on spot TV. One runs from late May to late July and the other from early October through late November in more than 40 markets. Products have been tested in TV on limited basis but have used radio heavily. Cunningham & Walsh, New York, will slant commercials toward men, 18-49.

Beatrice Foods □ Eckrich line of lunch meats, sausages and frankfurters will be subject of spots in 30 TV markets for four weeks, starting June 7. Needham, Harper & Steers, Chicago, is searching for daytime and fringe periods to reach women, 25-49.

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Up-to-the-minute news about the automobile industry.

Hear auto industry news as it actually happens. Call Automotive News Broadcast Report. It's prepared by editors and writers of Automotive News, the industry's leading trade paper. And it gives you the latest developments in Detroit. Quickly. Conveniently. Concisely.

Simply dial any time of the day or night. Each news "actual" is sixty seconds long. It's a series of short news items. You'll hear news stories as they break, as well as timely news features.

Automotive News Broadcast Report is also available for taping. Call any time after 2 P.M. Friday and simply patch your tape machine. News actuals are recorded by Automotive News for your information. This means you can include news actuals in business or general news shows—at no extra charge.

So keep abreast of the industry. Telephone now.

Call 313-963-3094.

Automotive News Broadcast Report.

Broadcasting May 10 1978
Introducing the TC-50 live color camera!

The new TC-50 is a top-of-the-line broadcast quality prism camera at medium-line price.

A neat trick? Right—Harris has applied imaginative design to give you superb color fidelity and picture sharpness, along with operator convenience and flexibility, without unnecessary frills or seldom used automatic features.

Let us give you complete information. Write Harris Corporation.
Broadcast Equipment Division, 123 Hampshire Street, Quincy, Illinois 62301.
The TV audience: Who are those people?

In most respects, it is easier to create a good television commercial than a good print ad. (You may wish to debate that, but let's save it for another day.) But right now I'd like to talk about one respect in which it's decidedly not easier.

With a magazine or even a newspaper, you start with a fairly clear impression of the person at the other end of the dialogue. You can study the publication, read the demographics provided by the sales department, talk to the editors and begin to see another human being materialize—someone you can communicate with in terms of his or her life and attitudes and problems.

But network television in the United States is the most awesomely mass medium in the history of man. Some 98% of U.S. homes have at least one TV set. More than 200 million people, all speaking more or less the same language, could conceivably be reached with a single commercial.

These people live in various degrees of affluence and poverty, age and youth, rage and contentment. They come in practically every color, live urban and rural lives and are dotted along an infinite number of attitudinal scales.

Faced with this formidable diversity, the creative person charged with selling a product to a mass audience can respond in a number of ways. He can ignore the apparent differences and assume that what evokes a tangible reaction in him, and the people he associates with, will have the same effect universally.

Thus we seek network commercials based on the latest in-group expression, on ethnic reminiscences of a Brooklyn childhood, on effulvia of the counterculture and on campy re-enactments of old movie scenes. Imagine the torpor with which this sort of self-indulgence is greeted in Kearney, Neb. Or Watts.

Or, the creative person can respond by recognizing he is different and leaping to the perfectly human assumption that, therefore, the others are inferior.

As a result we see commercials based on claims that are little more than word games. We see fat, slack-jawed character actresses depicting real housewives and we are assaulted with an array of exaggerated graphics, mnemonic devices and empty phrases repeated four times in 30 seconds.

Both responses are wrong. We cannot draw many universal conclusions from our own life-styles. As Michael Novak, author of "The Rise of the Unmeltable Ethnic," wrote last September in the Boston Globe: "Most of all it demands an interest in how consumers think, how they feel, how they see themselves in the context of this shifting society, what is really important in their lives as opposed to what we might want to be important. It demands hearing them talk about products and advertising in our focus groups, seeing them respond in the consumer 'rap sessions' we conduct, hearing the intensity of their feelings as we interview them in our telephone surveys.

Some of these programs we've designed to know the consumer better make painful demands on our inborn reticence and fear of rejection. All of them devour great quantities of our most precious commodity, time. But without them we run the terrible danger of writing advertising to one another.

Difficult as it may be, it is our job to understand the person we're directing the commercial to. Nobody's paying him to try to figure us out.
PEABODYs back-to-back!

For "superb investigative reporting" WCKT News has won the George Foster Peabody Award for an unprecedented two years in a row. Called the "Pulitzer Prize of Broadcast Journalism" the Peabody is television's most prestigious and coveted prize.

Last year WCKT was honored for three series of investigative reports which "brought considerable response and change in the community."

WCKT has again been cited by the Peabody National Advisory Board for "compiling an envious record of outstanding investigative reporting."

The only Florida news operation ever to win this coveted prize, WCKT received the first of its three Peabody awards in 1961 for exposure of problems incident to the Cuban crisis.

This year's award-winning reports are an investigative series on the need for abortion reform and control, an editorial series on the banning of cameras from courthouse corridors, an expose of Miami's FBI bureau chief, a series exposing New Jersey racketeers who moved to South Florida, an investigation of the community's auto inspection stations, and a series examining local slum conditions — past, present and future, all aired as part of WCKT's six o'clock news.
Number of Radio Broadcasters Spring Convention...May 11-12, Annual meeting...May 12-14...Annual meeting...May 12-15...Annual meeting...May 12-14...Washington State Association of Broadcasters spring meeting...Red Lyon Motor Inn, Pasco...May 12-14...Washington State Association of Broadcasters spring meeting...Red Lyon Motor Inn, Pasco...May 12-15...Annual meeting...American Association of Advertising Agencies...Greenbrier hotel, White Sulphur Springs, W. Va...May 12-16...Pennsylvania Association of Broadcasters annual convention...Paradise Island, Nassau...May 13...FCC’s deadline for comments on proposed rule amendment to modify certain standards for cable TV systems...Docket 20765...Replies are due May 24...FCC...Washington...May 13...Iderama, sponsored by Radio Advertising Bureau for salespeople...Holiday Inn East, Springfield, Ill...May 13...Iderama, sponsored by Radio Advertising Bureau for salespeople...Holiday Inn, Albuquerque, N.M...May 11-14...Electro 76, Bicentennial convention of The Institute of Electrical and Electronics Engineers...Hyatt Auditorium and Sheraton-Boston, Boston...May 12...Corporation for Public Broadcasting...board meeting...CPB headquarters, Washington...May 12...New York Women in Communications...Matrix Awards dinner...Edwin Newman, NBC News correspondent, will be speaker...Hotel Lexington, New York...May 12-14...Washington State Association of Broadcasters spring meeting...Red Lyon Motor Inn, Pasco...May 12-15...Annual meeting...American Association of Advertising Agencies...Greenbrier hotel, White Sulphur Springs, W. Va...May 12-16...Pennsylvania Association of Broadcasters annual convention...Britannia Beach hotel, Paradise Island, Nassau...May 13...FCC’s deadline for comments on proposed rule amendment to modify certain standards for cable TV systems...Docket 20765...Replies are due May 24...FCC...Washington...May 13...Iderama, sponsored by Radio Advertising Bureau for salespeople...Holiday Inn Casa Grande, Lubbock, Tex...May 13...Iderama, sponsored by Radio Advertising Bureau for salespeople...Holiday Inn, Airport, Moline, Ill...May 13-14...Ohio Association of Broadcasters spring convention...Speakers include John Eger, acting director of Office of Telecommunications Policy...Ray Seidlin, FCC chief of Emergency Broadcast System...Paul Peterson, Federal Trade Commission, and Carl Stevens of Personnel Management Workshops...Sawmill Creek, Huron...May 13-18...Western Advertising Conference...sponsored by Western States Advertising Agencies Association...Friday luncheon speaker will be Erwin D. Canham, editor emeritus...The Christian Science Monitor, and past president of U.S. Chamber of Commerce...Canyon hotel, Palm Springs, Calif...May 14...Pacific Pioneer Broadcasters...luncheon and salute to Betty White, broadcast personality...actress...Sportsmen's Lodge, Studio City, Calif...May 14-15...The Gospel Radio Seminar of the Gospel Music Association...Airport Hilton, Nashville...Contact: Jim Black, seminar chairman, PO. Box 912, Nashville 37202...May 15-18...Illinois-Indiana Cable Television Association...12th annual convention...Forum 30 Plaza hotel, Springfield, Ill...Also in May...May 17...FCC’s deadline for comments on rule amendment to require broadcast stations and cable systems to notify opposing candidates of gifts of time to any other candidate within 72 hours prior to election day...Docket 20764...Replies are due May 27...FCC...Washington...May 17...Eight World Telecommunications Day developed by the International Telecommunications Union in cooperation with the United Nations Educational, Scientific and Cultural Organization...Theme this year is “Telecommunications and the Mass Media.”...May 17...Emmy Awards presentation, carried live on ABC-TV (9-11 p.m.)...From Century Plaza hotel, Los Angeles...May 17-18...Virginia Cable Television Association spring convention...Final Mountain, Waynesboro, Va...Contact: Ron Roe, 560 Patton Street, Danville, Va. 24541; (804) 797-4131...May 17-20...House Communications Subcommittee hearings on cable television regulation...see story in this issue...Washington...May 18...Iderama, sponsored by Radio Advertising Bureau for salespeople...Holiday Inn West, Spokane, Wash...May 18...Iderama, sponsored by Radio Advertising Bureau for salespeople...Holiday Inn, Airport, Buffalo, N.Y...May 18...Iderama, sponsored by Radio Advertising Bureau for salespeople...Holiday Inn, Airport, Birmingham, Ala...May 19...National Radio Broadcasters Association...sales seminar...Speakers include Paul Pulney, deputy chief for law...FCC Broadcast Bureau...Bob Wollam, management consultant and training specialist...Kalamazoo, Mich...O’Hare Hilton hotel, Chicago...May 20...Advertising Research Foundation second mid-year conference...Hyatt Regency O’Hare, O’Hare International Airport, Chicago...May 20...Iderama, sponsored by Radio Advertising Bureau for salespeople...Holiday Inn, Airport, Salt Lake City...May 20...Iderama, sponsored by Radio Advertising Bureau for salespeople...Holiday Inn, Laham, Albany, N.Y...May 20...Iderama, sponsored by Radio Advertising Bureau for salespeople...Sheraton Downtown-Motor Inn, Pensacola, Fla...May 20-21...FCC-Federal Trade Commission joint panel discussions on over-the-counter drug advertising...FCC, Washington...May 20-21...Practicing Law Institute program on...


May 21 — FCC’s new deadline for comments on AM clear channel proceedings to allow 1-A clerks to operate with greater than 50 kW (Docket 20642). Replies are now due June 25. FCC, Washington.

May 21-22 — Public Radio in Mid-America (PRIMA) spring convention. KIOS-FM Omaha, Neb.

May 22 — Carl T. Rowan, political social-commentator for Post-Newsweek Stations, will deliver commencement address at University of Massachusetts/Amherst. Mr. Rowan and John W. Halgis, president of WHAM-AM-FM Greenfield, Mass., will be two of six persons to receive honorary degrees. Alumni Stadium, Amherst.

May 24-28 — California Community Television Association annual spring meeting. Senator hotel, Sacramento.


May 25 — U.S. Court of Appeals in Washington hears arguments in cases brought by more than 70 broadcasters seeking refunds of fees paid under 1970 fee schedule that Supreme Court held unlawful.


May 29-30 — Missouri Broadcasters Association spring meeting. Rock Lane Lodge, Table Rock Lake, Branson.

May 27-June 5 — Prise Jeunesse International, biannual television competition for children’s programs, co-sponsored by European Broadcasting Union and UNESCO, Bayerischer Rundfunk, Munich, West Germany.


May 28-29 — Regional seminar of the Radio-Television News Directors Association, sponsored by Texas A&M’s University News Service and KTRK-TV Houston Bob Heath, Texas attorney general’s office will feature speaker. Discussion topics will include news operations, current issues and problems Rudder Tower, Texas A&M, College Station.


June


June 1-4 - Canadian Cable Television Association 19th annual convention and trade show. Four Seasons Sheraton hotel, Toronto.

June 2 - FCC's new deadline for comments on proposed relaxation of TV tuning accuracy standard for channels 70-83 (Docket 20787). Replies are now due June 18, FCC, Washington.


June 3-4 - Fifth annual Public-Cable Conference. Campus, Kutztown State College, Kutztown, Pa. Contact: Dr. Robert F. Fina, executive director of Public-Cable, Kutztown State College.

June 3-5 - Associated Press Broadcasters sixth annual convention. William Sheean, ABC News president, will be keynote speaker. FCC Chairman Richard Wiley; Jack Thayer, NBC Radio president; Vincent Wasieloski, National Association of Broadcasters president; attorney E. Lee Bailey and senator Hubert Humphrey (D-Minn.) will be featured speakers. Marquette Inn, Minneapolis.

June 3-5 - Alabama Broadcasters Association 30th annual spring meeting. Admiral Semmes hotel, Mobile.

June 3-5 - Oregon Association of Broadcasters spring conference. Summer Lodge, Bend.

June 4-5 - North Dakota Broadcasters Association spring meeting. Articlake hotel, Devils Lake.

June 5-9 - American Advertising Federation, 71st annual convention. Scheduled speakers and panelists include: Larry Saunders, WTAR(AM)-WTVJ(TV) Miami. Donald Kendall, Pepsico; John Thayer, NBC; George Gerbner dean of Annenberg School for Communication, University of Pennsylvania; George Gerbner dean of Annenberg School for Communication, University of Pennsylvania; John Johnston; Bill O'Reilly, president; Charles Moss, Wells, Rich & Greene partner; Shirley Polykoff, Shirley Polykoff Advertising Inc. Slater Hilton, Washington.


June 8-10 - North Carolina Association of Broadcasters spring meeting. Southport Princess, Bermuda.

June 8-25 - Eighth annual Institute for Religious Communications. Loyola University, New Orleans. Contact: Dr. James L. Luntz, IRC, Loyola University, Box 201, New Orleans 70118; (504) 866-5471.

June 7 - FCC's deadline for comments on its inquiry to gather information on cable TV subscriber rate regulation process (Docket 20787). Replies are due July 7, FCC, Washington.

June 8 - Idearama, sponsored by Radio Advertising Bureau for salespeople. Holiday Inn, Jackson, Tenn.


June 8-10 - Armed Forces Communications and Electronics Association 30th annual convention. Sheraton Park hotel, Washington.


June 9 - Corporation for Public Broadcasting, regional meeting open to public participation, Drake hotel, Chicago.


June 10-12 - Florida Cable Television Association annual convention. Don-Ce-Sar Hotel, St. Petersburg Beach.

June 10-12 - Montana Broadcasters Association annual convention. Many Glacier Lodge.

June 10-12 - South Dakota Broadcasters Association annual meeting. Sturgis Chamber of Commerce. Ben Hemings will address the June 11 luncheon. Holiday Inn of Northern Black Hills, Spearfish.


June 11 - FCC's deadline for comments on its proposed rule amendment to permit use of automatic transmission systems at AM, FM and TV stations (Docket 20403). Replies are due July 12, FCC, Washington.

June 11 - Federal Trade Commission deadline for comments on proposed rulemaking to determine what warnings, if any should be required in advertising of antacids. FTC, Washington.


June 13-16 - 1976 Summer Consumer Electronics Show sponsored by Consumer Electronics Group, Electronic Industries Association, McCormick Place, Chicago.

June 13-16 - Video Systems Exposition and Conference, third annual video hardware exhibit held concurrently with Consumer Electronics Show, McCormick Place, Chicago.

June 13-16 - Florida Association of Broadcasters 41st annual convention. Breakers hotel, Palm Beach.

June 13-17 - National Association of Broadcasters board meeting, Washington.


June 15 - Deadline for entries Women in Communications Inc.'s 1978 Crystal Awards. Competition for outstanding communication in areas of human rights, resources and the community and radio and television are two of the seven categories to be judged. Information and entry forms: Clarion Awards, WCL 8305-A Shool Creek Boulevard, Austin, Tex. 78758.


June 17 - Idearama, sponsored by Radio Advertising Bureau for salespeople. Sheraton Motor Inn, In-

June 17—Idearama, sponsored by Radio Advertising Bureau for salespeople. Sheraton Royal Inn, Kansas City, Mo.


June 18-19—Alabama AP Broadcasters Association annual meeting and awards presentation. Rodeway Inn, Birmingham.


June 20-22—New Jersey Broadcasters Association 40th annual convention. Great Gorge hotel, MacAllie.

June 20-23—NBC's 50th anniversary meeting of TV and radio affiliates. Waldorf-Astoria, New York.


June 23-25—Maryland-District of Columbia-Delaware Broadcasters Association convention. Sheraton-Fontainebleau hotel, Ocean City, Md.


June 24-26—Pennsylvania Cable Television Association spring meeting. Seven Springs Mountain Resort.

June 24-27—Rocky Mountain Broadcasters Association annual convention. Jackson Lake Lodge, Jackson Hole, Wyo.


June 26-29—Georgia Association of Broadcasters annual convention. Lanier Lake Islands.

June 28-30—Ohio Association of Broadcasters' "Salute to Congress" and annual Congressional dinner. Washington.


July 1—Idearama, sponsored by Radio Advertising Bureau for salespeople. Sheraton Inn, Portland, Me.


July 30-July 1—Wisconsin Broadcasters Association summer meeting. Speakers will include Charles Kuralt, CBS News, and Morris Reid, chairman, J.P. Case Co. Scotland Island Resort, Oconomowoc.

July

July 1—FCC's deadline for comments on its proposed amendment of noncommercial FM broadcast rules (Docket 20735). Replies are due Aug. 16. FCC, Washington.


July 1—Exhibitors deadline for fall convention of Society of Broadcast Engineers. Holiday Inn, Hempstead, N.Y. Contact: Mark Schubin, SBE, PO Box 607, Radio City Station, New York, 10019; (212) 765-5100, ext. 317.


July 1—Idearama, sponsored by Radio Advertising Bureau for salespeople. Sheraton Crabtree, Raleigh, N.C.

July 7—Texas Association of Broadcasters annual convention. Americana Inn of Six Flags, Arlington.

July 11-12—South Carolina Broadcasters Association summer meeting. Mills-Hayley House, Charleston.


July 12—Opening of Democratic National Convention, New York.


July 14-17—Colorado Broadcasters Association summer meeting. Douglas Edwards, CBS correspondent, will be keynote speaker. Wildwood Inn, Snowmass.


July 15—Idearama, sponsored by Radio Advertising Bureau for salespeople. Holiday Inn, Fargo, N.D.


July 18-19—Oklahoma Broadcasters Association summer meeting. Lake Texoma Lodge, Kingston, Okla.

July 17—Atlanta chapter of the National Academy of Television Arts and Sciences second annual Emmy Awards presentation.

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“Our Dallas office is now open. The southwestern market is growing and so are we.”

Carol Cagle
Southwest Division Manager

“The opening of our Dallas office coincides with the continuing growth of ABC-FM Spot Sales...over 200% in the last three years...and the ever-greater numbers of national advertisers establishing headquarters in the southwest.

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Broadcasting May 10, 1976 17
On the trail
EDITOR: This is in reply to the letter of Tom Joyner, executive vice president, Beasley Broadcast Group, Goldsboro, N.C., which appeared in your April 5 issue. Ethical considerations and legal restraints prohibit me from commenting directly concerning the case involving Compass Inc. and its principals, but I would like to comment concerning certain other allegations made by Mr. Joyner.

When Mr. Joyner first called my office on Feb. 17, we had no knowledge of Compass Inc. and no complaints concerning this company. He was referred to the assistant district attorney, who in turn referred Mr. Joyner to the deputy district attorney in charge of the consumer fraud division of my office. Due to budgetary and personnel restrictions I am able to assign only one attorney and one investigator to this division and they are responsible for handling approximately 100 to 150 complaints and inquiries per month, as well as supervising over 200 active investigations and litigation files. However, because of the nature and urgency of Mr. Joyner’s complaint, both the supervising attorney and the investigator immediately undertook an investigation on behalf of Mr. Joyner.

Our investigation determined that if in fact a crime had been committed, it was interstate in nature and probably mail fraud and/or fraud by wire. Since primary jurisdiction for this type of crime rests with the federal enforcement authorities rather than the local county district attorney, various federal agencies were immediately contacted. Once it was determined that the inspector’s division of the United States Postal Service would have primary responsibility for investigation of this matter, we met with representatives of that agency and turned over to them all information in our file. Since that time, the investigation has been an ongoing and a cooperative joint effort between this office and the United States postal inspector in spite of the fact that ultimate prosecutorial authority would rest with the United States attorney’s office in Las Vegas. —George E. Holt, district attorney, Clark County, Las Vegas.

(Mr. Joyner complained that the Las Vegas district attorney’s office had provided no cooperation in investigating Compass, which failed to provide air travel and hotel facilities for which Beasley and other broadcasters had paid.)

A survivor
EDITOR: I guess it’s that time of the year again when college graduates seeking jobs in broadcasting hit the employment trail. After hearing all of the bleak details of a field closed to college grads with no commercial experience, let me offer some encouragement.

About this time last year I began the seemingly endless task of sending out audition tapes and resumes. After a few million rejections and four interviews, I finally received two job offers within minutes of each other late in August.

After much soul searching, I chose the situation that I am working for now. It turned out to be a very wise decision. Starting out with an afternoon shift at Wnnj (AM) Newton, N.J., a contemporary MOR station, I subsequently moved to morning drive, and then to my current position, as program director of Wnnj-wxix (FM).

Advice from the “pro”? Keep plugging away. Don’t let those rejection letters get you down; save them for your scrapbook. Be prepared to start at a small station for a small sum of money.

Play up your biggest asset. I had four years of college FM radio behind me, including one year as news director. Nobody starts out as a pro. Somebody will give you that first break. Who knows, it just might be me.—Jeffrey Jay Weber, program director, Wnnj-wxix, Newton, N.J.

The squeeze
EDITOR: I noted Norman Wain’s letter in the April 12 issue. For quite some time I have thought that those of us who depend upon radio professionally and commercially and those of us who simply enjoy the variety of services and entertainment that radio provides should make it known to the hotels that we look less than...
kindly when there is an absence of radio sets in hotel rooms that we use.

As a matter of fact, I suggested a couple of times that we let the hotel industry know, through the unions and the National Association of Broadcasters and others, that we might not be happy in the future about renting rooms in which radios are not provided. This soft touch of politeness shouldn't offend anyone and may be effective. I would be interested in some reaction—Sanford J. Wolff, national executive secretary, American Federation of Television and Radio Artists, New York.

All those opposed

EDITOR: I am glad Broadcasting covered my remarks at the Ad Council's press conference unveiling their "American Economic System" campaign [Broadcasting, April 26], but you characterized Public Media Center and the coalition we represent in such a way as to totally distort our planned countercampaign and our purposes in producing it.

Neither PMC nor the labor, consumer, environmental coalition we represent are "opposed to free enterprise." In fact many of these groups are more committed to free enterprise and competition than the multinational conglomerates that dominate our economic system.

The reason these groups asked us to produce a countercampaign is that they feel that their views of the economy are not represented by the Ad Council campaign. These very American and substantial organizations, representing millions of people, feel that the Ad Council's view of the American economy is biased, one-sided and controversial.

Incidentally, we call our campaign Economic Alternatives for America, not Alternatives to America. We want America to work. —Roger Hickey, Public Media Center, Washington.

Poor reflection

EDITOR: I've about had it with the networks' portrayal of the media. Except for that pathetic once-upon-a-time series, Mobile One, every time you see a radio, television or newspaper reporter on the tube, it's some nitwit making a totally ass of himself.

The most recent example was on The Rookies on March 30. Lieutenant Ryker had a problem. The inmates at a women's correctional facility had taken some hostages. A television reporter came on the scene with her cameraman and the lieutenant told the man to "keep back." The reporter responded, "Lieutenant, you can't keep us from reporting this story." The dialogue ends with another retort from the man in blue.

The inmates demanded a reporter and photographer. Our nitwit colleague says, "I'm going in there, lieutenant." The lieutenant says, "No you're not, I'm sending one of my own men."

How many reporters have risked their own lives in full cooperation with authorities to help quell prison rebellions? We reporters do get in the way at times, but we're not in the business of turning dangerous situations into more dangerous situations.

The network series' representation of media people just might cause some unjustification of their own news teams. —David Colvin, news director, WQXI-AM-FM Atlanta.

Hanks applauded

EDITOR: The statement attributed to "colleagues" of FCC Commissioner Benjamin L. H A N K S in the "Closed Circuit" section of the May 3 issue is most unfortunate.

Your statement was: "Colleagues say Mr. Hanks is getting more aggressive in supporting minority causes at FCC to point out that some say he is turning anti-broadcasting."

Does this statement mean that to support broadcasting one must be anti-minority? Truly progressive and forward-moving broadcasters are interested in all communities they are licensed to serve. It is very comforting to know that Mr. Hanks is still sensitized to minority causes. —Ernie Fears, manager, personnel and community relations, Washington Star Station Group, Washington.

Everybody helped

EDITOR: In your April 26 report on the Nebraska gag order case you say that appeal to the United States Supreme Court was "taken by the Nebraska Press Association and a number of news organizations." Would it not be of interest to your readers to know that the Nebraska Broadcasters Association was also a petitioner? I don't mean merely as amicus curiae. NBA raised money for the legal fund, participated in all strategy sessions and co-signed the petitions, all the way from the little courthouse in western Nebraska to the Supreme Court. A number of Nebraska stations and radio newspeople also made important contributions, some of them as co-petitioners.

The newspapers were great, but the broadcasters were part of the team. By the way, the costs were colossal and we still need financial aid. —Frank P. Fogarty, executive vice president, Nebraska Broadcasters Association, Omaha.

AIM missed

EDITOR: I am shocked that your April 26 report of the CBS annual meeting made no mention of the discussion of the Accuracy in Media resolution on an abdusman. This was the only significant matter debated at the meeting. Over a million shares were tallied for the AIM resolution, and an additional 500,000 proxies arrived too late to be counted.

The resolution received sufficient votes to be presented again next year. Identical resolutions will be debated at RCA [see page 50] and ABC meetings. —Reed Irvine, chairman, Accuracy in Media, Washington.
Americans are the world's most mobile people. And they’re crazy about sports. Ergo, Americans want sports to be as mobile as they are.

And mobile is what sports are. By way of the CBS Radio Network millions enjoy the big races, games, and matches. The fans take their sports along with even less bother than packing a racquet.

Think of any sports classic, and it's almost certain to be on CBS Radio: Play-by-play of baseball's All-Star Game, League Championships and World Series; thoroughbred racing's Triple Crown; the National Football Conference Championship and Cotton Bowl Game. On-the-scene special reports from the Olympics, U.S. Open Tennis and golf's Masters Tournament.

Almost all are radio-exclusive on CBS Radio. And they're covered by some of the first names in sportscasting: Pat Summerall, Brent Musburger, Win Elliot, Ron Swoboda, and Jim Kelly—creating the atmosphere and flashing the action to the listening imagination.

Whether at rest or in motion, every fan has a preferred location—at home, on holiday, and often on the job. This closeness to what's happening enlivens all other listening to CBS Radio. To news around the clock. To 30 single-subject weekend specials. To the innovative radio of “Mystery Theater” and more.

All through the year, CBS Radio helps listeners get away from it all, to all that's going on.
Expanded newscasts: no longer whether but when

Taylor speech to affiliates, although it gives no details, reveals a commitment to lengthening the evening show; he pledges to work hard with affiliates to achieve this goal; reaction from other networks indicates a race to be the first

The question of longer network evening newscasts became a real rather than a hypothetical issue for affiliates to deal with last week when Arthur R. Taylor, president of CBS Inc., told the CBS-TV affiliates convention that "the goal of expansion of the network evening news is a worthy one for this industry."

He took a deliberately low-key approach in his speech to the affiliates, in which he emphasized that "we are sensitive to your concerns" and recognize that "there are commercial problems, financial difficulties, scheduling frustrations, regulatory issues." He did not even say whether he was thinking that the evening newscasts should be expanded from 30 minutes in length to 45 minutes or an hour or something less or more. Rather he stressed that it is "our responsibility together to bring the events of this wide world into sharp, clear focus to all communities," and said that "I hope it will be possible for CBS and its affiliates to work together to achieve this goal."

He declined afterward to elaborate on his observations, made in the course of a luncheon address on the opening day of the affiliates' convention. Nor would CBS News executives or other CBS officials speculate on what the specific objectives, approach or timetable might be. For the most part they said they didn't know—that it all remained to be worked out with the affiliates.

Top CBS News officials did say they recognized it was not something that could be done right away or even "soon," certainly not by the start of the new prime-time season this fall, perhaps not by the start of the second season next January, conceivably not by the fall of 1977 although they were less explicit about that.

It was clear that they recognized the issue as a sensitive one in which many and probably most affiliates were instinctively opposed to yielding more station time to the network and that they didn't want to do or say anything more than they felt they had to, lest they intensify the opposition.

It was equally clear that the issue was not one involving CBS and its affiliates alone—that, as officials of all three networks have repeatedly said, if one network moves to lengthen its newscasts, the others must follow suit.

CBS-TV affiliates, for their part, were surprisingly unhostile in their first formal reactions. This did not necessarily mean, however, that they were in a mood to accept CBS's move without fighting back. Privately, some said they would welcome a 45-minute network newscast because they would like to expand their 30-minute local newscasts to 45 minutes and this would make a neat 90-minute news package—but that they would oppose a network move to 60 minutes. Others, for similar reasons, would accept a 60-minute network newscast but not a 45.

Many others said they would fight any network expansion on principle—and talked, in many cases, of refusing to clear a network newscast of more than 30 minutes, saying they would use the time occupied by a longer network newscast as the nucleus of a two-hour block, say, in which they would present local movies or other local programing.

In their formal meetings, however, they spent little time on the issue. In the closed meeting pre-scheduled for the first afternoon of the convention, participants said only two affiliates spoke up. Marvin L. Shapiro of Westinghouse Broadcasting, which is on record as contending that all networks have already put affiliates in an inequitable position, took the floor to say he agreed with Mr. Taylor that the networks should do more—but he insisted they should do it in network time, not in what is now station time. Another affiliate was said to have suggested the networks schedule additional news at 10:30-11 p.m. NYT—a period already network time.

The next day, in a final closed session in which network officials were on hand to answer affiliates' questions, Jim Babb of WBTV(TV) Charlotte, N.C., was reported to have asked for additional details from the network executives, as officials of all three networks have already put affiliates in an inequitable position, took the floor to say he agreed with Mr. Taylor that the networks should do more—but he insisted they should do it in network time, not in what is now station time. Another affiliate was said to have suggested the networks schedule additional news at 10:30-11 p.m. NYT—a period already network time.

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Salant senses public mandate for more ambitious news efforts

CBS News president cites gains in ratings as possible message; affiliates also reminded of drabber challenges to broadcast journalism

The gains in ratings for CBS News's nightly broadcasts and its documentaries and in particular the rating performance of 60 Minutes in prime time may be "telling us something," Richard S. Salant, president of CBS News, told the CBS-TV affiliates convention last week.

What these things may be saying, he said, is "that at long last, in this competitive world of ours, there is a gradual but steadily increasing public appetite for what we do, and that given the right circumstances, the right scheduling, the right faith and patience, and above all, the right journalistic teams, we can provide something more tangible than brownie points."

It was the closest he came in his prepared speech to mentioning—if in fact that's what he had in mind—the question of longer network newscasts that has ricocheted among affiliates of all three networks since reports first circulated that ABC-TV was thinking of lengthening its nightly newscast to 45 minutes (Broadcasting, April 26, et seq.).

Mr. Salant said CBS News had done much to be proud of during the past year but that he was most proud of something it didn't do—its refusal to project a winner in the Wisconsin Democratic primary on April 6, when ABC News and NBC News projected a Morris Udall victory but were upset, along with Mr. Udall, when Jimmy Carter squeaked through in the final count. Accuracy, he said, must take precedence over speed.

Along with much to be proud of, Mr. Salant found much to deplore: "This country is moving backward from, rather than forward toward, full freedom of the press—print and electronic. . . . The serious threats—of the gag orders, of the judicial refusal to permit a reporter to protect his sources, the effort embodied in Senate Bill 1, now temporarily, at least, apparently abandoned, to enact an extreme form of the British Official Secrets Act—these should cause concern to all of us who believe that the First Amendment really means what it says, and that it is a linchpin of a democracy."

The fairness doctrine and related personal attack rules are still further causes for concern, Mr. Salant said. Among other examples, he cited one in which 60 Minutes did a piece about a congressman against whom charges of conflict of interest had been made. The congressman, he said, refused to be interviewed for the broadcast but insisted that if CBS News went ahead with it, he would "claim personal attack, and time on 60 Minutes, which he could control to make his own reply without interviewing and without editing."

Because 60 Minutes is not a hard-news broadcast, Mr. Salant explained, it "is said not to be exempt from the personal-attack rule." As a result, he said, "while stating that the personal-attack rule does not apply here, we were required to send him a transcript and ask him whether he wanted to make a claim. We have not heard from him."

"If the personal-attack rule works the way the congressman says it works," Mr. Salant asserted, "it gives the individual a special incentive to decline to appear for interviewing in the original journalistic endeavor—that incentive to decline being the reward of free time totally controlled by him."

"That, I submit, is as grotesque by journalistic standards as it is by First Amendment standards. If we don't clarify that one and light it wherever and whenever we can, we have lost a good chunk of our birthright."

Partners. The new president of the CBS Television Network, and his new vice president for programs, were star attractions at last week's meeting with affiliates in Los Angeles (story page 36). L to r: President Robert Wustrer; Charles Brakefield of WAGT-TV Memphis, chairman of the affiliate board of governors; John A. Schneider, president of the CBS/Broadcast Group, and B. Donald (Bud) Grant, vice president-programs.
Breakthrough in suit over family hours?

Judge orders both sides to come to terms out of court, says plaintiffs found no "smoking gun"; Lear suit and antitrust action are still to be tried, however

The court suit that Hollywood writers, actors and producers brought to lift the restrictions imposed on programming by the family viewing concept came to an abrupt halt last week. U.S. District Judge Warren J. Ferguson cut off cross-examination of CBS President Arthur Taylor in the Los Angeles courtroom and directed the parties to reach settlement out of court.

The judge's action and comments indicated that the suit had fallen short of its objective. "All of the evidence is in," Judge Ferguson told Ronald Olson, attorney for Writers Guild of America, West, as he was questioning Mr. Taylor. There is no need to proceed, he said.

The judge noted that Mr. Taylor in his testimony had said he thought the network meetings with FCC Chairman Richard Wiley were going to bring about adoption of the family viewing plan were "a bad idea." The judge also said he was sure the other network heads would agree not to hold such meetings in the future.

And such an agreement, Judge Ferguson added, would give the plaintiffs all they could get from a court injunction, so why go on with the trial? To courtroom observers, the statement was taken to mean that Judge Ferguson decided against granting the plaintiffs all they had requested, including the injunction to bar enforcement of the family viewing plan.

However, a clearer picture of what form the resolution of the case will take should emerge a week from tomorrow (May 18). That is when the parties are to return to court. In the meantime, the lawyers will confer with each other and their clients.

Mr. Taylor took the stand following testimony by Chairman Wiley, who denied pressuring the broadcasting industry into adopting the plan designed to restrict the hours of 7-9 p.m. to programming acceptable to the entire family.

In declaring that the evidence was in, Judge Ferguson said the lawyers were engaging in what would be a pointless hunt for a "smoking gun." "You lawyers are going to work with the witnesses, looking for a smoking gun," he said, "and I'm going to have to draw the inferences."

Earlier, Mr. Taylor had testified that as a parent of young children he had long been concerned about the kind of programs they watched on television, and when he joined CBS in 1972 he heard from many friends who said in effect "you're now in a position to do something about programming." An experience in canceling a popular children's series on the advice of a child psychologist, only to have it move to independent stations, taking its audience along with it, had taught him the futility of unilateral action, he testified, so he determined that any attempt to restrict violence in television would succeed would have to include the entire broadcasting industry. That was why, he said, when FCC Chairman Richard Wiley met with the network presidents on Nov. 22, 1974, and asked if they felt violence was a real problem, he replied that CBS did and was doing something about it. "Let's be something of a drive to amend the NAB television code to set aside the prime-time hours before 9 p.m. as family viewing time.

Mr. Taylor was the second witness for the defendants in the suit: ABC, CBS, NBC, the National Association of Broadcasters and the FCC. The first was Mr. Wiley, who gave the family viewing hour full credit for reducing the amount of violence on the air, and Mr. Taylor full credit for originating the family viewing concept.

"I'm encouraged," he said. "The plan's not perfect but it's a good first step. Let's give it a chance. If it doesn't work, it will be up to Congress to do something about it."

Asked if he thought it appropriate to discuss this problem with broadcasters, but inappropriate for the FCC to adopt a rule to obtain the same purpose, Mr. Wiley said that he thought it "not only appropriate but mandatory. I've been very careful not to talk about specific programs, but I think to talk to broadcasters about their problems is a legitimate and appropriate action."

Answering one of the plaintiffs major charges that the FCC, itself under pressure from Congress to do something about TV sex and violence, had used its licensing powers, either directly or by implication, to force the broadcasters to act as they did, Mr. Wiley replied that he acted in the public interest and "I'm sure the broadcasters did not think I was trying to coerce them."

When asked Judge Ferguson if, while Mr. Wiley and the network presidents had been seeking a solution to the problem of too much violence, anyone had consulted the public, Mr. Wiley declared, "I represented the public."

Asked further if he had talked to Norman Lear, producer of All in the Family and other comedy series dealing in humorous fashion with some of the serious problems of modern society, Mr. Wiley said: "Mr. Lear is a creative genius and I don't want to hold him back."

Before the defendants called their witnesses to testify, they had asked the judge to dismiss the suit against them. Judge Ferguson had then denied that motion. "In my opinion," he stated, the plaintiffs have established sufficient evidence for the defendants to put on a case. But," he added, "I am concerned with the remedies they seek." That concern apparently was responsible for halting the proceedings last Thursday.

Whatever happens next to this case, there are still two related actions to be tried. One is the antitrust allegations made by the producers against the industry for creating family viewing; the other is Mr. Lear's suit seeking damages of $10 million for losses he allegedly will sustain because family viewing has demarched his TV programs as syndication properties.

MPAA's Valenti: the Kissinger of copyright

He brings together NAB and NCTA at meeting this week to explore possibility of compromise, although time is growing short

The shuttle diplomacy of Motion Picture Association of America President Jack Valenti paid off last week when he succeeded in getting the National Association of Broadcasters and the National Cable Television Association to agree to sit down at the same conference table to talk about copyright.

The meeting will be this morning (May 10) at MPAA's Washington office. The principals will be Mr. Valenti, NCTA President Robert Schmidt, NAB President Vincent Wasilewski, NAB executive vice presidents John Summers and Donald Zehn, and NCTA representatives.

NAB says it needs instructions from its executive committee—which meets on Wednesday—before it can bargain. But it figures the Monday meeting will be spent trying to determine if there is in fact anything to bargain. The broadcast association says it will not deal unless the other side is willing to negotiate all of NAB's six points. The other side, however, has already said it is not willing (see page 28).

The heat is on the three industries to do something fast about cable copyright. Representative Robert Kastenmeier (D-Wis.), chairman of the House Judiciary subcommittee that it currently marking up the copyright bill, said last week that the subcommittee will devote two days this week (Wednesday and Thursday are tentatively set) to discussion of the cable TV section of the bill. Mr. Kastenmeier is anxious to resolve the cable tangle, but he also wants the broadcasters, motion picture owners and cable operators to make it easier for him by reaching agreement among themselves.

NAB says it is not out to "torpedo" the copyright bill, and some nonindustry observers say it could not even if it wanted to. Representative Kastenmeier two weeks ago gave assurances that, no matter what, "there will be a Section 111.

It would appear, however, that NAB has the advantage for the moment. NAB points out that if the cable and motion picture interests had enough votes on the Kastenmeier subcommittee for passage of their joint proposal, there would have been no need for Mr. Valenti to try to draw NAB to the bargaining table. On the other hand, neither does NAB have enough votes for its proposal.
**In Brief**

- **Joseph Fogarty**, 45, long-time aide to Senate Communications Subcommittee Chairman John O. Pastore (D-R.I.), was named in *Washington Post* Friday (May 7) as White House choice to succeed FCC Commissioner Glen O. Robinson, whose term expires June 30 ("Closed Circuit," March 1). However, White House sources continued to insist that Mr. Fogarty was only "one of several" persons under consideration for appointment and that final decision was not imminent. Report that nomination of Chicago attorney and former FCC Commissioner Thomas Houser to head Office of Telecommunications Policy was about to be announced scored higher; sources conceded it was further along processing line but also not final. Mr. Houser's selection had been reported last month (Broadcasting, April 19). Since then, White House has heard of some congressional discontent with intention; it's known that Association of Maximum Service Telecasters is opposing nomination, presumably because of what it considers his pro-cable, pro-land mobile posture. Senate aides who would process nomination, however, say their impression is that Houser candidacy has been generally well received.

- **Kaiser Broadcasting Co. is on block**, one of several subsidiaries of Kaiser Industries Corp. being sold in anticipated liquidation of parent holding company. Broadcast division partnership of Kaiser (77.5%) and Field Enterprises (22.5%), had first profitable year in 1975 ($1.2 million in earnings) after losing $40 million in previous 20 years. Company's all-UHF portfolio comprises KBHK-TV San Francisco, WFLD-TV Chicago, WTVI-TV Boston, WKBD-TV Detroit, WKGB-TV Philadelphia and 36% of WJAR-TV Cleveland. Kaiser hopes to sell all six in package, but does not rule out individual sales. There's also possibility company could go public. Stockholders in three other affected companies—Kaiser Aluminum and Kaiser Cement—would receive stock; companies would then stand alone. Liquidation plan is subject to shareholder approval at winter meetings.

- **FCC will be subject of oversight hearings** before Representative John Moss's (D-Calif.) Investigations Subcommittee Monday and Friday (May 10 and 14), will be questioned on authority over cable TV, about equal employment opportunity in communications industries, equal time, consumer participation at FCC.

- **Following lead of other pay cable suppliers** (Broadcasting, May 3), Home Box Office has acquired rights to *Gone With The Wind* from MGM for 14 exhibitions on seven days in June.

- **Broadcasters' concern over skyrocketing growth of Citizens Band radio** is evidenced in opposition by Association of Maximum Service Telecasters to proposal that FCC add 224-225 mhz band to CB service. AMST says current service affects reception of TV channels 2 and 5, that suggested spectrum allocation would affect channels 11, 12, and 13.

- **Commissioner James H. Quello says FCC should do better job of squaring its practice with its preaching.** For while it encourages citizens to file legitimate complaints against broadcasters, FCC sometimes fails to devise adequate complaint procedures, he said. As consequence, said commissioner, who was speaking at community conference on "communications policy in the public interest," in Boulder, Colo., "we may simply demonstrate to concerned citizens that the complaint process is unproductive," leaving costly petition-to-denay as only alternative.

- **ABC News** has picked Monday, Sept. 20, as tentative date for Barbara Walters's start on *ABC Evening News*, according to Bill Lord, vice president in charge of television news. Miss Walters's final "live" broadcast of NBC's *Today* show will be June 3, although she will appear in tapes that will air June 4. NBC News officials express irritation at press speculation on successor, say program is being "restructured" and there may be no successor at all.

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**Answer men.** These three FCC staff members constitute the commission's front line in handling questions and complaints about political broadcasting and fairness (l-r): William B. Ray, chief of the complaints and compliance division; Arthur Ginsburg, assistant chief, and Milton Gross, chief, of the political broadcasting and fairness branch.
President Ford became first recipient of Michigan's Outstanding Citizen Award Thursday at annual Washington meeting of Michigan Association of Broadcasters. Presentation of inscribed pewter punch set was made by immediate past MAB President Kenneth H. MacDonald, WSAM-AM-FM Saginaw, and incumbent president, D.T. (Tony) Gaston, W2OAIM Kalamazoo. It drew spontaneous response from Chief Executive who, in course of remarks, revealed he had served stint as football color announcer in Michigan during sports announcing days of Messrs. MacDonald and Gaston. "And now we are all presidents," he commented. Mr. Ford said he hoped that presentation of second annual award would be made under his auspices at White House year from now, this to thunderous applause of his Michigan constituents and in full view of network and news association cameras and accompanying White House press.

House Communications Subcommittee Chairman Lionel Van Deerlin (D-Calif.) said last week he will follow through on commitment of predecessor Torbert Macdonald (D-Mass.) to hold hearings on license renewal legislation this year. He has little enthusiasm for them, however, as there's no time to get bill through both houses. Asked about hearing date, half-joking reply was "What are you doing Christmas Eve?" Mr. Van Deerlin met privately with other members last week to sound out their ambitions. It was agreed that subcommittee would hold "field" hearings on TV sex and violence after trial phase of family viewing suit on West Coast (see page 23). One such will be in Los Angeles, home district of Henry Waxman (D-Calif.), another in Denver, home district of Timothy Wirth (D-Colo)—both preferably before November elections.

Mr. Van Deerlin told colleagues they will notice new style in leadership within 30 days. Unlike Mr. Macdonald, who kept cards close to vest, Mr. Van Deerlin promises to conduct open administration, to stay closer to five-minute rule so every member has chance to participate in subcommittee sessions, and to give them chance to contribute to reports.

Keith Fuller, 53, will succeed Wes Gallagher, upon latter's retirement (at 65) in October as president and general manager of Associated Press. Mr. Gallagher has been with AP continuously since 1937. Mr. Fuller, who has been heir apparent, has already assumed supervision of news service's general operations. Announcement came with word that broadcasters would be included on AP board for first time (page 55).

Thomas M. Battista, vice president for station services, CBS Television Stations Division, named executive VP—second in command to President D. Thomas Miller. Mr. Battista headed kmox-TV St. Louis before assuming headquarters post.

Louise Lasser was back at work as star of Norman Lear's Mary Hartman, Mary Hartman last week after being arrested and booked on cocaine-possessions charges in Beverly Hills. She's to be arraigned in municipal court Wednesday (May 12), is not considered in danger of jail term that would affect production of series. Among jests making round of production community last week: that Mr. Lear is planning spinoff entitled Oy Vay, Oy Vay.

Donald H. McGannon, chairman-president of Westinghouse Broadcasting Co., continued attack on expanded network newscasts Friday, in response to CBS President Arthur Taylor's warm remarks in their direction (see page 21). He said Group W "will vigorously resist" any move by either CBS or ABC, added that all three networks should do "in depth" news programing in own 8 to 11 p.m. time periods, "as a welcome relief from the level of violence and adult content now being delivered by the networks during those prime viewing hours."

H. Keith Godfrey, 53, executive VP of MCA TV, New York, until retirement last Dec. 31, died of cancer Thursday (May 6) in New York. He had served company in various executive capacities since 1955. Surviving are his wife, Mary, and sons Robert and Gress. Cyril J. Rennie, 73, retired Washington VP for RCA Global Communications, died there Friday after brief illness.

League of Women Voters is mounting campaign for support of proposed series of four one-hour debates between two major presidential candidates before November elections. League's forum candidate debate series has thus far failed to attract live network coverage it had aimed for under FCC's new equal-time interpretations.

Consider "countervailing" circumstances in determining whether broadcasters had met their requirement. One such countervailing circumstance cited was "a multiplicity" of candidates. One broadcaster wanted to know if eight candidates for a Senate nomination were a "multiplicity." The answer was no.

In another informal ruling regarding reasonable access, the staff has said that that part of the law is not limited to primary or general election campaigns. Political deadlines can in effect be invoked if candidates with precinct caucuses that are part of the process in selecting delegates to the national conventions.

A candidate who complained about a lack of coverage was told the commission does not—even in equal-time situations—tell broadcasters which candidates to cover or how much coverage to provide. The issue is one of fairness, he was told.

Everyone knows by now that a broadcaster who sells time to a candidate must offer the candidate's opponents an equal opportunity to buy time. But what if an opponent wants a better time slot and is willing to pay for it? Can the opponent get it? Yes, if the time is available.

One question that comes up from time to time is: When is a use "unusual"—that is, when does a candidate's broadcast fall within the ambit of the equal-time law? One candidate complained that a radio station refused to run his spot because the broadcast was "phoniness" and it was misleading. However, since the candidate could be heard on the tagline identifying the source of the announcement, the staff held that the candidate was "identified" or "identifiable." Therefore, the spot was a "use" and could not be "censored." (The commission is expected to issue a formal ruling on the complaint.)

One informal ruling indicates that the staff does not believe broadcasters must sell or give spots in order to comply with the reasonable-access provision of the law. A Texas radio station offered to give as much as one-and-one-half hours per week in blocks to all of the candidates in the Texas presidential primaries, and the staff held this was "reasonable."

Early in the campaign season backers of Ronald Reagan complained that wcva-TV Boston would not sell spots to the former California governor then running in the Republican presidential primaries in New Hampshire and Massachusetts. The station insisted its policy—as asserted to the commission—was to give time to candidates, not sell it. But the station felt the station's offer, though not explicit, would probably not be considered reasonable by the commission.

In one question handled by mail, the staff was not particularly helpful to koctv Arkansas City. It had asked for a declaratory ruling that the Communications Act superseded state law when they are in conflict. The staff said that "although the commission's view of the negative impact of the Communications Act upon state law may be viewed as important, it is not authoritative." Only the courts may decide the pre-emption issue "authoritatively," the staff said.
Making friends in high places

State leaders at NAB meeting heed advice and head up to Hill; Cable TV's role in copyright bill draws most attention at conference attended by Humphrey, Hooks and FCC chiefs.

About 120 broadcasters from 47 states were exhorted to get to know their congressmen and senators last week at the National Association of Broadcasters' conference for state broadcast association presidents and executive directors. The conference is an annual event in the national association's continuing efforts to energize the grass roots in the industry.

The state broadcast executives met all day Tuesday at Washington's Venerable Mayflower hotel and were revved up by the NAB staff for meetings nearly all had scheduled Wednesday morning on Capitol Hill with their state delegations.

The number one topic of discussion was the treatment of cable television in the copyright bill, the subject of furious lobbying of late in Washington as Representative Robert Kastenmeier's (D-Wis.) Judiciary Subcommittee moves closer to marks up legislation. Donald Zeifang, NAB's executive vice president for government relations, advised broadcasters that the most recent agreement between cable TV and motion picture producers on a copyright bill for cable TV is "a sweetheart deal between big movie companies and cable companies... that makes it cheaper for big cable companies."

He told the meeting that if cable companies are permitted to "come in too cheaply" on copyright—they don't pay any copyright royalties now—they will be in position to step up competition against broadcasters, particularly with pay cable and distant signal importation.

The state presidents' meeting last week contrasted with last year's get-together, when the copyright issue was in the background and the fight for license renewal legislation was up front. This time, license renewal was quickly dismissed. "All bets are off!" on chances for hearings on license renewal bills this year, Mr. Zeifang said, due to Torbert MacDonald's (D-Mass.) resignation as chairman of the House Communications Subcommittee. Mr. MacDonald had promised there would at least be hearings this year on license renewal, but his replacement Lionel Van Deerlin (D-Calif.) has said that time has run out this season on virtually all broadcast-related legislation save the copyright bill.

What will happen next year on issues like license renewal is anybody's guess, given the massive turnover expected in Congress this fall. It's possible that one in five representatives will be new next year, NAB President Wasilewski told the broadcasters. He urged the broadcasters to establish good relations early with new members. "They may not be too influential at first," he said, "but it pays off down the road."

The NAB tries to schedule one Washington dignitary at the state broadcasters meeting every year; and this year's was Senator Hubert Humphrey (D-Minn.). At the luncheon, Senator Humphrey stretched the 40 minutes allotted to him into an hour and 10 minutes for an old-fashioned political stem-winder attacking the presidential candidates who have made big government a campaign issue. Mr. Humphrey's defense of a "strong" and "vigoroust" government acting as "a true steward and guardian of the public interest" is not the sort of speech broadcasters generally warm to, but the state executives gave the senator two standing ovations anyway.

In return he generously complimented them for their role in improving communications between people in this country. "One of the things I like about broadcasting is that I have a chance to say it myself, and not have someone interpret it all the time," he said. In jest, he promised that if they win the presidency, the Democrats will give broadcasters an "unlimited extension" of the licenses.

The broadcast gathering was also visited by FCC Commissioner Benjamin Hooks, who told them "it doesn't enhance your reputation" when a Presidential candidate such as Ronald Reagan has difficulty buying time for a campaign speech on a network. Mr. Hooks figured that between the networks run about 252 hours of prime time programming a month. "It should not be too much to expect to find a few half hours to give these people a chance to express themselves," he said.

Mr. Hooks spoke in place of FCC Chairman Richard Wiley, who had had to break his date with the broadcasters to testify in Los Angeles at the family viewing trial. Mr. Hooks's remarks were brief because the session was supposed to be for questions and answers. There was one question; it was from a Philadelphia broadcaster concerned about the commission's inquiry into establishing better TV service for New Jersey.

There was also the customary panel discussion with members of the FCC staff at the meeting. During it, Richard Shiben, chief of the FCC Renewal and Transfer Division, displayed the newly printed two-page radio license renewal forms. The document in which it is contained is 119 pages and includes the commission's report and order and renewal form instruc-
More 18-49 women viewers in every hundred households than any returning prime access half hour!

Isn't this more of what you want most?

"The $25,000 Pyramid" from Viacom

Source: ARB. February 1976 (Top 50 markets). Audience estimates subject to qualifications available on request.
modifications are unacceptable, they said.

Messrs. Valenti and Schmidt both believe that the NAB's suggestion regarding pay-TV rules has nothing to do with the copyright bill and would fall under the Commerce Committee's jurisdiction—a legislative move they believe would effectively kill the copyright bill for this session because of time constraints.

Robert Zeh, NAB's vice president for government relations, said the NAB is genuinely interested in resolving the copyright issue and wants a bill with a "fair and reasonable" copyright section in it. "It would be folly for us to try to kill Section 111 (the cable portion of the bill), and equally silly to accept any old 111," he said.

Mr. Schmidt described as "unworkable" the NAB's proposal to hold cable systems liable for full copyright for additional distant signals made available in the future. "That moves everything back to square one," said Mr. Schmidt. Both the cable industry and the motion picture people are willing to let the Copyright Office and the royalty tribunal's discretion in assessing copyright payments on any new signals the FCC may allow CATV to carry in the future, he said. To say those signals should be the subject of full copyright liability automatically is "absurd," added Mr. Schmidt. "I question the NAB's good faith," said Mr. Schmidt, "in really wanting copyright ."

Mr. Valenti acknowledged that the question of liability for future distant signals was the most "contentious" part of the MPAA-NCTA copyright agreement. "As copyright owners, we would like nothing better than full copyright liability for those signals," he said. Nevertheless, MPAA pledged its support of the copyright compromise, said Mr. Valenti, and the compromise must be supported in total as it is "very delicately balanced." He believes, however, that full copyright liability will not be that far apart from a rate arbitrated or set by the royalty tribunal.

**Miss. stations are hit by firestorm of renewal protests**

Many stations are opposed more than once; many petitions involve more than one station; majority allege discrimination against blacks

For broadcasters throughout Mississippi, May 3 will be a day to remember, but not with pleasure. Many were hit—some more than once—with petitions to deny their license renewals. Most were filed by citizen groups concerned with allegations of such classic grievances as lack of service to blacks and discrimination in employment. But some groups raise additional issues—misrepresentation to the commission and fraudulent billing, among them.

One petition to deny renewal was a shotgun blast aimed at 78 AM, FM and television stations. Another was directed against the eight renewal applications of the Mississippi Authority for Educational Television. A half-dozen others were filed against one or two stations each; two petitions were filed by different groups against WTUN(TV) and WTUP(AM) both Tupelo, Miss.

In sum the petitions constitute an indictment—which remains to be proved—of the service that stations in Mississippi offer to blacks, who comprise 40% of the state's population. The petitions were filed by a variety of groups, although some were on more than one petition. And most of the petitions were prepared by a public interest law firm in Mississippi—North Mississippi Rural Legal Services—with the Citizens Communications Center of Washington assisting.

One of the major petitions, going beyond issues of programming and employment, was prepared by the Washington firm and was directed at WEGO-AM-FM Tupelo. The petition was submitted by the Mississippi chapter of the National Association for the Advancement of Colored People, Pollution and Consumers Protection Foundation and a local resident, Jack Benny, an officer of the foundation, charge that the stations have misrepresented material facts to the commission, falsified logs, promoted a lottery and engaged in fraudulent billing.

Mr. Benny and the foundation were also petitioners in one of the two petitions filed against the two other Tupelo stations singled out in petitions—WTWV and WTUP. Both petitions charged that the stations failed to serve the needs of area blacks, who constitute 20% of the population (the Benny petition alleges that WTVW has refused to report on civil rights cases "and has deliberately suppressed police brutality cases"), and failed to assure blacks of equal employment opportunities.

Mr. Benny, who is white, claims he as well as blacks have been "abused" by WTVW. He referred to its "denial" of coverage of his candidacy for the U.S. House of Representatives in 1974, except for the "negative" things the station said about it.

Similar charges alleging failure to ascertain and serve the needs of blacks—of following a policy of excluding them from coverage of community affairs—and failure to afford them equal employment opportunities were filed against WRKAA(M) Holly Springs, WBLE(AM) Batesville, and WGRM(AM) Greenwood. WBLE and WGRM, in addition, were accused of deliberately ignoring the sports programs of black colleges in the area; the petition filed against WBLE said the station "has tried to destroy" those programs.

The renewal applications for the eight TV transmitters operated by the Mississippi Authority for Educational Television—WMAA Jackson, WMAB Mississippi State, WMAE Booneville, WMAB Budo, WMav Oxford University, and WMMAH Meridian—were the targets of seven groups.

Again, the charges were familiar. The
Kids love “Snipets.”

So do the Peabody Judges.

“Snipets”® are one minute public service vignettes that teach kids about such things as nutrition, art, sportsmanship, ethnic pride. They're short, they're fun, and kids watch them.

We are especially gratified that the Peabody judges had the same reaction, and that they presented us with a Peabody Award for Broadcasting — the only such award to a group of independent television stations.

The Peabody judges described the “Snipets”® series as “an excellent way in which children can learn from television with brief and to-the-point educational and instructional vignettes.”

We're not entirely sure the kids would express it that way, however we know they are getting the message.

Kids are fans of “Snipets.”® Now, it's nice to know the Peabody judges are, too.

KAISER BROADCASTING
groups accused the state authority of "consistently" practicing racial and sex discrimination in its hiring and promoting practices, and of failing to provide programming that interests and meets the needs and interests of the state's blacks; indeed, the petition says, "MAET has repeatedly scheduled programs which contain material demeaning and insulting to black people and women."

What's more, the petition accuses MAET of violating the fairness doctrine and the equal-time law in failing to include the only black candidate—Henry Jay Kirksey—in a series of programs on the state's gubernatorial candidates last year. The network presented Mr. Kirksey in a program following the conclusion of the series, but the petition says that did not meet the network's obligations, in view of "the expensive advance promotion for the series (which included seven appearances for each candidate)."

The petition directed against the renewal application of the 68 stations—filed by the state branch of the NAACP and seven other groups—charges them with discrimination in employment. It bases the charge on a survey of the stations which is said to have found "gross statistical disparities" between blacks employed and those living in the service area—whatever the commission's zone of reasonableness, the petition says, the station fall outside of it—and not a single operative affirmative action plan that worked.

The petition cited five AM-FM combinations whose employment practices were inspected into by the commission three years ago but which, it added, still place obstacles in the way of equal employment opportunity. They are WDAL-AM-FM and WOOK(AM)-WALT-FM, all Meridian; WELO-AM-FM Tupelo, WDXX(AM)-WZZO(AM) Jackson, and WMMJ-AM-FM Biloxi. Those stations, the petition said, "should not be allowed to make a mockery out of the commission's policy."

The other stations cited in the petition are: WRBC-AM-FM, WSLI(AM)-WJFR(FM), WJOQ(AM), WJIN(FM), WWRN(AM), WJTV(FM) and WAPT(TV), all Jackson; WLXO-AM-FM Biloxi; WLQM-AM-FM Louisville; WINS(AM) Yazoo City; WOAM(AM) Winona; WMAQ(AM)-WQST(FM) both Forest; WQBC(AM) Vicksburg; WMPA(AM) Aberdeen; WMBC(AM), WJWP(FM), WACR(AM) and WCBI-AM-TV all Columbus; WFOR(AM), WHER(AM), WXXX(AM), WHSY(AM), all Hattiesburg; WPCP-AM-FM Houston; WSCM-AM Magee; WNYM(AM) McComb; WROX(AM) Clarksdale; WSEL-AM-FM Pontotoc; WJFR(FM), WQVM(AM), WDMS(FM), all Greenville; WJWJ(AM) Pascagoula; WHI(AM) Bay Springs; WWHO(AM) Philadelphia; WKDR(AM) Starkville; WINA-AM-FM New Albany; WROA-AM-FM Gulfport; WIRL(AM) Calhoun City; WPMP-AM-FM Pascagoula; WKGK(AM) Prentiss; WCSS(AM) Ripley; WDDT(AM) Greenville; WNOA(AM) Grenada; WBIP(AM) Booneville; WLAU(AM), WAML(AM) and WDAM-TV all Laurel; WAT(AM)-WQNZ(FM), and WMSI(AM), all Natchez; WMXO(AM) and WQKX(AM), both Meridian; WCMC(AM), WAOX(FM) and WRCU-AM-FM, all Corinth.

One other petition to deny filed with the commission last week was filed in the state's different order. It was filed against a station in Louisiana—WXEL(AM) slidell, William R. Stoltz Jr., a businessman and Republican state central committeeeman from St. Tammany and Washington parishes, who said he was acting in behalf of local residents, attacked the station for allegedly failing to serve its city of license. Mr. Stoltz and WXEL—the only FM assigned to the town—provided the only nighttime service of any kind it gets; yet, he said, it serves New Orleans.

**Changing Hands**

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

- **KFDA-TV** Amarillo, Tex.: Sold by Bell Broadcasting Co. to Amarillo Telecasters for $2.8 million. Principals in seller are Perry R. Bass and sons, Robert M., Sid R., Edward P. and Lee M. Seller also owns KFDA-TV satellite, KFDW-TV Clovis, N.M. (not included in KFDA-TV sale); KDNT-AM-FM Denton, Tex., and WSLQ(AM)-FM Roanoke, Va. Buyer principals are Ray Herndon, owner of KMID-TV Midland, Tex., and R.H. Drewry, who owns KWSO-TV Lawton, Okla. KFDA-TV is CBS affiliate on channel 10 with 302 kw visual, 30.2 kw aural and antenna 800 feet above average terrain. Broker: Doubleday Media.

- **KVMF(AM)** San Fernando, Calif.: Sold by Pacific Western Broadcasting Corp. to Buckley Communications Inc. for $500,000. Principals in seller are John J. Shepard and Gilbert Gans. Mr. Shepard has interests in WLAV-AM-FM Grand Rapids, Mich., and KIT(FM) San Diego. Mr. Gans also has interest in KIT as well as KQAM(AM)-KSQ(FM) San Antonio, Texas, and, with Bernard Mann, in WGLD-AM-FM High Point, N.C. Buyer, (Richard D. Nonton) Jr. and Stanley G. Warwick principals also own KGI(AM) San Fernando, Calif., KDBC-AM-FM Hartford, Conn., KKHI-AM-FM San Francisco, and WWT(AM) Minneapolis. KVMF is on 94.3 mhz with 3 kw and antenna 72 feet below average terrain.

- **KORL(AM)** Honolulu: Sold by Radio Hawaii Inc. to O'Day Broadcasting for $210,000 plus $155,000 noncompetition covenant. Seller is owned by Founders Corp. (John M. Shaheen, principal) which has interests in WPHL(AM) and WNSV(TV) Syracuse, N.Y., and WSMB(AM) New Orleans. Buyer is owned by Pat O'Day and H. Rand Ginn. Mr. O'Day owns Seattle, Wash., boat charter firm and Mr. Ginn owns ski manufacturing and retailing companies in Redmond, Wash., and Ketchum, Idaho. KORL is on 650 kw with 10 kw full time.

- **KSDR(AM)** Watertown, S.D.: Sold by Berry-Iverson Co. to Vern McKee for $300,000. Seller, owned by Ronn Iverson and Alfred G. Berry, is also selling

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Broadcasting May 10, 1976
KSDR(AM) Oakes, N.D. (see below). Buyer is executive vice president of Greater South Dakota Business Association. KSDR is 1 kw daytimer on 1480 kHz. Broker: Richard A. Shaheen Inc.

KSDR(AM) Oakes, N.D.: Sold by Berry-Iverson Broadcasting Corp. to Frontier Broadcasting for $100,000. Seller is also selling KSDR(AM) Watertown, S.D. (see above). Buyer is owned by Timothy Brandon and Robert Norland who own ambulance services in Wadena and Alexandria, Minn. KSDR is 1 kw daytimer on 1220 kHz. Broker: Richard A. Shaheen Inc.

KMYO-FM Little Rock, Ark.: Sold by Victor Broadcasting Co. to Pulaski Broadcasting Inc. for $275,000. Seller is owned by Cliff B. Ford who also owns KSOH(AM) Little Rock. Buyer principals are Joseph Mullen, Little Rock financial management consultant; Richard L. Brady, KSOH salesman; James J. Scanlon, owner of KCAT(AM) Pine Bluff, Ark., and half-owner of new FM application in Clarksdale, Miss., and David J. Philipps, vice president of Mann Media, Little Rock-based station group. KMYO-FM is on 95.7 mhz with 26.9 kw and antenna 297 feet above average terrain.

WCCI(FM) Savanna, Ill.: Sold by Carroll County Broadcasting Co. to Carroll County Communications Co. for $165,000. Seller is owned by Dennis W. Voy who also owns KMAQ-AM-FM Maquoketa, Iowa. Buyer principals are Cindy Sprecher, Edward F. Bock, William G. Heiwig and Grayston T. Campbell. Ms. Sprecher was on sales and announcing staffs at WVLR(FM) Sauk City, Wis. Mr. Bock has interest in licensee of KCOG-AM-FM Centerville, Iowa, which has purchased, subject to FCC approval, KCHE(AM) Cherokee, Iowa (BROADCASTING, March 15). Mr. Heiwig is president of Heiwig Industrial Sales, Galva, Ill.-based manufacturers representative. Mr. Campbell is salesman at Heineold Hog Market in Galva. WCCI is on 100.1 mhz with 3 kw and antenna 300 feet above average terrain. Broker: Richard A. Shaheen Inc.

Approved

The following transfers of station ownership were approved last week by the FCC:

KHub-AM-FM Fremont, Neb.: Sold by KHub Inc. to Interim Inc. for $600,000. Seller is owned by Harry Snyder and Glen Iilgenfritz who have no other broadcast interests. Buyer is owned equally by George Allen, principal in KLQA-AM-FM Algona, Iowa, and WZOE(AM) Princeton, Ill.; Richard A. Shaheen, media broker, and his brother, Ray. KHUB(AM) is on 1340 kHz with 500 w day, 250 w night. KHUB-FM is on 105.5 mhz with 3 kw and antenna 56 feet above average terrain.

WEB(AM) Duluth, Minn.: Sold by Park Broadcasting Inc. to Midwest Radio Inc. for $337,500. Seller (Roy H. Park, 100%), also owns KEZK(FM) Seattle; WDEG-AM-FM-TV Chattanooga; WNAV(AM) Yankton, S.D.; WJTL-TV Johnson City, Tenn.; WOCT-AM-FM-TV Greenville, N.C.; WSLS-AM Roanoke and WTRV-AM-FM-TV Richmond, both Virginia; KWWJ(AM)-KJJU(FM) Portland, Ore.; WUR(FM) Utica, N.Y.; WMBG(FM) Birmingham, Ala.; KRSH(AM)-KFMX(FM) St. Louis Park-Minneapolis-St. Paul); television translator stations in Tennessee, Georgia, North Carolina, Virginia and New York; Ithaca, N.Y., billboard advertising firm; Rock Hill, S.C., apartment house and publishes newspapers in five states. Park in selling WEBC to accommodate purchase of WHEN(AM) Syracuse, N.Y. (BROADCASTING, Nov. 24, 1975), under FCC’s multiple-ownership rules. Principal buyer is Larry Lakoduk who also owns KQWH(AM) Fargo, N.D., and KMIV(FM) Moorhead, Minn. WEBC is on 560 kHz with 5 kw full time.

Other sales approved by the FCC last week include: KBRN(AM) Red Lodge, Mont.; WBTI(AM)-WTSB(FM) Brownsville, Tenn. (see page 67).

How to prove hurt before it happens?

That’s question raised by court after FCC denies protection against noncommercial’s import

The U.S. Court of Appeals in Boston has directed the FCC to take another look at a case in which it rejected a noncommercial television licensee’s objection to a cable system’s importation of a distant noncommercial station. The court said the commission was demanding too high a burden of proof of damage to the licensee.

The case involves the plan of Public Cable Co. to import noncommercial WGBH-TV Boston into Portland and South Portland, Me. Colby-Bates-Bowdoin Educational Telecasting Corp., licensee of WCBR(AM) Augusta, Me., objected, in line with the commission rules aimed at protecting noncommercial stations. The Augusta licensee expressed concern that WGBH-TV would cut into the economic support WCBR enjoys in the area.

But the commission rejected the opposition, contending it was merely "speculative" — a position the court could not accept after hearing the case on Colby’s appeal. The court found the evidence Colby had submitted more substantial than that the commission had accepted as "probative" in an earlier case.

The court said it was at a loss to decide how a station "could ever prove 'that audience fractionalization necessarily will result in a loss of ... contributors,' or could submit 'probative evidence indicating that a specific percentage loss in contributors will equal the same percentage loss in contributions.' " The court said that never in its experience has it ever "seen demanded such a high burden of proof as to future consequences."

The court, in the opinion written by Senior Circuit Judge Bailey A. Aldrich, said the case may involve a serious policy question of [the rule’s] intended protection of noncommercial edu-

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cational television, transcending the interests" of Colby. Perhaps, he said, because of better financial stability, educational stations do not need as much protection now as they did when the FCC adopted the rule. But if that is the case, Judge Aldrich wrote, "we wonder if the rule ought not to be changed by formal procedures... rather than by an interrelation which, we agree with Colby, would seem to vitiate the affection of the court decided against reversing or affirming the commission. Instead, Judge Aldrich said, the case should be sent back to the commission for further consideration and whatever additional showing Colby might present.

Judge Edward M. McEntee and district Judge Andrew Caffrey, of Massachusetts, sitting by designation, joined in the opinion.

Newhouse blocked again in Portland

Justice frowns on group owner's plan to buy rest of KOIN-AM-FM-TV; but broadcaster's counsel feels Antitrust Division's letter doesn't preclude some kind of acquisition

For the second time, the Department of Justice has frustrated Newhouse Broadcasting Corp.'s hopes of acquiring 100% of Mount Hood Radio & Television Broadcasting Corp., licensee of KOIN-AM-FM-TV Portland, Ore.

However, Newhouse is not giving up. The department's assistant attorney general for antitrust, Thomas Kauper, has told Newhouse, which already owns 50% of Mount Hood and publishes the only daily newspapers in Portland, that the department opposes the proposed acquisition.

Implementation of the proposal "would exacerbate an already anticompetitive situation in the Portland area... the Antitrust Division cannot state its present intention not to sue to enjoin the proposed transaction" Mr. Kauper wrote.

In 1971, Newhouse sought FCC approval for acquisition of the remaining 50%, which is held by area residents. The commission approved the application (BROADCASTING, Oct. 4, 1975)—but the Justice Department, which had opposed the transfer, threatened to file an antitrust suit if the $8.1-million sale were consummated, so the project was abandoned.

In its second effort to obtain 100% control, Newhouse submitted its proposal to the Justice Department under a procedure which permits business firms to learn in advance whether the department will challenge an acquisition under the antitrust laws.

The proposal differed from that filed with the commission in that, under it, Newhouse would dispose of the three broadcast properties within five years of acquisition of 100% control, either by sale or exchange with persons acceptable to the Antitrust Division, or by transfer to a trustee approved by the division.

William Sims, communications counsel for Newhouse, said he does not regard the letter from Mr. Kauper as killing all chances of Newhouse acquiring 100% of Mt. Hood. The lawyer, he said, "is not conclusive of the department's position with respect to some kind of acquisition."

Bad reviews greet the debut of the short radio renewal form

Lawyers cite lack of room to answer; Shiben feels otherwise about the criticism

The FCC's highly touted two-page license-renewal form for radio (BROADCASTING, March 22) made its appearance last week along with the bulky document the commission has devised to aid broadcasters in completing the form. It immediately ran into some sharp criticism.

Some communications attorneys said spaces in which answers are to be written are so small that renewal applicants will be obliged to use separate sheets to complete some answers. They also say one question designed to determine whether any party to a renewal application has been involved in illegal conduct would impose an intolerable burden on some licensees.

Richard Shiben, chief of the commission's Renewal and Transfer Division and a principal author of the form, sought to refute the charges.

As for the first, he said he had done a number of dry runs to test the adequacy of the spaces for 100% completing answers. He is satisfied they are adequate. But for the second, he agreed that, read literally, the question appears to indicate that it might require information regarding a broad range of activities on the part of anyone associated with the licensee. The question, he added, poses a problem only for licensees with many other financial interests. However, he said, anyone having trouble with the question should petition for reconsideration or a waiver.

Of course, he said, the form presents some problems. "You can't satisfy everyone." But over-all, he said, the package issued last week and distributed to 9,000 licensees is "a benefit." He noted that it contains a 24-page, question-by-question analysis of the form that is designed to help renewal applicants complete it—an innovation—plus another 19 pages of general information. "I'm pleased with it," he said. "It's a step in the right direction."
Stations say they'll do more for N.J., but they also say FCC shouldn't force them

Other comments, however, say commission somehow must promote better coverage of the state

The two-year-old question of how to provide more locally oriented TV service to New Jersey is drawing criticism and suggestions from broadcasters and citizen groups.

After ruling out the possibility of dropping in a new VHF channel or reallocating an existing one, the FCC asked for comments on how New York City and Philadelphia stations could establish a local "presence" in New Jersey and whether some randomly selected stations should be required to take on hyphenated or dual assignments with a New Jersey city and establish a studio there (Broadcasting, March 8).

Just what would satisfy the commission's idea of a New Jersey presence and whether compliance should be a matter of FCC regulation or industry initiative occupied the latest batch of comments received at the FCC.

ABC summed up most of the broadcasters' feelings when it said that "the commission has made no findings adequate to support its apparent conclusion that New Jersey suffers from inadequate television service." ABC said about 62% of the news stories its New York station (WABC-TV) broadcast during the FCC's most recent composite week were "...of direct interest to New Jersey viewers." But if the New York and Philadelphia stations must devote more time to New Jersey matters, the best way is to use mobile ENG crews the stations would voluntarily assign to the state, not through a commission order forcing the stations to operate a New Jersey studio and setting quotas on the amount of New Jersey news that should be shown. Such action, CBS said, "intrudes into the very heart of the journalistic process" and borders on censorship.

The New Jersey Coalition for Fair Broadcasting, which started the controversy in 1974 with its petition for a local VHF outlet, said there are a number of steps broadcasters should be made to take to "relieve the present inadequacy." The coalition also said all the New York and Philadelphia VHF licensees should be required to set up program production studios and news operations in New Jersey and establish a joint microwave system to relay news back to the stations. And the coalition wanted the FCC to "establish a minimum percentage" (possibly one half to one third) of each station's local programming to be produced in Trenton, the state capital. In addition, hyphenated VHF assignments would give the stations "formal license responsibility to New Jersey."

The best solution though, said the coalition, would be the allocation of VHF frequencies to the state, and it asked the commission to reconsider its denial of such requests.

The VHF drop-in idea was also the favored solution offered by the Justice Department, which went even further to suggest "the elimination of many, if not most, or all of the various restraints now imposed upon the availability of cable television service within the state." It said since cable rules exist to protect local television, there is no reason to continue them in New Jersey since there is little local service to protect. The cable systems should be allowed to "expand their service areas and their services" which could result in a stronger, more robust UHF service and would allow "the kind of environment" in which cable could "provide a new abundance of video services to the public," Justice said. This plan, Justice continued, would eliminate "unnecessary government restraints" and would promote "competitive alternatives" that would "assure greater benefits to commercial advertisers and to the viewing public."

The idea of a New Jersey studio was decried by the stations as wasteful since, ABC said, "it offers no advantages that cannot be obtained through ENG." If all 10 New York and Philadelphia stations set up studios, CBS argued, it would result in "an unexampled example of television overkill of a nonstory ... The natural forces of news competition will result in the increased uses of ENG." Both ABC and NBC said they would be willing, in the place of commission regulation, to assign an ENG unit and a full-time reporter to New Jersey. ABC said it would also open an office there while NBC said it would develop a system of stringers and toll-free telephone lines between New Jersey and WNBC-TV in New York.

3-year funding for CPB voted by House unit

But it may get lost in veto of HEW bill containing it

The first multiyear appropriation for the Corporation for Public Broadcasting was voted out of a subcommittee of the House Appropriations Committee last week. The bill provides that $96,750,000 be made available to CPB in 1977, $107,150,000 in 1978 and $120,200,000 in 1979 under a matching plan that requires CPB to raise $2.50 privately to qualify for every federal dollar.

The amounts are lower than the ceilings recommended by the House and Senate Communications Subcommittees, but they are significantly higher than those recommended by the administration, which suggested $70 million, $80 million and $90 million for the same three years.

The Subcommittee on Labor, Health, Education and Welfare, which passed the measure last Tuesday, also tacked on a provision that would prohibit CPB, under the Civil Rights Act and the Education Amendments of 1972, from discriminating against minorities and women in hiring.

Representative Louis Stokes (D-Ohio), the author of that provision, had succeeded in having it added as an amendment to an authorization bill for CPB last year in the House. But the amendment was lost when the bill went to conference with the Senate.

Meanwhile, a bill significantly increasing the amount of government funds proposed by the White House to improve and construct educational broadcasting facilities passed the Senate Commerce Committee last week. The bill authorizes $530 million in 1977 for educational facilities and an additional $1 million for demonstrations in telecommunications technologies for distributing health, educational and social service information. The administration's proposal was for $35 million, but spread evenly over the next five years.

Nothing left to chance

Swafford describes thoroughness of CBS-TV in insuring its product is properly presented

The ubiquity of TV's watch over programming and advertising standards and practices was pointed out by Tom Swafford, CBS-TV vice president, program practices, in his report to CBS affiliates at their annual convention in Los Angeles last week. He told the affiliates, in part:

"You are, I'm sure, aware that in 1975 the [CBS-TV] commercial clearances department, under Jack Hinton in New York, reviewed more than 33,000 commercials. But did you know that the contestant-awards department under Craig Evans promoted $7 million in merchandise for the network's game shows? And that the daytime program practices department under Don Gotschell screened over 4,000 contestants, supervised 1,490 network game shows and 350 game shows for the prime-time access period?"

You should know that between June 1975 and March 1976, our program clearance department in New York, under Mae Helmes, read scripts and sat through tapings and screenings of approximately 1,300 soap opera episodes and more than 200 feature films. And Jim Revard and the prime-time editors screened more than 2,000 scripts for more than 750 specials and regularly scheduled evening programs.

"But did you know that we subjected every child's program—more than 200 for Saturday morning alone—to the thoughtful and knowledgeable scrutiny of our manager of special projects, Paul Bogrow, who holds a doctorate in psychology?"

Thus far in 1976, if our present pace is maintained, our department should scrutinize and dispose of more than 36,000 commercials..."
If you've started to believe all entertainment specials are the same—same guests, same format, same songs, same jokes—stop! Stop and take a look at the brand new "Apollo" specials. They're produced at the world-famed Apollo Theatre in Harlem where so many stars have been created and so many others showcased. "Show time at the Apollo" has always meant the best performers giving the best performances for audiences that get involved. That unique Apollo magic lights up these exciting 90-minute variety specials. They move fast. And they make you feel good. That's a big difference right there.

More than 60% of the country has cleared for "Apollo." Give us a call right away to find out if they're available in your market. We'll rush you a cassette, so you can see for yourself something different in specials.
The game plan for CBS-TV's new schedule

New programs chief Grant says it's designed to attract a broad spectrum of viewers; specials are also detailed

CBS-TV programmers elected to meet ABC-TV's programming challenge by creating a 1976-77 schedule that deliberately avoided the formula that, in their opinion, was responsible for much of ABC's success.

B. Donald (Bud) Grant, CBS-TV's new program chief, outlined the strategy at the opening session of last week's CBS-TV affiliates convention in Los Angeles. Where ABC has seemed to go for "non-adult audiences" in the 8-9 p.m. NYT family-viewing period, he said, CBS has chosen to program for adults and non-adults as equally as possible.

Mr. Grant, analyzing ABC's second-season ratings surge, said it "surprised even them. For example, they went out of their way to publicize that the Winter Olympics might hurt the momentum of their second season. But not only did the Olympics perform well, it extended their first-run product to the three weeks beyond the first-run product of the competing networks."

"However, I would be less than honest if we attributed the ABC move solely to luck. A large part of their performance can be traced to the extraordinary success they have had in the 8-9 p.m. period with shows like Happy Days, Laverne and Shirley, Bionic Woman, Welcome Back, Kotter and Six Million Dollar Man."

"We want the choice of going this route or taking our own approach. We took the latter course since we felt that the ABC programs were basically vehicles to attract nonadult audiences and that adults were dragged in by the younger members of the family. The key to CBS's success over the years has been the scheduling of shows with long-term potential. Our programming philosophy for next season is that the new programs scheduled 8-9 p.m. would have as equal appeal as possible for both young people and adults. And for all returning shows, steps would be taken to broaden their appeal."

For the post-9 p.m. hours, "programs without any long-term potential were replaced and where warranted creative changes would be made on returning shows."

Comedy and variety programing, long CBS-TV mainstays, will represent almost half of the nighttime schedule and fill all of the 8-10 p.m. NYT periods on Monday, Tuesday and Wednesday and all of Saturday, Mr. Grant said. He said ABC is moving from an action-adventure orientation to a heavier emphasis on comedy and variety "in an attempt to capitalize on CBS's formula for success."

season, he said "ABC will present a challenge" but "we are more than ready to meet it."

As for NBC-TV's 1976-77 schedule, Mr. Grant said 'the great bulk" of it "will be the anthology—historically this form of programing has had a rather erratic performance record and, in addition, it deprives a network of an identity."

In a rundown of the new CBS schedule, he said Maude was moved opposite the opening of ABC's Monday Night Football on the theory that "football viewers are predominantly males who will watch the games regardless of what is on the other networks" and that, accordingly, "Maude's" large audience among female viewers and ideal lead-in audience from Phyllis, would win the Monday 9 p.m. time period.

All in the Family is being moved from Monday 9 p.m. to Wednesday at 9 in the belief that this is "absolutely necessary to recapture this evening" from ABC, Mr. Grant said.

Another creative changes being made in existing shows, he said, are "an added sympathetic" role for Cloris Leachman as star of Phyllis; more prominence for Telma Hopkins on Tony Orlando and Dawn, plus the addition of one or perhaps two comedians and a bigger budget to improve the looks and bookings of the show; larger roles for the children and especially "J.J." in Good Times; several changes for The Waltons, with Mary Ellen to get married, John Boy to inherit a printing press and start a town newspaper and Mother Walton to "go back to school so that her children do not outdistance her."

In addition, Barnaby Jones will acquire a young male cousin "as a foil and a leg man," and Doc will work out of a free clinic "where he will come in contact with a great variety of people" and will also acquire a young black intern as an assistant. As for the CBS Friday Movies, Mr. Grant said that the first-run titles are stronger than in recent years and also "superior to this season's movie titles on both NBC and ABC." Among CBS's he cited Chinatown, "Paper Moon," "Juggernaut," "Death Wish," "Save the Tiger" and "Play It Again, Sam."

Specials scheduled or in work, according to Oscar Katz, vice president, programs, New York, include:

□ A history of America told through its music, being produced by Goddard Lieberson, retired president of the CBS Records Group, and featuring such performers as Jason Robards, Tony Randall, Jean Stapleton, Bernadette Peters and Flip Wilson.

□ "Romeo and Juliet," performed by the Bolshoi Ballet Company as taped at the Bolshoi Theater in Moscow and scheduled for Sunday, June 27, 8-10 p.m. NYT, with Mary Tyler Moore as hostess-narrator.

□ A 90-minute animated story of the stages of human development from infancy through to old age, titled Everybody Rides the Carousel, featuring Cicely Tyson as live hostess and scheduled for Friday, Sept. 10, 8-9:30 p.m. NYT.

□ The Carol Burnett-Beverly Sills two- woman show taped earlier this year at the Metropolitan Opera House, scheduled for broadcast Thanksgiving at 10 p.m. NYT.

□ A two-hour drama with music, Minstrel Man, probably due to air in February 1977.

□ Two two-hour salutes, one to Lucille Ball marking her 25th anniversary in television and one to composer Richard Rodgers.

ABC is flash in pan, Becker tells affiliates

CBS researcher says strength of his network will carry it against any temporary gains by the others

Any CBS-TV affiliates concerned about ABC-TV's 1976 surge in the ratings were advised by one of their network's top numbers men last week to remember that a few weeks, even several weeks, do not a season make. Arnold Becker, director of CBS-TV network research, emphasized that although NBC-TV claimed an early-season lead and ABC-TV a late one, for the full season CBS-TV's average prime-time rating was 3% ahead of ABC's and 10% ahead of NBC's.

"The bottom line," Mr. Becker told the annual meeting of affiliates, "is that NBC, from the very start, had a bankrupt schedule, but managed to conceal it for a number of weeks, partially by traditional scheduling tricks and partially by luck—rain on the weekend meant that all the World Series games were in prime time."

"For its part, ABC made some real gains. But the magnitude of these gains was exaggerated by the winter Olympics, a couple of successful miniseries and a speed-up in the introduction of a group of gimmick-laden programs. Such programs have a history of rapid decline, as witness Batman [of several years ago] which enjoyed a few months of splendor before taking a dive."

"The moral is that with enough effort and enough luck, a network can improve its competitive position for a short period of time, but only a solid block of regularly scheduled programs allows a network to

Happy birthday. A 16-hour broadcast with firework, re-enactments of historic battles, rodeos, indian powwows and scores of other Centennial events will be presented by CBS News on CBS-TV on July 4. Plans for the Centennial Sunday broadcast, from 8 a.m. NYT to 12 midnight, were presented to the CBS-TV affiliates convention last week in a session presided over by William Small, vice president, CBS News. The session also covered CBS News's current and projected coverage of the political primaries, conventions and elections, and included personal appearances before the affiliates by CBS News correspondents Ed Rabel, Terry Drinkwater, Bob Schieffer and Morley Safer and by John Shrank, vice president in charge of documentaries and 60 Minutes.

Broadcasting May 10 1976
When "The Rise and Fall of the Third Reich" was first aired on ABC, it captured an average 32 share of the audience. It ran as 3 separate prime-time one-hour specials. And its share was 5 points higher than the preempted programs. Equally as impressive its TVQ score was 52. Some of the most popular shows today command only a 40-45 Q-score.

"The Rise and Fall of the Third Reich" a 3-hour, 3-part documentary produced by David Wolper for MGM Television and based on the monumental best-seller by William L. Shirer, is more than just another Hitler program. It vividly portrays part of the history of the 20th Century.

"The Rise and Fall of the Third Reich" could mean the rise of your share and the fall of the competition's. If you don't check it out, it could be vice versa.
The ‘brightest stars’ become the ‘hot ones’

That’s theme of CBS’s promotion for the fall schedule; network will go 50-50 with affiliates for $5 million newspaper campaign

CBS-TV will again put up $2.4 million to match an equal amount from its affiliates in a cooperative newspaper advertising campaign to promote CBS’s new fall season and in addition will spend $2.5 million in print advertising on its own. John Cowden, CBS-TV vice president and assistant to the president, told the network’s affiliates last week.

He presided over a session which also heard plans for on-air promotion and for a coordinated publicity campaign to be mounted over a period of "at least 100 days.

Mr. Cowden said CBS-TV would offer affiliates an opportunity to underwrite on a 50-50 basis a co-op newspaper campaign at the season’s start, to be made up of 14 newspaper insertions totaling 10,000 to 21,000 lines in a two-week push. The network will also underwrite half the cost of a two-week campaign in TV Guide and split with the stations the cost of a series of ads promoting CBS Friday Night Movie each week from the season’s start until Thanksgiving.

All this, Mr. Cowden said, will be in addition to a “more important” on-air campaign totaling 15,000 spots promoting guest stars and story-lines of upcoming shows.

The 1976 theme line of on-air promos and print advertising will be “The Hot Ones,” with music by contemporary composer Harold Wheeler, and that although NBC’s making “slow but sure” progress, CBS will continue to take the offensive. Mr. Cowden said, “tends to get lost in history because the next year, 1965-66, it was back to business as usual with ABC bringing up the rear.”

Mr. Becker also cited Nielsen chapter and verse as showing that CBS-TV last year was again tops in daytime, in Saturday morning children’s shows, in early evening news and in weekend evening news; that it has “only a tiny lead” of about 1% over NBC in pro football but is making “slow but steady” gains in other spots, and that although NBC’s Tonight leads late-night, CBS’s Late Night Movies are a “sizable and salable” second and would be 17% higher in ratings if all CBS-TV affiliates would carry the program.

He also said that in the latest local ratings sweeps, the CBS outlet was first in 49% of the 131 markets in which all three networks had affiliates, or “as often as the affiliates of the other two networks combined.” In the 152 markets where a CBS affiliate competes with an NBC affiliate, he said, the CBS station won 65% of the time, and in the 141 markets where CBS and ABC affiliates compete, the CBS affiliate was first 65% of the time.

The NBC programers say there’s no disaster

Hollywood session told that ratings drop isn’t causing money problems, network will adjust to defections

NBC-TV’s “new programing team,” described as a four-man group headed by NBC-TV President Robert Howard, was presented to Hollywood newsmen at a luncheon-news conference last Monday (May 3). The description was given by Irwin Segelstein, newly named NBC-TV executive vice president, programs (Broadcasting, May 3), who added that David Tebet, senior vice president, should be considered very much a fifth member of the team though not at luncheon.

Team members on hand in addition to Messrs. Howard and Segelstein were Paul Klein, vice president, programs, and John McMahon, West Coast programming chief.

Mr. Howard rejected questioners’ implications that NBC’s third-place ratings were posing financial problems. “We’re hoping the greatest year we ever had financially and anticipate probably the most outstanding fourth quarter in our history.” In answer to other questions he said NBC-TV program executives in the past had discussed with producer Norman Lear whether a network and perhaps a network prime-time version of Mr. Lear’s widely syndicated Mary Hartman series might be developed, but that Mr. Lear indicated he felt obligated to stations, which are buying it on a syndicated basis, to keep it syndicated.

Mr. Segelstein also said he and other NBC officials had discussed whether there might be something for NBC in MH, MH but he refused to carry the subject further. In response to another question, about ABC’s hiring Redd Foxx of Sanford and Son for the 1977-78 season, Mr. Segelstein said NBC would continue Sanford and Son without Mr. Foxx “if we could make it work.” But he and other NBC officials stressed that Mr. Foxx and Sanford and Son would be on NBC-TV in the coming season.

Mr. Howard ducked repeated questions about ABC-TV’s signing of Barbara Walters of NBC-TV’s Today show (Broadcasting, April 26, et seq.), saying decisions regarding Today were the responsibility of NBC News President Richard Wald. But he said he thought Betty Furness would be at least a “short term” successor to Miss Walters as co-host on Today.

NBC alumnus gets CPT production reins

White assumes Gerbner duties for major supplier of networks

Columbia Pictures Television has appointed Lawrence R. White, a former vice president of programs for NBC-TV, as its new production chief.

Mr. White was replaced as head of programs at NBC last June by Marvin Antonowsky (who himself was deposed last month) and joined Columbia Pictures Television as an independent producer on July 1. Mr. White’s predecessor as CPT’s production head, David Gerber, relinquished his duties in March to concentrate on his own company.

Mr. Gerber’s company, which operates under the aegis of CPT, has placed four prime-time series on next fall’s schedule, all on NBC: holdovers Police Story and Police Woman, plus newcomers Quest and Gibsissville.

With Mr. Gerber at the helm the past two years, CPT vaulted into the position of supplying more prime-time network programming than any other major studio except Universal Television.

Commenting on the appointment of Mr. White as executive vice president of worldwide production, John Mitchell, CPT president, said: “Larry White has spent his entire professional life in television programing, first as an agency packager in the days when advertising agencies were dominating network programing, and later as the man in charge of all network programing for NBC … His expertise is just what we were looking for to carry on our aggressive production program.”

NBC documents complaint about ’80 Olympics award

The International Olympic Committee in Lausanne, Switzerland, last week was provided information by NBC-TV to advance the network’s claim that ABC-TV had been awarded TV rights to the 1980 Winter Olympic Games through a private and noncompetitive procedure (Broadcasting, March 15 et seq.).

NBC’s documentation, prepared by its outside legal counsel, Cahill Gordon & Reindel, New York, was sent at the request of the IOC after NBC and CBS pro-
Our new portable video cassette recorder/player makes eyewitnessing the news easier than ever before.

JVC has done two things to improve your ENG capability: we've made the gear lighter and we've lowered its initial cost.

Our brand-new CR-4400U Color Portable Capstan-Servo 9/4" U-VCR weighs only 24.5 pounds, complete with rechargeable battery and standard 20-minute videocassette inside. And it sits as lightly on your checkbook as it does on your shoulder.

With the CR-4400U at your side, you're set to record top-quality color video, with a S/N ratio of better than 46 dB. There's a full-function keyboard, including pause/still and audio dub. Other JVC features include audio mixing and multi-purpose meter to read audio, battery, video and servo levels. Our exclusive auto assemble editing function enables you to get smooth, glitch-free edits between scenes, and can be operated by camera trigger or remote switch. With lock-up time to full speed at less than 0.2 second, you're always ready to shoot. And you can shoot 50% longer, too, since the CR-4400U requires 50% less power than most other decks.

JVC's unique patented dubbing switch is provided to facilitate quality tape transfers. For playback through regular TV sets, an optional RF converter can be plugged right into the deck. The CR-4400U operates on AC as well with its companion AA-P44U Power Adapter, which also functions as a battery charger.

But the best way for you to find out how this light-weight, low cost portable video-cassette system can add to your newsgathering ability is to get yourself a hands-on demonstration. Call your JVC dealer, or send us the coupon below.

tested the manner in which ABC was given the rights by the Lake Placid Olympic Organizing Committee. They appealed to the IOC to void the tentative agreement with the LPOOC and to reopen the bidding. The IOC must approve an agreement made by the organizing committee in Lake Placid before the games will be held.

NBC repeated some of the arguments it had made earlier. It said it had tried seriously on a number of occasions to discuss the TV rights situation with the LPOOC but was unsuccessful. It asserted the committee had engaged in "covert negotiations" with ABC, and went on record again as saying it was prepared to pay more than the $10 million figure reported to be the ABC-TV bid for the rights.

NBC said it was supplying the documentation in accordance with a request the IOC made after the NBC protest was lodged with the overseas group in March.

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**FM gets closer to going it alone**

**Commission sets rules for future AM-FM duplication**

That continuing surge in the development of FM that the broadcasting industry has been remarking on for the past several years is persuading the FCC that the medium can stand on its own feet—almost.

The commission, which once permitted FM stations to duplicate without hindrance the programming of commonly owned AM's in the same market and then cut that back to 50% in cities of over 100,000, is reducing that amount even further. The reduction will come in two steps.

Beginning May 1, 1977, an FM will be limited to 25% of the average week of a co-located AM's owned AM station (including daytime-only), if either is in a community of over 100,000. If either is in a community of between 25,000 and 100,000 population, the FM will be limited to 50% of the AM's programming for the week.

Then, on May 1, 1979, the 25% limit will be extended to stations in the 25,000-100,000 population category.

The commission has described its concern as threefold—the inefficiency of duplication, the limiting effect on FM station development and the ability of independent stations to compete, and stimulus to FM receiver sales that separate programming would provide.

The commission's action is the result of a rulemaking proceeding initiated on April 10, 1974. At that time, the commission noted that in the decade since the original nonduplication rule had been adopted, FM broadcasting had grown sufficiently to warrant consideration of further action.

The commission said the number of independent stations has doubled, their average revenues almost quadrupled and their total revenues increased seven times.

Indeed, it said that National Association of Broadcasters data indicates that FM revenues grew at a rate 60% faster than AM revenues during the 1970-74 period.

The commission's action reflects the view that FM has outgrown the days when special provisions to help it were necessary—but not to the point where it needs no assistance. FM has not yet achieved total parity with the other broadcast services, the commission said.

Six commissioners voted for the order, with Commissioner Benjamin L. Hooks concurred in the result. Commissioner Glen O. Robinson concurred in part and dissented in part.

Commissioner Robinson agreed with the thrust of the commission's action but would have gone further. He would have eliminated entirely duplication on all stations in areas of over 100,000, reduced duplication to 25% for stations in smaller markets and then eliminated it for them, too, over the next two or three years. He said commission studies show there is no economic justification for the permissive duplication policy.

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**Programing Briefs**

**Kickoff.** Preseason TV rights to games of Tampa Bay Buccaneers and weekly show featuring Coach John McKay have been bought by WTIV in St. Petersburg, Fla. Bucs are one of two expansion National Football League clubs that begin play this year. WTIV Sports Director Andy Hardy will handle McKay show starting July 19. Exhibition TV will commence Aug. 7.

**Playing ball.** FCC dismissed complaint that Golden West Broadcasters took anti-competitive advantage of its dual role as owner of California Angeles baseball team and licensee of KLTA(TV) Los Angeles. Bob Speck Sports Co. had charged that Golden West had effectively prevented it from competing for Angels' broadcasting rights, now held by KLTA. Commission said matter was one more appropriate for courts or Federal Trade Commission.

**One mystery solved.** Bristol-Myers has announced new barter arrangement with Rhodes Productions (Mary Hartman, Mary Hartman and Hollywood Squares) to distribute In Search Of..., weekly prime-access half-hour dealing with offbeat phenomena like Bermuda Triangle, flying saucers, witches of Salem and Loch Ness monster. Bristol-Myers (direct) is picking up national minutes and Rhodes barter it to stations, which get three-and-a-half minutes to sell. Bristol-Myers also announced regular host will be Leonard Nimoy (Mr. Spock of Star Trek). Series is scheduled for September 1976 start; first 12 episodes to be finished by July. Nine stations have signed up so far, among them: WNBC-TV New York, KNBC Los Angeles, WMAQ-TV Chicago, WCPO-TV Cincinnati, WCVB-TV Boston and WPLG-TV Miami.

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**Paul Revere would have asked for a third lantern for CB**

Volunteer groups in wildly growing band are now helping radio stations keep tab on traffic, emergencies.

At both WJR(AM) Detroit and WMAL(AM) Washington, volunteers are manning citizens band base stations and providing news departments, as well as police, fire and other officials, with traffic and emergency information.

The National Capital REACT (Radio Emergency Association Citizens Teams) group claims that since it began operating with WMAL March 1, it has averaged 250 to 300 calls from motorists per week, with 175 converted for WMAL air play. The Michigan Emergency Patrol, another REACT team, has been at WJR for more than five years and said that 15,000 of the 100,000 calls a year are turned into WJR traffic advisories.

Although "we've talked about a helicopter" to monitor traffic conditions, Curt Hahn, WJR station manager and program director said, the base center "really fills the need... Every car with a CB radio is a [potential] spotter." WMAL, according to Marc Kuhn, program manager, maintains its helicopter, and regards the CB base as a supplementary "clearinghouse" for traffic information. Jim Southworth, president of the Washington REACT team, however, said that the base center usually has the authorization 30 to 50 minutes ahead of the helicopter and an hour before the police provide information, which he said contains fewer details than reports that CB users call in on the emergency channel 9. (Calls are either received directly at the radio stations or forwarded via another CB base.)

Dale Berry, president of the Michigan group, estimated that the base station at WJR costs about $20,000 a year, including such expenses as space, telephone bills, an annual dinner for volunteers and even scholarships for young CB users. Mr. Berry added that WJR picks up about 75% of the tab and three Detroit FM's also participating—WMC, WDRQ and WBGR—pay the rest. The key to a successful station base, Mr. Berry observed, is volunteer time.

Mr. Southworth said that WMAL paid about $700 to buy its CB equipment and that the National Capital REACT team is seeking a government grant to buy another $800 worth of equipment to tie in calls received at the various base centers around the city.

WJR's center operates 24 hours a day, seven days a week. WMAL's operates weekdays, 6:30 to 9:30 a.m. and 3:30 to 6:30 p.m. Plans to increase the hours at WMAL are being considered as the summer approaches, possibly also to provide information about the Bicentennial area lines outside tourist routes and parking facilities in the Washington area as well as other vacation information.

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Broadcasting May 10 1976
McGavren Guild is pleased to announce the representation of

W-100 FM 100
Chicago

No.1* All FM stations, all formats, all cumes, all average ¼ hours.
No.1* 10AM-7PM, Monday-Friday, adults 25-49, all formats, all stations (AM & FM).
No.2* 6AM-Midnight, total broadcast week, 25-49, all formats, all stations (AM & FM).

*ARB, Jan/Feb 1976, MSA
Jacobs says ABC fall schedule will boost it over CBS for year

In his annual predictions, Telcom handicapper picks ABC to win 22 half hours to CBS's 15 and NBC's seven in new season

"It took 20 years, but CBS has finally been dethroned by the perennial doormat, ABC." That's how Herb Jacobs begins his timeslot-by-timeslot analysis of the 1976-77 prime-time schedules of the three networks. By the end of the fourth quarter of 1976, he continues, ABC-TV will have run up a 20.3 rating compared to CBS-TV's 19.1 and NBC-TV's 18.0.

Mr. Jacobs, the president of Telcom Associates, New York-based broadcast consultants, gives ABC more winning half-hours (22) than CBS (15) and NBC (seven), adding that ABC will come in first on three nights (Sunday, Tuesday and Wednesday) and "be in close contention" during the other four. CBS will win Monday, Thursday and Saturday, he says, leaving NBC with first place only on Friday (and third place on all the others).

Among the 23 new series, Mr. Jacobs says that only five (four on ABC and one on NBC) will cut the Nielsen mustard. The four ABC programs are The Nancy Walker Show (Tuesday, 9-9:30 p.m., NYT), The Tony Randall Show (Tuesday, 9:30-10 p.m.), Charlie's Angels (Wednesday, 10-11 p.m.) and Most Wanted (Thursday, 10-11 p.m.). NBC's entry is Serpico (Friday, 10-11 p.m.).

Looking at this fall shows alone, he finds six on NBC, four on ABC and two on CBS that will probably manage only low-to-mid-20's shares, on the average. NBC's six are Baa Baa Black Sheep, Quest, Gibbaville, Van Dyke & Company, Snip and Best Sellers. ABC's four are The Bill Cosby Show, The Captain and Tennille, Holmes and Yoyo, and Mr. T and Tina. CBS's two are Ball Four and Spencer's Pilots.

Last year at this time, Mr. Jacobs predicted that by December 1975 CBS would have finished first, with a 20.9 average rating, NBC second (a 19.7 rating) and ABC third (a 17.5 rating). In actual fact, as of Dec. 21, 1975, CBS had finished first, with a season-to-date Nielsen average rating of 19.3. NBC was second with an 18.3 average rating and ABC brought up the rear, with a 17.8 rating. (Of course, under Fred Silverman's direction, ABC turned things around in second season. By April 18, 1976, the season-to-date figures read:

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CBS, a 19.5 rating; ABC, an 18.9 rating; and NBC, a 17.7 rating.)

At the end of his report, however, Mr. Jacobs cautions that some of this year's "mistakes" are so "obvious" to the networks right now that industry people should "be prepared for schedule changes" between now and premiere week.

Asterisk (*) in chart below indicates new show.

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What do these six signatures have in common?

Each one identifies somebody. And only one somebody.
The first five identify the winners of our recent trademark contest. (Congratulations!)
The last one identifies us. And only us and our products.
For instance, there are other copiers on the market, but only those with our signature are Xerox copiers.
We're proud of our signature. Because, just like anybody's, it's one of a kind.

XEROX
TV producers still pinched between costs and payments, they complain

But gap narrows as networks help once series reach hit status

The report that the three TV networks have upped their payments to the Hollywood production houses by almost $90 million for the full schedule of all of next fall's 72 prime-time series (BROADCASTING, April 26) has not completely mollified the suppliers.

The over-all "substantial improvement" that Frank Price, the president of Universal Television, said is evident in the new budget estimates is only an average. The shows with troublesome stars (Robert Blake in Baretta and Peter Falk in Columbo) or with elaborate production values (Columbia Pictures Television's Quest and Universal's The Gemini Man) will still run deficits.

These deficits may be shaved a bit, however, Mr. Price said, by the new fact of "more lead time." By early April, all three networks had locked in their schedules (last year they were still working on the fall lineups in May), and September's premiere week has been pushed back to three weeks later than usual.

"With this extra time," Mr. Price said, "we'll be better able to prepare, and hence better able to keep costs under control."

The problem in recent years of writers' knocking out scripts the night before shooting, with consequent time-wasting delays for rewrites, should be at least partially averted, Mr. Price concluded, when there's "more time for pre-production planning."

But John Mitchell, president of Columbia Pictures Television, said the networks still have a way to go before he'll be satisfied.

A key reason that producers have trouble in making networks see things their way is that just about all of the network programming executives come out of research, sales or station management, said Mr. Mitchell. "If some of the people in positions of authority at the networks had produced shows themselves," he said. "They'd be more sympathetic to things like late starts because of too little lead time, or the logistical problems that come with location shooting, or the vagaries of the weather."

These headaches are particularly acute for companies launching new series. Glenn Larson, for instance, is executive producer at Universal of both McCloud (now ending its sixth year as a rotating element on the NBC Sunday Mystery Movie) and Switch (just finishing its first year at CBS). Mr. Larson said that, whereas NBC is meeting his production costs on McCloud, Switch started off with a huge deficit because, first of all, CBS didn't notify him that the series had made the schedule until the end of last April. That meant he wasn't able to get his full crew (everyone from head cameraman to assistant prop man) assembled before mid-June. Drawing from Hollywood's talent pool of mystery-story scriptwriters and directors also became difficult, Mr. Larson continued, because the pros in these areas tend to gravitate to series that have been on for a few years and hence are accumulating enough episodes to guarantee future residuals from syndication.

Switch was particularly hurt by this talent drain, Mr. Larson said, because the series deals with elaborate confidence tricks that require complicated plotting and carefully worked-out dialogue. (He added, however, that the last batch of episodes has jettisoned corn games for simpler detective stories because "the audience was finding our scripts too hard to follow."

Switch ended up getting so far behind schedule and under the payments promised that Mr. Larson was delivering episodes only a couple of days before air time.

Matthew Rapf is even more painfully aware of new-show problems than Mr. Larson, Switch drew survival ratings and will be back on CBS next year; Mr. Rapf's first-year series, Doctors Hospital on NBC, never really got off the ground in the ratings and was canceled in midseason. Writers' "reluctance" to work on the new show, Mr. Rapf said, meant that the two story editors on Doctors Hospital ended up doing a disproportionate amount of the writing, with the result that "scripts were frequently being worked on the night before we had to start shooting."

Adding to Doctors Hospital's budget deficit, Mr. Rapf revealed, was the attitude of the star, George Peppard, who "just seemed to lose interest in the show." Mr. Peppard began "fighting us on the scripts" and started taking days off "due to psychosomatic illness." Mr. Rapf said. Not that Doctors Hospital was the end of the line for Mr. Rapf: He produces the CBS hit, Kojak.

Robert Blake, the star of ABC's hit series Baretta, makes so many script changes on the set, said Roy Huggins, Baretta's executive producer, that the show runs a deficit of about $100,000 per episode, probably higher than any other prime-time show on the air. In contrast, Mr. Huggins said, another of his series, The Rockford Files, on NBC, has much lower deficits because the star, James Garner, "is so efficient, so well prepared; that the filing goes along very smoothly."

When stars of hit series make paper airplanes out of their existing contracts and demand enormous increases, industry sources say the production companies throw up their hands and refer the actor to the networks. As Norman Lear puts it, the production company "hovers in the middle" between the actors and the network. The network "holds the master contract of the actor," Mr. Lear said.
When Carroll O’Connor walked off Mr. Lear’s All in the Family, CBS got him back, these sources say, by agreeing to support Mr. O’Connor in establishing his own company. Carnan Productions. (Carnan’s first series, Bronk, a police show with Jack Palance, made CBS’s prime-time schedule last fall—Sunday, 10-11 p.m. NYT—but it was canceled last month because of low ratings.

On the other hand, two years ago, when Michael Ontkean, one of the three regular male stars of the Spelling-Goldberg series The Rookies, then a hit, held out for an increase that went way beyond the terms of his existing contract, ABC called his bluff and hired another actor, according to these sources.

Lee Rich, the president of Lorimar Productions, and David Gerber, the executive vice president in charge of production for Columbia Pictures Television, both tend to agree that once a prime-time series has established its credentials as a hit over a few years, the network will not be averse to paying out enough money to keep the production company in the black on the program.

“The Waltons has been very good to CBS over the past five years,” said Mr. Rich, whose company produces that program, in explaining why the network gladly meets its costs. But Mr. Rich’s other CBS series The Blue Knight, a new, second-season entry, which made its debut two months ago, ran into disastrous overtime problems. “I stupidly agreed to go ahead with production on only a six-week lead time,” Mr. Rich said, with a frown. To meet air dates, Mr. Rich found himself saddled with “$40,000 in out-of-pocket costs on each of the first series of episodes.”

NBC, according to David Gerber, has also reaped enough advertising dollars in the three years of Police Story (a Columbia series that lists Mr. Gerber as executive producer and that NBC has renewed for a fourth year) to be generous in its payments to Columbia. If Police Story is now free of deficits. Columbia’s first-year cop series Joe Forrester, loses anywhere from $25,000 to $30,000 an episode, according to Mr. Gerber. Typically Forrester got off to a late start last year when NBC set its schedule late, Mr. Gerber said. This lateness was compounded, he goes on, by all the usual shakedown problems that accompany the setting into motion of a new series. (This situation is expected to be alleviated this year as the networks announce their schedules by early April and delay premiere week until Sept. 27.)

Get five boating safety radio programs free from State Farm.

This radio series doesn’t advertise State Farm. It just gives your listeners sound tips on boating safety, and it’s yours for the asking. Five four-minute programs. Plus six shorter messages in 60 and 30-second lengths.

State Farm Fire and Casualty is the nation’s largest insurer of small pleasure craft. We know the problems a boatowner can run into on the water. These tapes are designed to help him steer clear of them. And help him protect his boat from burglars, too.

For a free tape and scripts, return the coupon below or call us collect at 309-662-2845.
tor in pushing up production costs and sinking series episodes even deeper into deficit than they were before the nationwide economic crunch.

As an independent company, Spelling-Goldberg enjoys the advantage of not having to worry about the overhead and upkeep of a huge studio lot. But the disadvantage, Mr. Spelling said, is that they have to pay a "hell of a lot" to 20th Century-Fox, where Spelling-Goldberg's offices are located and where the company films all of its series. Also, he continued, Fox's theatrical films always take precedence: When a blockbuster like "The Towering Inferno" begins usurping more and more soundstage space, the Spelling-Goldberg shows have to give way. Spelling-Goldberg is no different from the major studios in one respect, though: It's running the biggest deficit on its first-year series "Starsky and Hutch," which, according to Mr. Spelling, goes about $18,000 into the hole on each episode that is produced.

Of course, "Starsky and Hutch" is a big hit, and presumably ABC will help to shrink the deficits in subsequent years in recognition of the series' importance to its schedule. But because it's a cop series, "Starsky's" syndication future is up in the air due to family hour. Mr. Spelling said. And, unlike a Universal or a Columbia, Spelling-Goldberg doesn't have the facilities to syndicate its own shows. Instead, it has to turn to a company like Worldvision Enterprises, which, according to Mr. Spelling, charges a distribution fee that amounts to 40% of the gross for a series.

Mr. Spelling's "Mod Squad," which chalked up a successful five-year run on the ABC network from 1967 to 1972 and which has just finished its fourth year in syndication (distributed by Worldvision), has grossed more than $21 million in domestic syndication and about $4 million internationally, he said. But after Worldvision gets its fee and all the talent unions collect their residuals, Mr. Spelling said his company will net only about $1 million on all 124 60-minute episodes.

Deficit financing of comedy, according to practitioners in the field like Norman Lear ("All in the Family, Maude"), Grant Tinker ("The Mary Tyler Moore Show, The Bob Newhart Show") and Bud Yorkin ("Sanford and Soul"), is mainly dependent on whether the series is put on tape or on film. If it's on tape, the show is probably either breaking even or coming out ahead. Unless the network is very benign in its payments, a filmed comedy almost invariably operates on a deficit. Because all of his network shows are on tape, Mr. Lear said that none of them is running a deficit. Conversely, Mr. Tinker is behind in the production nut on all of his shows—precisely, he said, because they employ film cameras.

Mr. Tinker has gotten the message, however, and said that starting with the pilot of "The Jack Gilford Show," all of his future comedies will go with tape rather than film. The MTM series now on the air are all to be made this way and will probably continue to be filmed because the casts of those shows are used to working with film.

Broadcasting May 10, 1976

How retailers are waking up to television

TVB workshop hears case histories of stores that are using more TV to do things newspapers can't do

Television advertising was handed a solid vote of confidence for its role in luring customers into the nation's retail stores by a group of retailers themselves and their advertising agencies during the Television Bureau of Advertising's television workshop in New York.

Approximately 170 persons, including a large gathering of television station personnel, heard speakers from department stores, discount stores and their agencies describe their involvement with television, usually in glowing terms. Though several speakers noted that newspapers continue to be the main medium for retailers, they said television has made rapid advances and will continue to make inroads in the newspapers' budget, for reasons of a more balanced media mix, special promotional considerations, coverage requirements or costs.

Some retail chains and discount stores have a long association with TV, and Gee Bee of Johnstown, Pa., fits into that category. William B. Keller, sales promotion director of the discount store's operations, described some of the changes in the company's approach to TV in the 16 years Gee Bee has been involved in the medium.

Its TV budget has been raised from 10% to 16% of its total outlay, Mr. Keller said, and in 1976 the company decided to increase its reach via TV without adding to expenditures. Traditionally, Gee Bee used to drop out of advertising in January and February and stay on for 44 weeks. This year it was decided to use TV on an alternating week basis, according to Mr. Keller, enabling a doubling of spots. The approach, he added, proved to be highly successful.

Michael Korsonsky, editor of Flooring magazine, detailed the growth of TV advertising by carpet and floor covering stores during the past decade. He pointed out that although some retailers remain skeptical, there are notable examples of television advocates throughout the country. He cited such firms as Carpet World in Houston, Beckwith-Evans in Detroit, Banner Carpets & Drapes in Los Angeles and Carpet Fair of Baltimore as among those using TV effectively. Mr. Korsonsky said these advertisers use television mainly as an anchor for a well-balanced combination of newspaper and radio advertising.

In his opening remarks to the workshop, Roger D. Rice, TVB president, reported that speakers at the meeting represented stores that had increased their TV outlays by 49% in 1975 over 1974. Department stores as a whole, he said, invested 40% more in TV last year than in 1974 while discount stores boosted their spending by 39%, accounting for a combined additional $40 million in the medium.

For 1976, TVB predicts more year-round, every-week type of television advertising by retailers, according to Mr. Rice. He said there would be a further dollar growth in retail television, with more money spent for time and for commercial production.

The first use of TV by one of America's most prestigious stores, Saks Fifth Avenue, was detailed by Doris Shaw, senior vice president and advertising manager. She reported that the first flight, carried last December before Christmas, was successful, judging by "the favorable feedback, awareness, word of mouth.''

The emphasis, she said, was institutional—to create an image of Saks as a store that upscale buyers enjoy. "I could live in Saks Fifth Avenue" became the watchword. Saks plans to use TV in the future, she said, and fall and Christmas campaigns are being developed.

Gary Hubschman, senior vice president

Backstage. The opening group of speakers at the TVB retail workshop go over last-minute details before the conference began. L - R: William B. Keller, sales promotion director; Gee Bee Stores, Johnstown, Pa., Gary Hubschman, senior vice president and general merchandise manager; Vornado (Two Guys, Garfield, N.J.); Linell Vines, director of broadcast advertising, Elder-Beerman Stores, Dayton, Ohio, and Roger D. Rice, TVB president.
The first 50 years of NBC will be celebrated in a BROADCASTING special report on June 21. It will track the first network from Mary Garden and Will Rogers to Angie Dickinson and Chevy Chase. From David Sarnoff and Deac Aylesworth to Anthony Conrad and Julian Goodman. From Frederic William Wile to John William Chancellor.

We will do it in words, in pictures and in style.

All in time for a special distribution to NBC's golden anniversary convention of both radio and television affiliates in New York's Waldorf-Astoria.

Your own salute to NBC will be at home in ours.

You belong in Broadcasting Jun 21
and general merchandise manager of Vornado Inc. (Two Guys), Garfield, N.J., said his company first used TV during Christmas 1974 but decided not to plunge into the medium last August. He reported Two Guys is now on the air virtually 52 weeks a year in Philadelphia and New Jersey markets (the latter served by New York stations). Mr. Hubschman maintained the early success resulted from the strong identification by viewers with the Two Guys image, regardless of whether co-op was involved. The stores still follow this approach, he said, but maintain close contact with the vendors and their agencies.

Jane B. Roggers, vice president, sales promotion, Shillito's, Cincinnati, said that the store now spends about $500,000 in television but acknowledged there is a job of weaning away merchandisers from their daily newspaper. She said the sum spent on TV by Shillito's may not be much but added, "it works, and as a result, we are slowly convincing merchants that television isn't a witch's brew destined to ruin their business or bankrupt them."

January is traditionally a slow month for retail sales, and Linell Vines, director of broadcast advertising, Elder-Beerman, Dayton, Ohio, described the store efforts to perk up business. She noted that TV has been an integral part of the store's advertising for a number of years and this past January, Elder-Beerman hit upon a concept it called "T-Time." It was a way to lure young people into the store by offering T-shirts for sale. The TV commercials were "highly successful" from both an image and sales viewpoint, she said.

**TVB loses CBS after shifting weight to spot**

**Bureau is accused of working against networks' interests**

CBS-TV has dropped its membership in the Television Bureau of Advertising because of what it regards as TVB's aggressive antinetwork policy in selling spot TV.

Frank M. Smith Jr., CBS-TV sales vice president, made the disclosure during his presentation to CBS affiliates last week.

He said CBS had supported TVB from its inception 21 years ago and had never in the past protested the bureau's preoccupation with station as distinguished from network business affairs.

But lately TVB has become so concerned with promoting national spot that it has begun to work openly "at cross purposes with network interests, he said, and consequently CBS notified TVB last August "that we were withdrawing our membership."

CBS's concern with TVB's new stance almost certainly dates to TVB policy changes undertaken more than a year ago, which led to virtually all leading television station sales reps joining the bureau en masse last summer. As part of those changes a dominant voice in TVB affairs was given to the reps, most of whom had never been TVB members or had dropped out in protest over what they considered too weak an effort to sell spot TV as an advertising medium.

Network TV officials were reported at the time to have been sounded out on their possible reactions to an aggressive TVB effort to sell spot against network and were said in at least some cases to have indicated they would not object. This was indicated to have been done before TVB embarked fully on its campaign to promote a single branch of the TV medium—which TVB officials justified on grounds that it was similar to Chevrolet and Buick, for instance, selling against each other even though both are divisions of General Motors.

Mr. Smith preceded his announcement with a report on the Federal Trade Commission's one-year test, which ended last fall, and required the national networks to sell regional advertising. Mr. Smith said he thought that with the end of the test the FTC might have forgotten the whole thing if TVB hadn't become concerned and stirred new interest by filing material of its own opposing such sales.

He also said that this is no time to be "divisive." Thanks to inflation, heavy demand and unusually short supplies of time for sale, he said, costs of network television and network costs-per-thousand are reaching a point where many advertisers are exploring the prospects of alternative media.

George F. Huntington, executive vice president and general manager of TVB, said the bureau was "understandably disappointed" with CBS-TV's resignation but expressed hope the network would return. He pointed out that TVB feels its mission is to enlarge the amount of money placed into television and said it is up to the different segments of the medium to win the rightful shares.

He said CBS-TV had notified TVB of its intention last August and the cancellation was effective on Feb. 1. CBS-TV paid $12,100 annually in dues.

He noted that the five CBS-owned television stations still are members. Paying $1,610.15 per month are WCBS-TV New York, WCAU-TV Philadelphia, WBBM-TV Chicago and KNXT Los Angeles. KMOX-TV St. Louis pays $878.46 monthly.

D. Thomas Miller, president of the CBS Owned Television Stations Division, resigned from the TVB board when CBS-TV canceled its membership. Mr. Huntington explained that each of the networks designates a person to serve on the board and he may be a network executive or from one of the other units of the company.

ABC-TV and NBC-TV are still TVB members, according to Mr. Huntington. Now serving on the bureau's board of directors are Arthur A. Watson, executive vice president, NBC Television Stations Division, and Richard A. O'Leary, president, ABC Owned Television Stations.

**Industry keeps up its barrage of negative views on nutrition ads**

**Requiring such information would harm rather than help consumers, say food processors, broadcasters**

Federal Trade Commission staff attorneys last week began sorting through the latest batch of comments on the FTC's proposals aimed at regulating information and claims in food advertising. Among the comments that have already reached the attorneys' desks are those from CBS and the National Association of Broadcasters, both in opposition, and from Action for Children's Television, which wants even tighter guidelines than those proposed.

As in earlier filings, the provisions on nutritional claims and disclosures seem to be drawing the lion's share of attention. In response to an earlier notice of rulemaking last year, broadcasters and advertising agencies claimed nutritional guidelines would be self-defeating (Broadcasting, Aug. 4, 1975). And now, in answer to a final notice prior to hearings which begin next month, broadcasters and many food manufacturers are repeating that charge.

Said CBS Inc. in its filing: (Broadcast-
claimed that a food product is a good nutrient source would require that the food contains at least 35% of the U.S. Recommended Daily Allowance (U.S. RDA) per serving. To claim that the product contains a nutrient, the threshold limit would be 10%. The staff's proposal would go a step further and require a partial nutrient profile in television commercials and instructions to read the label in radio commercials.

CBS continued: "To require manufacturers of fortified cereals that state that their products are 'fortified with eight essential vitamins and minerals' to list all such nutrients in a brief commercial would effectively eliminate any television reference to vitamin content." Furthermore, CBS expressed pessimism that manufacturers might not be inclined to make product improvements unless they could bring them to the public's attention.

CBS also cited statistics compiled by its office of social research, which monitored the 175 CBS-TV commercials that appeared during a seven-day period beginning Dec. 24, 1974, and the 80 nonnetwork commercials that appeared on WCBS-TV New York. Of those commercials, CBS said, 69 network and 19 nonnetwork would fall under the regulations proposed. Specifically, CBS said, 16 network commercials would conform, 26 may or may not conform and 27 would not conform. Of nonnetwork commercials, CBS said, eight would conform and 11 would not.

From an analysis of these commercials and an application of the proposals to them, CBS said: "The CBS-OSR review of television commercials only confirms our view that food advertising—at least on television—is not deceptive and that application of the proposed rule is complex, arbitrary and unnecessary—and cannot contribute to a meaningful understanding of nutrition issues."

The National Association of Broadcasters—which previously commented that the nutrition guidelines may preclude future food advertising on television—claimed that "radio and television advertisements are too far removed from the marketplace to permit proper use of nutritional information by consumers" and "that distance and the impact of multiples of food advertisements, each with its own claim that "radio and television advertisements combine to render highly probable substantial and significant consumer confusion."

Pepsi-Cola Co., a division of PepsiCo Inc., Purchase, N.Y., argued that the proposals "would serve to discourage rather than encourage advertising." And while the Society for Nutrition Education, Berkeley, Calif., said that the rules "could be a major milestone to the furtherance of nutrition education," it conceded that nutrient information on television should only be required when nutrients are specifically mentioned. "We believe the consumer is unlikely to interpret or retain detailed data briefly presented in a TV commercial," the society said.

Action for Children's Television, however, suggested more, not less, nutrition disclosure. On television commercials, "it is not sufficient that nutritional disclosure be solely video," ACT said. Its reasoning: that children may not have "sufficient reading skills" to understand the message and that adults, although not in front of a set, could at least hear the nutritional profile.

Presently, ACT said, more than 50% of commercials on children's programs are for food and, in 1975, some $400 million was spent on advertising directed at that demographic audience. ACT claimed that children should be made to understand nutrition since mothers usually yield to their preferences. Citing 1971 statistics prepared at the Harvard Graduate School of Business, ACT noted that mothers yield on the preferences of 5- to 7-year-olds 88% of the time when buying breakfast cereals, 52% for snack foods, 40% for candy and 38% for soft drinks.

Fear of the commission's proposals may be premature. According to one staff al-
torney, many of the issues, including nutrition, have not yet been set for hearing and may be revised to accommodate complaints.

Issues that have been set for the first round of hearings beginning in Washington June 7 involve: energy and calories; fat, fatty acid and cholesterol; health claims; natural and organic food claims, and definitions and disclosure. Hearings will continue in San Francisco July 12, Chicago Sept. 13 and Dallas Oct. 12.

The second set of hearings on issues such as comparisons, nutrition disclosure and emphatic descriptions have not yet been scheduled. The staff’s proposal which would require a partial nutrient profile in television advertisements is in the third round, also unscheduled. The NAB did not take exception to a provision that would require a calorie disclosure if a product is said to be helpful in efforts to lose weight. But it said “regrettably the disclosure requirements contained in other provisions . . . are far more complex.” A diet cola advertisement under the rules, NAB said, would have to compare calories between similar amounts of natural and artificially sweetened beverages, and also include a warning to diabetics.

Concerning the proposals over-all, the NAB, like other opponents, charged that it would “radically alter the form and content of food advertising . . . What was once the not wholly unbiased or objective proponent of ideas, goods and services is now to assume a more neutral role with far less room for advocacy.” Both the NAB and CBS also raised issues on the constitutionality of the proposals.

Several food manufacturers also took their opportunity to comment. According to the National Broiler Council, “no naturally grown food” could meet the standards to be called nourishing or nutritious, including its product, chicken. It said: “This is a result which defies both common sense and informed nutritional judgment.” Hunt-Wesson Foods Inc., Fullerton, Calif., objected, saying that the FTC solicited comments on fats, fatty acids and cholesterol without specifically wording a rule in the area.

The Milk Industry Foundation and the International Association of Manufacturers, Washington, argued, among other things, that the threshold requirement for emphatic claims should be 25%, not 35%. Otherwise, they said, a commercial could not say that milk is rich in calcium since it contains only 30% of the U.S. RDA per serving. The higher cut-off point, the groups said, “would unjustly discriminate in favor of fortified foods.”

**Comparative-ads session tops items of interest to broadcasters at AAAA convention**

From a broadcast advertising point of view, three events are of particular interest at this year’s convention of the American Association of Advertising Agencies, to be held at The Greenbrier, White Sulphur Springs, W.Va., May 12th through Saturday, May 15th.

The session that may end up being of most relevance to broadcast executives, according to Robert Purcell, AAAA’s executive director, is the final day’s, entitled “Comparative Advertising.” This discussion will focus on the commercials in which the competitor is mentioned by name instead of the propelling Brand X. Andrew Kershaw, the vice chairman of Ogilvy & Mather International, will criticize the practice and Stanley Tannenbaum, the chairman of Kenyon & Eckhardt, will defend it.

Another session to which the broadcast oriented are expected to pay special heed is on “Government Regulation of Business: The Shape of Things To Come.” The host is Paul MacAvoy, chairman of the White House task force on regulatory reform, and the panel comprises Representative John Moss (D-Calif.), Senator Abraham Ribicoff (D-Conn.) and Murray L. Weidenbaum, director of the Center for Study of American Business.

Mr. Purcell points to a third session, featuring James Cope, the president of The Proprietary Association, as broadcast worthy. Mr. Cope will discuss “what agencies can say and how they can say it” in creating advertisements for over-the-counter drugs.

The complete agenda:

**Wednesday, May 12**

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**Consecutive business sessions.** 3:30 p.m.


**Welcoming cocktails.** 7 p.m.

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**Thursday, May 13**

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**Tennis tournament.** 1 p.m. Cocktails and open dinner. 7 p.m. Special creative presentation. 10 p.m. Reel of specially selected local/regional commercials.

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**Friday, May 14**

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**Breakfast With . . . session one.** 7:30 a.m.


**Breakfast With . . . session two.** 9:15 a.m. Repeat of above.

**General business session.** 11 a.m.


**Feature Luncheon.** 12:30 p.m. Carla
Column: "Comparative advertising on upswing, so are complaints"

Trademark session in New York gets some words of caution plus plea for more self-restraint in claims

The growing trend toward comparative advertising in TV and media’s efforts at self-regulation were discussed at a forum in New York of the United States Trademark Association.

An indication of the escalation in comparative advertising was given by Roland P. Campbell, senior vice president of the National Advertising Division of the Council of Better Business Bureaus. He said over the five years of NAD’s existence, complaints involving comparative advertising have jumped from 38% of all complaints filed.

Mr. Campbell said another sign of concern over comparative advertising is the increase in complaints filed by advertisers. Five years ago, he said, advertisers filed only 5% of the complaints against competitors while in 1975 this figure had risen to 27%.

Mr. Campbell gave this note of caution to advertisers making comparative claims in their advertising: “You must be able to support not only the claims for your own product but the claims you make about competitive products.” He said NAD has learned that often advertisers do not know enough about competitive products to make a reasonable case against them.

Thomas J. Swafford, vice president, program practices, CBS-TV, noted that CBS at one time had been opposed to taking advertising that named competitors because there were no guidelines. He said the network now accepts comparative advertising and can fall back on a number of guidelines, including those of the National Association of Broadcasters. He said a sizable number of commercials are turned down because some of the claims—but not all—seem valid. He pointed out that making a judgment on such advertising can be helped with expert assistance, and CBS has specialists in such fields as food, drugs and automobiles to provide counseling.

Stockton Helfrich, director of the NAB Code Authority, New York, said comparative advertising can be a useful and beneficial technique if it is used to benefit the consumer and not the advertiser. He said the advertising and broadcasting communities should practice self-restraint to block government intervention. Mr. Helfrich also cautioned that self-regulation must be in public interest and not in the industry’s interest.

Gilbert Weil, partner in Weil, Gutman & Davis, New York, said the law governing comparative advertising is the same as that applying to advertising generally. For the most part, he reported, advertising that is misleading, false and deceptive can be challenged in the court under common law. One possible exception, he said, is in New York State where some relief has been given for unfair competition if one company exploited the good will of another company.

Advisory:

Wild hickory nuts. Benton & Bowsles, New York ad firm that created Euell Gibbons commercial for General Foods’s Post Grape Nuts, has agreed to Federal Trade Commission order prohibiting future ads suggesting wild plants are edible in raw state. Tentative consent agreement is seen as likely end of actions that begin with FTC concern that ads might lead children to eat poisonous plants. General Foods last year agreed to similar consent agree-

FINANCIAL SEMINAR

Wednesday, June 9, 1976
Park Lane Hotel
New York City
9 a.m.—4 p.m.

Panel: “Sources of Capital for Broadcast Investors”
Gary Pease, Society National Bank of Cleveland
Blair Walliser, Communications Capital Corp.
Barry Dickstein, Aetna Business Credit
Z. David Patterson, New England Enterprise Capital Corp.
Harvey Sandler, Goldman Sachs & Co.

Panel: “Tax Problems in Buying & Selling Stations”
Herbert Paul, tax partner, Touche Ross & Co.
Carl Harnick, tax partner, Arthur Young & Co.
John McAndrew, tax partner, Price Waterhouse & Co.

Moderator: Paul Kagan, financial analyst, consultant and publisher of the BROADCAST INVESTOR newsletter

Continental breakfast, cocktails & luncheon will be served

To register: Send your check for $175 to
Dept. BRS, 100 Merrick Road,
Rockville Centre, N.Y. 11570

For additional details, call (516) 764-5516
Cronkite makes his case for substance over style in local television news

At CBS affiliates convention, he tells stations that they'd probably be better off with a balding, but enterprising local reporter than a pompadored personality brought in on a consultant's recommendation

CBS News Correspondent Walter Cronkite called upon station managers last week to pick their news people and anchorpersons for knowledge and ability, not looks, and to avoid being made “suckers for a fad: editing by consultancy!”

Mr. Cronkite, speaking at the Wednesday luncheon of the CBS-TV affiliates convention in Los Angeles, suggested it was more than coincidence that CBS “has the highest confidence of the people, as shown in command ratings and also happens to be the biggest money maker.”

“Don’t let someone else, who claims to know better than you what your community news needs are, dictate your news operation,” he advised.

“You have in your command such vast power, such great potential for leadership in your community, such an overwhelming responsibility that it is nothing short of sinful if you turn your backs and fail to play the role that has been presented to you.”

Mr. Cronkite said “there is no newsman worth his salt who does not know that advertisers who dictate that no item should run more than 45 seconds, that there must be a film story within the first 30 seconds of the newscast (a barn burning or a jack-knifed tractor-trailer truck will do), that calls a 90-second film piece a ‘minidocumentary,’ that advises against covering city hall because: it is dull, that says the anchorwoman or man must do all voice-overs for ‘identity’—any real newsman knows that sort of stuff is balderdash. It’s cosmetic, pretty packaging—certainly not substance.

“And I suspect that most station operators know that too. But I think they’ve been sold a bill of goods.”

Broadcasters whose stations have been “caught up in this formula—news presentation” are “being taken” because “the answer to your news problem probably is right under your nose,” he said.

“In the first place, why buy someone else’s idea of an ideal anchorperson or news editor for your market? Your anchorperson is the most intimate contact your station has with the community. Don’t you know what sort of person your neighbors like? Don’t you know better than any outsider the tastes of your friends and acquaintances? If not, I suggest that maybe you are the one who ought to go.”

A hometowner or long-time resident or young person who plans to live in the community, he said, is “likely to give a great deal more in enthusiasm and dedication and interest—qualities easily detected over the airwaves—than the wanderer looking for the next big break in the next biggest town. Why don’t you try building a staff of such people and then promote from desk writer to street reporter to anchorperson—from within?”

Mr. Cronkite also suggested raiding the local newspaper. “For what you pay those inexperienced announcers I dare say you could hire the best—the very best—newspaperman in your town as on-air broadcaster or news director or possibly both—a fellow or gal who knows the city like a book, likes the city, warts and all, and plans to raise a family there.”

Such a one may be a little gray, a little bald, a little rumpled, “but I’ll guarantee you this: He knows more about your town than you think makes it worthwhile ever be learned by that young fellow from 500 or 1,000 or 2,000 miles away that some consultant tells you got a good rating back there. And you know what? That slightly tousled codger is going to exude more authority and reliability and believability and integrity from the nail on the little finger of his left hand than that pompadored, pampered announcer is ever going to muster. And isn’t that really what our news departments are all about—isn’t that really what you want to sell: Authority, believability, credibility, integrity?”

He made fun of the notion that “it takes a kid to appeal to kids,” saying some of the hottest tickets on the college lecture circuits are “some newsmen with a little grey at the temples and a crinkle or two around the eyes, perhaps even a dewlap under the chin,” such as Dan Schorr, Dan Rather, Eric Severeid and even Walter Cronkite.

He also scoffed at polls showing him the newsman Americans find most powerful: “My God, what shape the country’s in.” What it means, he said, “is that I have become a sort of symbol of television journalism, a generic face of television news, spoken of as an authority figure—and occasionally asked by our critics to shoulder the blame for all the sins of television as well.”

“I’ve been tolerated for a long time as the front man for a solid, consistently good news organization that through the years has never wavered in its total dedication to the principles of ethical journalism. Doesn’t that say something to all of us? What people are really recognizing in honoring me is this steadfastness of CBS News as represented by this long-time association. The two things cannot be separated.”

After a few jokes about ABC News’s hiring Barbara Walters at a million dollars a year, Mr. Cronkite said he thought seriously—although he admittedly was “sort of the old codger”—that there was one woman in this belief—that “Miss Walters’s qualifications as a journalist are not all that lack-
Mr. Cronkite on those high salaries in TV news:

"We have to have special skills, talents if you please, to present our material through the spoken word and in a visual medium, frequently to think on our feet and to be right the first time with no editor imposed as a protective buffer between us and the public...those of us who can do that are worth a little more than the print journalist—or, perhaps, a lot more."

...and editor. If we do our jobs well, we do things—reporting, writing, editing—as well or better than the print journalist, but beyond that we have to have special skills, talents if you please, to present our material through the spoken word and in a visual medium, frequently to think on our feet and to be right the first time with no editor imposed as a protective buffer between us and the public.

"With a certain degree of immodesty, I suggest that those of us who can do that are worth a little more than the print journalist—or, perhaps, a lot more."

Those who belittle ratings in the news business are naive, Mr. Cronkite continued. "The best newspaper in the world isn't worth very much if nobody reads it," he said, "or if not enough read it to keep it in business. The same is true of broadcasting, so let us put to rest any moral arguments about ratings.

"But it is how we get those ratings, what we do to make us competitive, that bothers me, for just as it is no good to put out a superior product if you can't sell it, it is far worse to peddle an inferior product solely through the razzle-dazzle of a promotion campaign. And aren't we guilty of that when we put the emphasis in our news broadcasts on performance and performers rather than content?"

Salant defends Schorr—up to a point

He praises reporter's enterprise, but says decision to give CIA report to 'Village Voice' should have been CBS News's

CBS News President Richard S. Salant lifted one edge of the veil from "the Dan Schorr matter" last week by saying that CBS News officials think that since the leaked congressional report Mr. Schorr gave to the Village Voice had been obtained by him in the course of his duties, the decision on whether to dispose of it was one for CBS News to make, not Mr. Schorr. "We believe it was ours [to make]," Mr. Salant told CBS-TV affiliates at their convention (also see separate story). "But there are those who contend to the contrary."

He knew his audience was sensitive to the Schorr issue, which he called "Topic A" in his speech. The CBS-TV affiliates advisory board had expressed concern early in the case over the correspondent's giving the document to the antiestablishment newspaper, and some affiliates individually had advocated that he be fired.

Mr. Salant re-emphasized that both CBS News and Mr. Schorr and their respective attorneys had agreed that neither should discuss substantive questions about his conduct while a congressional investigation of the leak of the report to him is pending. He cited the question of Mr. Schorr's right to dispose of the document as one of "no 'important and complicated internal and external questions' involved, "on which reasonable men may disagree."

Mr. Salant divided the case into two

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*SRDS 4/74 Consumer Spendable Income
**Johnstown-Altoona, F/M 1974 ARB & NSI, Sunday -- Saturday 9 A.M. -- Midnight
Data Subject To Qualifications In Reports
Represented Nationally by HARRINGTON, RIGHTER and PARSONS

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Broadcasting May 10 1976 53
parts. The first "involves Schorr's acquisition, as part of his reportorial responsibilities for CBS News, of a copy of the Pike committee report after it had been approved for publication by a large majority of that committee. Schorr then reported the contents of that report in our news broadcasts on both radio and television, at some length and detail. So did other news organizations."

Up to that point, Mr. Salant said, what was done was what is done "frequently and entirely properly"—"through enterprise [we] got an advance copy of a report which was scheduled for publication, and reported on it."

The second and "murkier" part of the case, Mr. Salant continued, involved Mr. Schorr's disposing of his copy "as an act of individual conscience" after he had finished reporting on it for CBS News and after the House had voted to withhold it. "Without getting into the rights and wrongs of this particular event," he said, "but treating it as a general principle, I submit that in any event, the mere stamp of secrecy [on a government document] does not, standing alone, mean that it is outside the scope of valid and proper reporting in a democracy. To take a contrary position is to enact, by our own action or default, an extreme official secret act—a clear prior restraint imposed by the government, or some officer or unit of the government. And that would be antithetical to everything that a free and independent press stands for."

But, he continued, he was not saying it is "proper for reporters or news organizations to ignore governmental decrees of secrecy in all circumstances . . . they must weigh such decrees and the consequences of publication most carefully. There must be the most courageous and expert consideration on our part of whether national security is really involved and whether there are real dangers."

Mr. Salant told the affiliates at the outset that "I reject those extremists who equate Schorr to Benedict Arnold—or with Peter Zenger. Schorr is an extraordinary enterprising reporter who has a proper, excellent copy of a report over the years speaks for itself." He also reminded the affiliates that CBS News is supporting Mr. Schorr in his refusal to disclose his sources, is paying his legal bills and, though CBS and Mr. Schorr agreed he should be taken off all assignments while the case is pending, is keeping him on the payroll.

With a little help from its friends

PBS's Grossman puts public TV on course for more public affairs, but he asks for assistance from the commercial networks—documentaries, convention feeds

Larry Grossman, president of the Public Broadcasting Service, last week committed non-commercial television to greater efforts in public affairs programming. And, he said, he wants the commercial networks to give him some assistance.

Mr. Grossman, speaking in New York before the International Radio and Television Society, said, "You can count on the fact that in the year ahead public television will be a force to be reckoned with in news and public affairs, even more than we have been in the past."

He added: "There's nothing to be ashamed of in public television's record, but we're going after more, starvation budget or no. We may not have the money, but we've sure got the time."

Accordingly, two of Mr. Grossman's proposals for expanded news and public affairs coverage would rely on commercial network efforts. He repeated his request to the networks for free access to their pooled coverage of this summer's political conventions. PBS wouldn't attempt to compete in reporting with the commercial networks, said Mr. Grossman, but public television can provide journalistic commentary and analysis. "Public television can offer a more leisurely historical and international perspective—a kind of professional, journalist-eye view of the conventions—as an alternative to the on-the-scene reporting of the roaming network newsmen," he said.

Mr. Grossman also proposed taking "outstanding" documentary reports broadcast on commercial television and rebroadcasting them on PBS. "The American people ought to have a second opportunity to see these reports," he said.

Network spokesmen said Mr. Grossman's request for access to the convention pool is still being studied. Richard C. Wald, NBC News president, said, "We are examining the proposal sympathetically, but this is a pool question, not one we can decide alone." An ABC spokesman noted that ABC has permitted public television rebroadcasts of its news and public affairs programming before, citing the rebroadcast of Scope several years ago. NBC claimed it had suggested a similar idea four or five years ago, but legal and union problems blocked the idea. If those problems can be resolved, said an NBC spokesman, the network is all for it. A CBS spokesman said, however, "We repeat our own documentaries on our own network." Mr. Grossman also proposed a full night each week devoted to public affairs programming. Plans center on a Friday night line-up that would include PBS regulars such as The MacNeil Report, Washington Week in Review, Wall Street Week, USA: People and Politics followed by a documentary.

Plans are being worked out in public television, added Mr. Grossman, to give access to independent documentary makers who have until now found few outlets for their ideas. Not only the likes of Fred Wiseman, Mike Hirsch, Michael Roemer and the TVTV portable videotape people, said Mr. Grossman, but other less well known independents should be included.

Mr. Grossman also suggested development of a "major prime-time special" to honor the year's best national and local television news and documentaries from the public and commercial services. Such a program would also focus on the "deficiencies and gaps in television journalism," he said.

Mr. Grossman also announced that PBS was "exploring new sources and new modes of investigative journalism."

"I am convinced," said Mr. Grossman, "that the quality and quantity and depth of commitment to news and public affairs determines the popularity and success of a broadcaster—whether it be a network, a local station or a distribution system."

The history of commercial television and PBS's own rise in public support after its extensive coverage of the Watergate hearings bear that out, said Mr. Grossman.

PBS President Grossman:

"There's nothing to be ashamed of in public television's [news and public affairs] record, but we're after more, starvation budget or no. We may not have the money, but we've sure got the time."

Broadcasting May 10 1976 54
AP’s big board opens three seats to broadcasters

Fuller to succeed Gallagher when latter retires next fall

The 125-year-old Associated Press voted last week to admit three broadcasting representatives to its corporate board, which will be expanded from 18 members to 21 to accommodate the radio and television directors. The board has heretofore been restricted to publishers.

The action, taken at an AP membership meeting in New York, came almost exactly 30 years after the AP members, all publishers, voted to let broadcasters become associate members of the association (Broadcasting, April 29, 1946). That admission of broadcasters to associate status entitled them to subscribe to the main AP wires. Before that most broadcasters had been served by a special AP subsidiary, Press Association, which was disbanded.

Two broadcasters were immediately selected last week to take the first seats on the big AP board: Thomas J. Frawley, Cox Broadcasting Corp.’s vice president, Washington, and Walter Rubens, president and general manager of KOEIAM Las Cruces, N.M. They will take office next October. Mr. Frawley is president of the Associated Press Broadcasters Association. Mr. Rubens is president-elect. A third broadcasting director is to be selected to represent radio and television networks.

The three broadcasting directorships are for terms of two years. The occupants will be chosen, as the first were last week, by vote of the main AP board. Though the bylaw amendment adopted last week does not so specify, it is believed that two of the three will by custom be the president and president-elect of the AP Broadcasters Association and the third a network representative nominated by the AP Broadcasters Association board.

The 18 other members, all from publishing, serve for three years and are elected by AP members, who are publishers.

Mr. Frawley said: “This is a historic occasion. We are pleased with the recognition that broadcast journalism is really journalism. We’ve arrived.”

The last time representatives in the highest AP councils has long galled some broadcasters. CBS has been particularly outspoken. Last year Richard S. Salant, president of CBS News, declined an offer to serve on the board of the Associated Press Broadcasters Association with the explanation that broadcasters were being treated as “second-class citizens” by their exclusion from the main AP board (Broadcasting, March 10, 1975). A little later, Arthur Taylor, president of CBS Inc., made the same comment in addressing the annual AP Broadcasters convention (“Closed Circuit,” June 2, 1975).

At that time, however, Wes Gallagher, president and general manager of AP, was reported to be privately urging the publisher-directors to consider expanding the main board for broadcast representation. The action he had wanted will become effective at the time Mr. Gallagher retires next October, upon reaching the mandatory retirement age of 65.

At last week’s AP meeting it was announced that Mr. Gallagher would be succeeded as president and general manager next October by Keith Fuller, 53, vice president and deputy general manager. Mr. Fuller will immediately take over supervision of the general operations of the news service.

Mr. Fuller has been with AP since 1949, except for a tour at KCBD-AM-TV Lubbock, Tex., as news director in 1955-56. He was AP bureau chief in Little Rock, Ark., and Denver before being transferred to New York in 1960. He was named assistant general manager in 1964 and elected a vice president in 1972.

A report issued last week by the AP directors put broadcast station membership in 1975 at 3,462, a gain of 52 over 1974. Subscribers to the AP Radio sound service grew to 373.

Midwest stations dominate APB honors for cooperation

Associated Press Broadcasters has named 13 AP member stations as winners of news cooperation awards for 1975. KMOX-AM-FM St. Louis was cited for over-all cooperation. As an auxiliary bureau for AP, the station supplied more than 1,700 stories in 1975, many of which made the national wires. KWOS(AM) Jefferson City, Mo., was cited for its spot
news coverage of a tornado in Neosho, Mo., which was voted the top story in Missouri in 1975 by AP member stations.

WSAZ-TV Huntington, W.Va., was named for enterprise, specifically for its help in detailing the life story of Sara Jane Moore, the attempted assassin of President Ford.

WBWA-AM-TV Topeka, Kan., was picked for its weekend coverage; the station contributed more stories than any other AP Kansas member—50% on weekends.

Honorable mentions went to KGAY(AM) Salem, Ore., WBBQ-FM Tampa, Fla., and KMAN(AM) Manhattan, Kan., for over-all cooperation; to WBYS-AM-FM Canton, Ill., WALB-TV Albany, Ga., and KYTV(AM) Wichita, Kan., for spot news; to WWVA-AM-FM Wheeling, W.Va., for enterprise, and to KFRU(AM) Columbia, Mo., and KEBG-FM Oklahoma City for weekend coverage.

Army may fold tent of reserve censors

The Department of Defense is considering disbanding its six field press censorship (FPC) units in the Army Reserve. The detachments—consisting of 134 reservists in New Jersey, Pennsylvania, Connecticut and South Carolina—can be called up to screen news in times of military crisis.

According to a spokesman for the Army, which made the recommendation, reasons for disbandment include: lack of FPC involvement in Vietnam and no major problems due to news leaks there; increased mobility of media representatives, increased rapidity of communications, and the manpower requirements to follow all the news.

Members of the reserve units, however, maintain that the FPC should have been utilized in Vietnam and that advances in electronic communications have enhanced, rather than hindered, the FPC’s ability to screen news.

Speaking of free speech

The Washington Journalism Center, a nonprofit educational organization, will sponsor a conference on the First Amendment at the Mayflower hotel there June 2-3. Journalists, government officials, and representatives from the private sector are being asked to attend.

Speakers and discussion leaders scheduled include Eric Sevareid, CBS News correspondent; Bill Monroe, moderator and executive producer of NBC’s Meet the Press; James J. Kilpatrick, syndicated columnist and broadcast commentator; Lee Loewinger, a partner in the Washington law firm of Hogan & Hartson and a former FPC commissioner; John Hughes, editor of the Christian Science Monitor, and Thomas Winship, editor of the Boston Globe.

The conference is being funded by a $5,000 grant from the Gridiron Club, a nonprofit association of Washington correspondents. No fee will be charged for attending the conference.

Howard honors go to four TV’s, one radio

Material culled from entries is offered to PBS

Roy W. Howard Public Service Awards have been given to five in the radio and TV categories of the annual competition sponsored by The Scripps-Howard Foundation.

The broadcast winners were announced in New York April 29 along with others chosen in the newspaper field. They included:

First prize, $2,500 and a plaque, was awarded to KGTV-TV Portland, Ore., for the documentary, Time of the First Moon, about Indian fishing rights in the Northwest, written and produced by Joan Biggs.

Four $500 second prizes were awarded to KYTV(AM) Springfield, Mo., for the series, Focus 30; WBBM-TV Chicago, for Walter Jacobsen’s Perspective, a series exposing unfair or unfortunate situations to public scrutiny; WCKT(AM) Miami, for the investigative series, You Can Have an Abortion Even if You Don’t Need It; and WMAL-AM-FM Washington, for Suffer the Little Children, probing sexual abuse of children.

All programs were broadcast in 1975.

The foundation, which is also connected with Scripps-Howard Broadcasting, Cincinnati, is offering 24 half hours of public service programs, made up from the award winners as well as other entries in the competition, for airing on Public Broadcasting Service. PBS is expected to select 13 programs.

On the rise: UPI's broadcast services

Progress during the past year in the activities of United Press International's broadcast wire, cable news wire and UPI Audio Network was described last week by Roderick W. Beaton, president of UPI.

In a review of operations before the annual UPI breakfast in New York, Mr. Beaton said that in 1975 the broadcast wire became 48 fully computerized, separate state wires. Each circuit, he said, “is exclusively formatted, edited and produced for the individual states.”

He reported that the number of stations on the UPI Audio Network has risen to almost 1,000. He said service was started during the past year to five additional state networks and to the National Public Radio network.

The UPI Cable Newswire, according to Mr. Beaton, continues to grow and is now serving 238 cable TV systems in 39 states. He noted that Unislide, the color slide library serving television, now has 140 station clients in the U.S. and 25 abroad.
These are the top songs in air-play popularity in two categories on U.S. radio, as reported to Broadcasting by a nationwide sample of stations. Each song has been "weighted" in terms of The Pulse inc. audience rating for the reporting station on which it is played and for the part of the day in which it appears. A (§) indicates an upward movement of 10 or more chart positions over the previous "Playlist" week.

### Contemporary

<table>
<thead>
<tr>
<th>Over-all rank</th>
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<th>Title</th>
<th>Artist</th>
<th>Label</th>
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<tr>
<td>1</td>
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<td>Boogie Fever</td>
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<td>Disco Lady</td>
<td>Johnny Taylor</td>
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<td>3:16</td>
<td>Right Back Where We Started</td>
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<td>5:55</td>
<td>Bohemian Rhapsody</td>
<td>Queen</td>
<td>Elektra</td>
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<td>Love Flow</td>
<td>Bellamy Bros</td>
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<td>Silly Love Songs</td>
<td>Paul McCartney &amp; Wings</td>
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<td>7</td>
<td>4:00</td>
<td>Welcome Back, Kotter</td>
<td>John Sebastian</td>
<td>Reprise</td>
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<td>Show Me the Way</td>
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<td>Love Hangover</td>
<td>Diana Ross &amp; Motown</td>
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<td>10</td>
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<td>Fooled Around and Fell in Love</td>
<td>Elvin Bishop</td>
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<td>Sara Smile</td>
<td>Neil Diamond</td>
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<td>12</td>
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<td>Only You</td>
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<td>13</td>
<td>2:13</td>
<td>December 1963</td>
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<td>You've Got to Be There</td>
<td>Bob Seger</td>
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Cablecasting®

OTP study expects explosive growth of pay services, but with limited repercussions in conventional TV

Findings on consumer demand belatedly released and with some original criticism toned down

An "Analysis of Consumer Demand for Pay Television" (which involves pay cable as well) has projected a healthy growth for the subscription services over the next 10 years—which may not be surprising. But the study also concluded that the impact on conventional television will not be severe—that the viewers will lose to the coin box and the bill collector will be made up for in increased population.

The study, prepared for the Office of Telecommunications Policy by Stanford Research Institute, Menlo Park, Calif., envisaged that pay cable subscribers would increase from 100,000 in 1974 to 14.7 million in 1985, and over-the-air pay television subscribers, from zero to 1.5 million. And it showed revenues for the two services jumping from $8 million to some $1.9 billion over that time span, with all but $140 million of that earned by pay cable systems.

The study contended that viewing of the subscription services will be restricted "by the high price charged per hour"—about $1. It also contended that only some 20% of the nation's households will subscribe to a pay service by 1985. But even assuming that price will decline to 25% of its current level and that all pay viewing will be at the expense of prime-time television, the study estimated that conventional television's audience loss—projected to be less than 11.9% of current levels by 1985—"should be nearly offset by population growth."

The study is rather sanguine, from the broadcasting industry's point of view, regarding the impact of pay cable and pay television on conventional television's use of movies. Since movies are normally shown on a pay service about 18 months after their theatrical release and on network television about five years after, "one or more pay television reissues could probably take place . . . without affecting the normal network air date," the study said.

This would not always be the case, however. The study said that there probably would be occasions when exhibition of movies on conventional television would be delayed—but not in the case of "blockbusters." The study said that although pay television pays three times as much for such productions as for typical movies, the networks pay about five times as much for them as they do for the usual run of films. Accordingly, there is less danger of "premiere delays" for blockbusters.

The study contained no projections as to how or whether pay cable and pay television would siphon off sports events. It said that data on which to base conclusions is inadequate.

However, the study did project the kind of program mix to be expected on pay cable and pay television by 1985. Not surprisingly, movies and sports are seen as the dominant revenue producers—but not to the degree sometimes predicted.

A composite SRI projection based on various sources shows movies as providing 35% of subscription programing revenues and sports, 24%. "Other entertainment" (programs similar to those now on prime-time television) is expected to produce 16% of the revenues and "non-entertainment," including "culture, education and news," 25%

The authors of the study—R.R. Panko, G.C. Edwards, K. Penchos, and S.P. Russell—did not make any policy recommendations based on their research. But Mr. Panko did, in a dissertation based on the study that he submitted to the Department of Communication and the committee on graduate studies of Stanford University in connection with his candidacy for a PhD.

Mr. Panko, noting that the results of the study indicate the economic impact of subscription service on conventional television will not be large, said that Congress and the FCC "should begin to reconsider the current regulatory policy as soon as possible, to prevent inertia from cementing intellectual and legal precedents."

And he said pay television should be considered "broadly, as a part of a total system for financing television."

Mr. Panko also made a plea for FCC action to help produce the date on which regulatory policy can be based. He called for an immediate program of "experimen-
tal relaxations" of the "current anticompetitive regulations" which, he says, now prohibit market tests.

The SRI study, due long time in surfacing, largely because OTP was not entirely happy about it. The study was completed in May 1975, but OTP made no announcement, and the report only now is beginning to get general circulation.

However, the attitude at OTP is not as critical as it was. Vincent Sardella, acting chief of OTP's Office of Studies and Research, said that although some aspects of the study were regarded as solid and well done, the projections were based on data that was left to be "too skimpy." The authors, he said, "had to make more assumptions than we like." But, he said, some projections of penetration are proving out. "They are generally on the mark."

As a rule," he said, "the report is better than its detractors originally said."

CATA wants FCC to do something about '77 deadline on new franchises

Grandfathered systems must be in compliance by then; association says it's unnecessary burden

The Community Antenna Television Association has filed a rulemaking petition requesting that the FCC "postpone, rearrange or eliminate" its deadline for grandfathered CATV systems to secure new franchises—March 31, 1977. That's when the FCC's 1972 cable rules become applicable to older cable systems that were franchised prior to the rules' establishment.

Existing franchises should be allowed to run their natural course, said CATA. Strict franchising compliance is not necessary, continued CATA, as any irregularities in franchise grants can be rectified through the local and federal judicial system. Subscriber complaints must already be handled and satisfied for a cable system to stay in business and a mechanism for handling them need not be written into the franchise, added CATA.

The only purpose of the 1977 deadline, said CATA, is to provide "arbitrary uniformity at the expense of the grandfathered cable operator." Many local authorities are seizing on strict compliance requirements, claimed CATA, to obtain a

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Broadcasting May 10, 1976 58
"second bite at the apple" allowing them to add new demands and obligations to pre-existing franchises. Operators, having already invested in capital plant, said CATA, are in no position to contest new conditions for fear of losing the franchise altogether.

CATA claims its research shows that fewer than 2% of grandfathered systems have conformed their franchises to 1977 standards. Perhaps 2,000 certificates of compliance applications will "innuncate" the FCC by March 31, 1977, added CATA, "inevitably" slowing FCC processes. (There already is some concern at the commission that special relief from the 1977 franchising requirements could create a backlog.)

"Any of the public interest aspects of existing rules the FCC deems paramount can be required or in some other way satisfied," said CATA, "without the necessity of interfering in the contractual rights between cable operators and franchising authorities."

Blue movie exhibitor opens on N.Y. cable, has national plans

Simulation without penetration is the standard of selection; 'straight' advertisers are sought

Softcore erotica on cable's public-access channels in New York—with more than a year's exposure on both Manhattan Cable and Telepromter Manhattan in the form of Midnight Blue—has found a new late-night outlet in Blue Night at the Movies. The producers are leasing time on Manhattan Cable's channel M and plan to go national in September, hoping to hook up 500,000 homes.

Blue Night, produced by EfroM Allen Enterprises, New York, seeks "only straight advertisers" and national accounts, according to EfroM Allen, 30-year-old former New York City schoolteacher and folk producer. Mr. Allen leases two hours a week at $200 per hour, offering 10 commercial minutes per hour at $240 each. Genesis magazine, which features nudity, and a media production firm advertised on the first show April 10, accounts being sought are liquor, blue jeans manufacturers and soft-furniture builders. Mr. Allen says massage parlors and sex appliances as advertised on Midnight Blue (BROADCASTING, March 15) are unacceptable.

Blue Night program specialty is described as "quality, adult softcore" films, none ever before released in the U.S. They are softer than would be marketed in 42d Street movie theaters, says Mr. Allen, but harder than broadcasters can air. "We show a lot of nudity, much simulation, no actual penetration." He avoids calling the programming "X-rated" or "porn." Scheduled in the first months are "Penelope," "Miss Don Juan" with Brigitte Bardot, "Sex Adventures of the Three Musketeers," "Campus Pussycats," "Teenage Playmates," "Swinging Models" and "Swinging Swappers."

Cable Briefs

Yes and no. Canadian Radio-Television Commission has decided to include master antenna television systems under its cable TV rules that "go beyond" basic roof-top antenna characteristics. Such systems are: using public rights of way, supplying extra programing services or operating for direct commercial gain. MATV systems which perform only functions similar to home owner's roof-top antenna in configuration and range of services will remain outside cable TV regulations.

No license necessary. Indiana legislature has stopped attempt by State's Radio and TV Service Board of Examiners to include cable TV technicians and installers under its licensing jurisdiction. Board presently licenses all television service and technical people, but its authority has not extended to CATV employees. Telesis Corp. led fight against inclusion of cable under licensing authority. Multiple system cable operator helped win passage of bill exempting CATV from Radio-TV Act.

Ohio connection. Tower Communications Systems Corp., Ohio common carrier microwave subsidiary of Communications Properties, has begun operating receive satellite ground station at Newark, Ohio, to receive Home Box Office pay cable program. Tower serves 22 cable systems in Ohio and parts of Kentucky and West Virginia. Agreements have already been reached with Coaxial Communications of Columbus and Better TV of Zanesville, both Ohio. CPI is currently constructing cable system at Newark which will carry HBO package.

Movies, movies, movies. Cinemeric Inc., Beverly Hills, Calif.-based pay television program supplier, has acquired exclusive pay-TV distribution rights to library of over 12,000 titles of classic motion picture and feature tales. Films are controlled by film archivist and distributor Raymond Rohauer, former film curator at Gallery of Modern Art in New York. Films will be marketed on an individual basis with pay cable or pay TV customers determining content and size of package. Rohauer films have received little or no television exposure and date from 1895 to the mid-1950s.

Falcon buy. Falcon Communications, southern California multiple cable system operator, has purchased Pasadena, Calif., cable TV system for undisclosed cash amount from Telemunications Inc. of Denver. System passes 1,187 homes and brings total number of systems owned by Falcon to nine. All are in Los Angeles area.

Helping hand. American Cablevision of Terre Haute (Ind.), division of American Television and Communications, aided ABC Sports in covering May 1 Tony Hulman Classic automobile race from Wabash Valley Fairgrounds Action Track. ABC was not able to monitor on-air program due to local affiliate blackout, and American Cablevision provided reception through makeshift service drop to network's van.

System sold. Jones Intercable, Englewood, Colo.-based CATV management company, has acquired system in Mountain Home, Idaho, from Anaconda Inc. for undisclosed price. Jones Intercable had already purchased another system from Anaconda in Smyrna, Ga. (BROADCASTING, Feb. 16). Mountain Home system serves approximately 1,100 subscribers.

Cease and desist. FCC has ordered Watkins Glen Master Television Antenna Corp. and Montour Falls TV Corp., both New York, to cease and desist from violating commission's rules by failing to afford network program nonduplication protection to WENY-TV Elmira, N.Y.

Still up in the blue sky

Congress's Office of Technology Assessment has published a staff report on the use of broadband communications to deliver health-care, educational and other services to rural communities. The report says that while such nonentertainment services via cable are possible, few are being provided today by cable systems. The report says that pay cable may provide

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some funds for expanding services to rural areas and suggested that the government make available funds to test such services. The study was performed by OTA at the request of Senator Herman Talmadge (D-Ga.), chairman of the Agriculture Committee.

**N.Y. cable agency under fire from another direction**

The New York State Commission on Cable Television, already under fire by cable operators for what they consider an overstepping of its regulatory bounds, is now under attack by a citizens' group for ignoring its legislative mandate to promote and regulate CATV development.

The New York Public Interest Research Group Inc., a student-run group, charged that "the commission has allowed huge private operators to gobble up and monopolize franchises and has sat idly by while cable companies delayed service to subscribers and failed to comply with contractual construction schedules." The group's 70-page study goes on to call for the reduction of the five-man commission to a single commissioner, for a requirement that the commission submit a statewide plan for CATV development to the legislature by Jan. 1, 1977, for a restructuring of ownership patterns in the CATV industry and for immediate steps by the commission to involve citizens in cable, especially through access channel development.

The group claimed the commission has devoted most of its energies to exempting cable companies from its regulations thus becoming a high-priced rubber stamp for operator interests.

New York operators have charged that the commission has overstepped its bounds by attempting to regulate areas, such as pay cable, that are pre-empted by the FCC (Broadcasting, April 12). Those sentiments were also expressed to a degree by the New York group. "The commission should spend less time trying to compete with the FCC and more time making citizens aware of the services and advantages of cable television," it said.

**Conrad survives heavy grilling by RCA stockholders, reports upswing in second quarter**

**Chairman refuses to elaborate more on Sarnoff's departure; AIM's ombudsman plan defeated**

RCA stockholders, apparently frustrated by the company's declining profits, peppered the new president and chief executive officer, Anthony L. Conrad, with a wide assortment of questions at the annual meeting in New York last week.

In a session that lasted about three hours, stockholders quizzed Mr. Conrad, who was presiding over his first annual meeting, about NBC-TV's sagging ratings; the alleged bias of its TV news programs; the resignation late last year of Chairman W. Sarnoff; a strike by Barbara Walters and RCA's investment in MAC bonds to help the financially plagued New York City.

Mr. Conrad answered questions calmly and on one occasion, he drew applause from shareholders. That occurred when one stockholder sharply criticized the $1 million investment by RCA in MAC bonds.

"We don't believe it's a bad investment," Mr. Conrad replied. "We have faith in New York; we have done business here for a long time and hope to be here for a long time."

There was considerable discussion centering on a resolution introduced by Accuracy In Media Inc., Washington, which called for the employment by NBC of an ombudsman who would be responsible for reviewing the network's performance in public-affairs programming so as to establish fairness and balance. The resolution was defeated by some 34,4 million to 3,5 million votes. But the 8.2% vote for AIM's resolution was better than the 5.2% vote it received last year.

Mr. Conrad was asked by several stockholders for the reasons behind Mr. Sarnoff's departure. He referred questions to previous statements made by RCA. He did reveal for the first time that Mr. Sarnoff had elected to take a lump sum payment, about $740,000 as his accumulated retirement benefits. He said this was equivalent to the $64,892 a year he would have received as a pension. This was in addition to a 10-year consultancy, at $75,000 annually.

Mr. Conrad was asked if the full RCA board had become involved with the negotiations concerning Barbara Walters, who has resigned as co-host of the NBC-TV Today program to join ABC News for $1 million annually. The RCA president said, "That was an NBC matter and not an RCA matter."

Another shareholder said blame for NBC-TV's poor ratings this season must
be placed "at the very top" and said he could not understand the reasoning behind NBC's retention of virtually all of its high-ranking officials. Mr. Conrad retorted: "You have your opinion, and I have mine."

In his prepared remarks, Mr. Conrad said that RCA anticipates "a strong second quarter, and, barring any unforeseen and unlikely reversal in the economy, the trends in motion should produce an excellent year." He noted that for the first time in more than two years, "every major part of RCA is moving ahead." (RCA's net income in 1975 dropped to $110 million from $113 million in 1974.)

He explained his optimism by saying that in one electronic segment alone, Commercial Products and Services, the 1975 net loss of $48.3 million is headed for a profit in 1976. Other RCA businesses for which Mr. Conrad reported sales and earnings gains in the first quarter of 1976 were NBC, Hertz Corp., Banquet Foods, RCA Records, RCA Service Co., Random House and Coronet Industries.

Financial Briefs

Revenues gain. Storer Broadcasting Co. reports first quarter revenues for 1976 at $25,421,000, up from $21,122,000 for the same period last year. Income was reported at $2,261,000 or 47 cents per share, up from $2,114,000 and 44 cents per share.

Profitability. Warner Cable Corp. reports nearly 14-fold increase in pretax income in first quarter 1976 over comparable period in 1975. Profits were $1,032,000 compared to $74,000 in previous year. Revenues increased to $12,133,000 from $9,043,000. Increases were attributed to subscriber gains, increase in subscriber rates and reduction of expenses.

Down and up. New York Times Co. reported net income of $2,693,000 (24 cents per share) on revenues of $106,742,000 in first quarter of 1976, down from $3,810,000 (34 cents per share) on revenues of $95,546,000 in comparable 1975 quarter. Broadcast group made strong contributions to earnings: On revenues of $1,977,000, pre-tax income was $559,000 (almost one-fourth of company's total), up from revenues of $1,632,000 and pre-tax income of $376,000 last year.

Contributor. Television revenues constituted 9.8% of total revenues for Harte-Hanks Newspapers in 1975 as opposed to 6.2% during the year earlier. Total revenues of $91,390,055 ($8,887,406 were TV revenues) were reported for last year compared to $79,065,845 in 1974. Stations owned by communications firm are KENS-TV San Antonio, Tex., and WTVL(TV) Jacksonville, Fla., acquired last April (Broadcasting, April 7, 1975).

Spreading the wealth. Liberty Corp., Greenville, S.C., has increased quarterly dividends from 10 cents per share to 13 cents per share, payable to stockholder of record June 15.

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Media

Mark Cohen, VP, finance and planning, ABC-TV, New York, named to newly created post of senior VP, finance and planning, Anthony D. Thomopoulos, VP, special programs, ABC Entertainment, New York, named VP, ABC-TV there. Philip Krieger, public relations director, broadcasting, ABC, West Coast, named VP there.

Mickey L. Hooten, program director, WTAI-TV Pittsburgh, named general manager, WIXY-TV Milwaukee, succeeding James T. Butler, resigned. Both are Hearst Corp. stations.

Franklin G. Sisson, station manager, WWJ-TV Detroit, named administrative manager, WWJ-AM-FM-TV there, succeeding Jack B. Allen, general sales manager, WWXY-TV there. E. Lee Leininger, general sales manager, WBBM(AM) Chicago, named WWJ-AM-FM station manager.

William Houser, Navy vice admiral/deputy chief of naval operations for air warfare, named chief satellite consultant/director of public broadcasting satellite project, Corporation for Public Broadcasting, Washington.

Charles J. (Buster) White, general manager/air personality, WQAX(AM) Decatur, Ga., named station manager, co-owned WCOS-FM Columbia, S.C.

Raymond Mineo, sales manager, KTLK(AM) Denver, named general manager.

Robert Rios, business manager, KFSN-TV Fresno, Calif., and KXTR-TV Houston, named to same position, KCRA-TV Sacramento, Calif.

Lori Marvin, producer/writer, KOVR(TV) Stockton, Calif., named promotion director, succeeded by Charla Bauer, operations director, KKKF(AM) Colorado Springs.

Suzanne Lasky, public affairs program host/assistant to director of public service, WCTR(TV) Miami, named public service manager.

Teresa Donovan, in operations department, KTLA(TV) Los Angeles, returns to KFRT-TV there as traffic/operations department manager.


Aaron Mermelstein, news reporter/producer, WSM-TV Nashville, named promotion director.

Ralph Baldwin, air personality, Armed Forces Radio and Television Service, Anderson, Guam, named operations manager of two AFRTS AM stations there.

Broadcast Advertising


Alvin Hampel, executive VP/domestic creative services director, Benton & Bowles, New York, given additional duties for worldwide creative services. Roy Bostock, B&B senior VP/management supervisor, named to newly created post of account management director. Also at B&B: Bernard Kanter, senior VP/management supervisor, named international operations director; Robert F. Lyman, senior VP, finance, assumes responsibility for all financial services, personnel and office services; George J. Simko, senior VP/media management director, assumes responsibility for media management/research and supervision of Ted Colangelo Associates, B&B's graphic design subsidiary, North White Plains, N.Y.; John L. Taylor, senior VP/media management supervisor, will supervise Medicus, B&B's medical advertising subsidiary, New York.

Nan D. Omansky, operations manager of PROBE (Programed Research to Optimize Broadcast Effectiveness), unit of Katz Agency, New York, named research director of audience development at Katz.

Frank E. Hoag and William D. Williams, account supervisors, BBDO, Troy, Mich., named VPs.


Donald R. Cote, manager, RKO General Television, Detroit, named to same position at reopened office of Adam Young Inc., there.

Rob McPherson, account executive, Lee King & Partners, Chicago, named VP/account group supervisor.

Claudia Consiglio, media director, Elkman Advertising, Philadelphia, named VP/media director, Kalish & Rice there.

Gerald Weinman, executive VP/creative director, Jack Cantwell Inc., New York, named senior VP/copy chief, Kelly, Nason there.

Stephen H. Kaye, KN account supervisor, named VP.

Jay Levinson, media/marketing services director, Wyse Advertising, New York, named VP/media director, A&G Advertising there.

John Beddia, senior associate, Vitt Media International, New York, named VP/senior associate.

Marianne Daly, member of account group at Ted Bates & Co., New York, on Schwegges carbonated beverages and Rose's lime juice accounts, named advertising manager, Schwegges U.S.A., Stamford, Conn.

Ruth Kurtz, assistant broadcast traffic manager, Weightman advertising, Philadelphia, named broadcast traffic manager, succeeded by Sandra Erlichman, secretary.

Howard C. Schellenberg, VP, Comstock Advertising, Buffalo, N.Y., retired April 30. He entered broadcasting in 1941 as air personality/newscaster at WNY(AM) Buffalo. He joined Comstock in 1958 and remains as consultant.

Roger Mills, New York commercial producer, named account executive, responsible for new business acquisition, Doran Stein Grey adver-
tising, Atlanta. John Dimitri and Ken Hass, freelance writers, named DSG copywriters.

David B. Ludwig III, Western national sales manager, KATU-TV Portland, Ore., named to newly created post of local/regional sales manager.

Paul Dinovitz, account executive, WAFT-TV Kansas City, Mo., named local sales manager, WTAF-TV Philadelphia. Both are Taft Broadcasting stations.


Peter Moore, account executive, KCBO-AM-FM San Antonio, named local sales manager.

Larry Lawrence, account executive, WAPA-AM-FM Arlington, Va., (Washington), named local sales manager.

John A. Trinder, account executive, WTAR-TV Norfolk, Va., named local sales manager.

Programing

George Moynihan, national television program manager of Group W, New York, named VP/executive producer of programing, Television Station Group, and Jeff Schiffman, program manager, Group W's waz TV Boston, named to new post of program development manager of Television Station Group, effective May 17.


Herb Granath, VP in charge of program development and marketing, ABC Sports, New York, named senior VP, Trans World International there, replacing Barry Frank, who joined CBS-TV as VP in charge of sports (Broadcasting, April 26).


Bruce Lundvall, VP/general manager, Columbia Records, New York, named president, CBS Records division, CBS Records Group there, succeeding Irwin Segelstein, who resigned to accept position as executive VP, programing, NBC-TV there (Broadcasting, May 3).

Paul B. Firstenberg, financial VP, Princeton University, Princeton, N.J., named to newly created post of executive VP, Children's Television Workshop, New York, effective Sept. 1, to help charter "new phase of expansion which will include commercial television, film and related media." He'll also oversee CTW's day-to-day operations.

Dick Hasbrook, sales VP Bill Burr Producions, Los Angeles, named executive VP, assistant to president and elected to board of directors.

Richard S. Geer, president/advertising manager, Geer Publishing, New York, named to newly created position of sales director, Glen Lau Productions, Ocala, Fla.

Jim Simpson, sportscaster, NBC Sports, New York, named to additional duties as 6 p.m. weeknight sportscaster at NBC-owned WRC-TV Washington when station begins new two-hour news show (Broadcasting, April 26).

Drew Murray, music director, WKLS-FM Atlanta, named program director.

Michael J. Murray, producer/director, WRBI TV Detroit, named to same position, WARR-TV Alpena, Mich.

Richard M. Gross, technician, KWKW-TV, named technical director, The Mike Douglas Show for Group W Productions there.

J.J. Bowman, from WTRAM Norfolk, Va., named production director, WGYAM-WGFM FM.

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Broadcasting May 10 1976 63
Teel Salau, anchor, KEYH(AM) Houston, named reporter, WQW-TV Cleveland.

Anne Edwards, assistant assignment editor, WMAL-TV Washington, named assignment editor, succeeded by Diana Huffman, news editor, Montgomery County Sentinel, Rockville, Md.

Cable

James L. Gray, central region manager, Warner Cable, New York, named VP.

James H. Miller, producer/host/advertising sales manager, Teleprompter, New York, named associate program director. Stanley J. Solson, senior consultant, National Economic Research Associates there, named Teleprompter management information director, with responsibility to provide staff support in areas of management information, marketing analysis, pay cable marketing and program development.

S. John Martin, business manager/controller, Trans Video division, Cox Cable, San Diego, named accounting/finance manager, succeeded by Leonard K. Tozer, of Cox’s Mission Cable TV there. Lynn A. Woolery, of Mission Cable, named manager of customer services there. Trans Video division operates cable systems in San Diego, Santa Barbara, Bakersfield and Porterville, all California, and Lubbock, Tex.

Equipment & Engineering

William C. Hittinger, executive VP, RCA Corp., Princeton, N.J., in charge of RCA consumer electronics, solid state electronics, picture tubes and related and special products activities, named executive VP, research and engineering, replacing Dr. James Hiller, named to new post of executive VP/senior scientist. Mr. Hittinger and William M. Webster, VP of RCA Laboratories, were named last month to membership in National Academy of Engineering, Washington.

Donald V. Klefman, national marketing manager, Ampex Corp., Redwood City, Calif., named general manager, audio video systems division, succeeded by Richard Sirlinsky, national sales executive.

Alfred Scipione, senior project engineer, CBS-TV, New York, named systems engineering director, Goldmark Communications Corp., Stamford, Conn. Arvin C. Dea, GGC electronic development engineer, named chief development engineer at Goldmark.

Thomas Creighton, marketing director, Broadcast Electronics, Silver Spring, Md., named marketing director, CSI Electronics, Cinnaminson, N.J., responsible for sales. Broadcasting omitted his former Broadcast Electronics affiliation in April 26 issue.

Allied Fields

Richard B. Lippin, corporate relations director, ICPP public relations, Los Angeles, named VP.

Bill Oxley, research analyst, KFMB-AM-FM San Diego, joins Frank N. Magid Associates, research/consulting firm, Marion, Iowa.

Deaths

John Orr Young, 89, co-founder of Young & Rubicam, New York, died May 1 at his home in Heritage Village, Southbury, Conn. In 1923 Mr. Young and Raymond Rubicam founded agency which grew to become one of largest in world. He retired from Y & R in 1936 but remained active in advertising and public relations, initially with his own consulting firm and later with Harold C. Meyers in public relations. He is survived by his wife, Bernice, one daughter and two sons.

Thomas J. McDermott, 67, who retired in 1972 as senior VP and director of broadcast activities for N.W. Ayer ABH International, New York died at his home in Forked River, N.J., on May 1. He had spent his entire career in broadcast, having joined Ayer in 1933 as media estimator. He is survived by his wife, Helen, and daughter, Maureen.

Edmond H. Smith Jr., 68, president/founder, WRC(AM)-WXR(FM) Hickory, N.C., died there April 25 after suffering stroke at his home. Mr. Smith is survived by his wife, Margaret, one daughter and one son.

Larry Davidson, 71, former creative director and account executive for Wade Advertising, Chicago and Los Angeles, died May 2 in Long Beach, Calif. He began career in radio with WAA(FM) Chicago (now WJIC) in early 1930’s, was at one time radio director of NBC’s National Barn Dance. Mr. Davidson was with Wade for 27 years, served on Miles Labs and Alberto-Culver accounts.

James O’Brien, 61, director of special services, NBC, New York, died after heart attack at his home in Queens, N.Y., May 1. He joined NBC in 1955 as service representative in TV network sales/traffic operations department. Survivors include his wife, Louise, two daughters and two sons.

Charles J. Mack, 71, who retired in 1971 as CBS news cameraman, died May 2 at Fernwood House, Bethesda, Md., after long illness. He was chief cameraman on What Really Happened in Tonkin Gulf, Vietnam special that won Emmy for CBS-TV. Mr. Mack started in films with “News of the Day,” theater newsmagazine feature of the silent-era later sound days. He joined CBS in 1951 when late Edward R. Morrow and former CBS News President Fred Friendly started See it Now. Survivors include his wife, Clarice, and two daughters.

Robert S. Campbell, 35, air personality (Soul Papa), WOL(AM) Washington, found dead beside road in Fauquier county, Va., May 2. According to authorities, there was gunshot wound in back of his head and FBI is investigating. He is survived by his wife, Linda, and one son.

WHERE THINGS STAND

status report on major issues in electronic communications

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Antitrust/networks. Justice Department antitrust suits charging networks with illegally monopolizing prime time was filed in U.S. Court in Los Angeles in April 1972. Suits were dismissed on grounds that networks were denied access to White House tapes and documents they said they needed to support their charge that Nixon administration was politically motivated in bringing suits. However, Judge Robert J. Keeleher permitted Justice to refile suits after President Ford moved into White House, and it did (Cases 74-3599 et al.) Network appeals contending Judge Keeleher should not have permitted refile of suits were dismissed by Supreme Court. Networks made another effort to have suits thrown out by filing motions for summary judgment (BROADCASTING, May 3).

Broadcasting in Congress. Resolution to permit daily live broadcasts of House chamber proceedings failed in crucial vote before House Rules Committee panel that serves as gatekeeper for legislation ready for consideration of full House (BROADCASTING, March 29). Committee voted 9 to 6 to send H. Res. 875 back to its Ad Hoc Subcommittee on Broadcast, headed by B.F. Sisk (D-Calif.) for further study. Mr. Sisk plans to call such committee meeting before June 1 to decide next action. There is second broadcast resolution pending in House by Representative Jack Brooks (D-Tex.), chairman of Joint Committee on Congressional Operations, committee whose recommendations of broadcast coverage sparked recent activity. Mr. Brooks, opposed to Sisk plan because it provides that networks would administer coverage, designed plan that would have Congress run cameras. Resolution providing for broadcast coverage of Senate, pending in Senate Rules Committee since last year, has received no attention.

Cable rebuild deadline. FCC has relaxed rebuild requirements it would have imposed on systems by 1977 (BROADCASTING, April 5, 12). National Black Media Coalition and Philadelphia Community Cable Coalition have appealed sale/traffic of 1977 deadline in U.S. Court of Appeals in Washington.

Canadian policies. Canadian policy that cable systems there delete commercials from signals of U.S. stations and proposed law denying Canadian advertisers tax deduction for
time purchased on American stations are being fought by U.S. broadcasters assisted by FCC and State Department. Stations involved have met with Canadian Radio Television Commission and advanced plan involving Canadian station from CRTC was cool (BROADCASTING, March 22) and indicates that government will proceed with a proposal law on tax deduction (“Closed Circuit,” April 12).

Children’s TV. FCC’s policy statement on children’s television programing, adopted in 1974 (BROADCASTING, Oct. 28, 1974), has been appealed to U.S. Court of Appeals in Washington. Action is Children’s Television (Case 74-2006). House Communications Subcommittee has held four days of hearings on broadcast advertising and children, and one member of that subcommittee, Timothy Wirth (D-Colo.), has introduced bill (H.R. 8613) to establish national council to study effects of advertising on children and recommend regulatory reforms if needed (BROADCASTING, July 21, 1975).

Consumer agency. Both houses of Congress have passed bills to create new agency for consumer protection (consumer advocacy is Senate’s term for agency) but two bills differ in one respect: House to broadcasters: Senate bill (S. 200) has exemption that prohibits agency from becoming involved in FCC license renewal proceedings, but House bill (H.R. 7575, 1975) does not. Committee report that accompanies House bill says agency’s “active participation should be discouraged” in renewal proceedings. Agency would have no regulatory powers; its function is to represent consumer interest in agency and court proceedings. Promised veto by President apparently has stalled conference to resolve differences between two bills.

Copyright legislation. Senate has approved unanimously its version (S. 22) of copyright revision (BROADCASTING, Feb. 23). It provides for a compulsory license for public broadcasters and cable television. House Judiciary Subcommittee on Courts, Civil Liberties and Administration of Justice was at work last week on markup on its copyright bill, H.R. 2223.

Crossownership (newspaper-broadcast). FCC order banning newspaper-broadcast crossownerships prospectively and requiring breakup of 16 crossownerships has been appealed by various parties to three different circuit courts of appeals. Suits have been transferred from Fourth and Eighth Circuits to one in Washington, where they have been consolidated (Cases 75-1053 et al.). However, court has yet to designate circuit in which they will be argued. Number of parties had petitioned commission to reconsider its order, but commission denied them.

Crossownership (television-cable television). FCC has amended its rules so that divestiture is required for CATV system owned with TV station that is only commercial station to place city-grade contour over cable community (BROADCASTING, Sept. 29, 1975). Affected are eight crossownerships in small markets which have two years to divest acquisitions of cable systems by TV stations are still banned within grade B contour of station. FCC has rejected petitions for reconsideration of new rule (BROADCASTING, March 8). National Citizen Foundation for Broadcasting is seeking appeals court review as are two of system owners involved (BROADCASTING, April 26).

EEO guidelines. FCC has issued proposed rulemaking on equal employment opportunity guidelines. Comments have been filed (BROADCASTING, Oct. 27, 1975). Commission is also considering EEO policy for cable (BROADCASTING, Feb. 23); matter is scheduled for commission consideration on June 30.

Fairness doctrine bills. Senate action on two bills to eliminate fairness doctrine has gone no further than hearings conducted for five days last year by Communications Subcommittee. Although Senator William Proxmire (D-Wis.) continues to promote his bill, S. 2, Senate floor, it is not on this year’s agenda of Communications Subcommittee. Nor is other bill, S. 178 (S. 178 BAKAI-R. Neb.), Proxmire bill has twin in House, H.R. 2189 by Robert Drinan (D-Mass.) and Mr. Hruska’s is duplicated in H.R. 4928 by Charles Thome (R-Neb.). There is no sign of movement on two House bills.

Family viewing suit. Writers Guild of America, West and Tandem Productions have filed suit in U.S. Court for Central District of California (Los Angeles) against blocking implementation of family viewing concept adopted by networks and National Association of Broadcasters (BROADCASTING, Nov. 3, 1975). FCC is defendant along with networks and NAB in both suits, which are based on antitrust and First Amendment grounds. Tandem Productions, besides seeking injunction, wants $10 million damages. Trial has begun in Writers Guild case (BROADCASTING, May 3; also see story, this issue).

FCC fees. Sixteen parties have appealed (Cases 75-1053 et al.) FCC’s order modifying its fee schedule (BROADCASTING, Jan. 20, 1975). Oral arguments were considered (BROADCASTING, Jan. 26). More than 70 appeals have been filed by broadcasters and others from commission’s refusal to refund fees paid under previous schedule which was held by Supreme Court to be illegal (Cases 75-1087 et al.). Briefs have been filed in that case (BROADCASTING, Sept. 15, 1975). Over 90 parties seeking refunds have filed in U.S. Court of Claims (Cases 82-74 et al.) (BROADCASTING, Nov. 3, 1975). FCC has suspended collection of 1973, 1974 and 1975 cable fees pending final court decision on legality of commission order requiring payment of those fees (BROADCASTING, Aug. 4, 1975).

Food advertising. Federal Trade Commission staff attorneys are analyzing comments regarding proposal to regulate claims and information contained in food advertising (see story, this issue). Trade regulation rule would infringe such areas as nutrition claims and comparisons, and even such claims. Rule was proposed Nov. 7, 1974, was subject to further hearings by broadcasters and advertising agencies and generally in favor by consumers (BROADCASTING, Aug. 4, 1975). Public hearings on certain aspects of proposal will begin next month and will be held in various parts of country.

Format changes. FCC has instituted inquiry (Docket 20682) to determine if it can or should be involved in regulating program formats. Comments have been filed (BROADCASTING, April 26).

Indecency. FCC’s declaratory ruling on indecent broadcasts (BROADCASTING, Feb. 17, 1975) is being appealed to U.S. Court of Appeals in Washington (Case 75-1391) by object of ruling, Pacifica Foundation’s WBAI(FM) New York. Oral arguments have been held (BROADCASTING, April 5). Ruling involves airing of George Carlin album case. Commission is considering proposed legislation to include television and cable in federal statute banning obscenity on radio (BROADCASTING, Sept. 15, 1975). Commission also lined WXPX(FM) Philadelphia $52,000 for obscene and indecent broadcast, has begun hearing on license on ground of licensee abdication of responsibility. FCC is scheduled to discuss proposed bill to bar obscenity on broadcast stations and cable systems on June 2.

KRLA(AM). FCC has affirmed earlier decision awarding Pasadena, Calif., frequency to Western Broadcasting Corp. (Bob Hope and others). Following remand to commission by U.S. Court of Appeals in Washington for “clarification,” Commission reiterated its position that it could award license on basis of engineering efficiency alone (BROADCASTING, Jan. 5). Case now goes back to court.

License renewal legislation. House Communications Subcommittee appears to be hearing hearings on bills to revise broadcast license renewal procedures, among which leading measure is H.R. 5578 by subcommittee ranking Republican, Lou Frey (R-Fla.). Radio-only proposal by National Radio Broadcasters Association has no sponsor yet, but it is counted among proposals being considered in preparation for renewal bill hearing. So far more than 150 representatives and 20 senators have sponsored or co-sponsored renewal bills; nearly all provide for lengthening renewal period from three to four or five years and give renewal applicant preference over challenger for substantially living up to license commitments. Senate will take no action until House makes first move.

Network exclusivity on cable. FCC order substituting 35- and 55-mile zones for signal contours as basis of protecting television stations has been appealed to U.S. Court of Appeals in Washington by CBS, NBC and ABC television affiliates associations, National Association of Broadcasters and number of individual broadcasters. Commission has denied petitions for reconsideration of order.

Pay cable; pay TV. FCC’s modification of its pay cable and pay television rules (BROADCASTING, March 24, 1975) is being opposed by broadcasters and cable operators in U.S. Court of Appeals in Washington. Oral arguments have been held (BROADCASTING, April 26). Justice Department has filed on side of cable (BROADCASTING, Feb. 9). Commission has taken no action on the in-house type-pay cable (BROADCASTING, Nov. 10). Meanwhile, Senator Philip Hart (D-Mich.) and his Senate Antitrust Subcommittee are looking into charges that broadcasters are “throttling” pay cable (BROADCASTING, Dec. 15, 1975). Cable television systems, New York Cable Television Association and National Cable Television Association are taking state of New York to court, challenging its assumption of jurisdiction over pay cable rates (BROADCASTING, April 12).

Performers’ royalty. Copyright subcommittees in both houses have held hearings on measures to create performers’ royalty to be paid by broadcasters and other users of recorded works (BROADCASTING, July 28, 1975). Bill on Senate side is S. 1111 by Senator Hugh
Scott (R-Pa), who has been trying for some 30 years to push measure through. S. 1111 is being considered separately from Senate-passed copyright bill. Subcommittee on House side is scrutinizing duplicate of Scott bill. H.R. 5545 by Representative George Danielson (D-Calif.), for possible insertion in copyright revision bill pending there (H.R. 2223).

Prime-time reruns. FCC's Office of Network Study is considering comments submitted in response to October 1974 notice of inquiry concerning proposal to limit amount of network reruns shown during prime-time.

Public broadcasting funding. House Appropriations Committee has voted $78.5 million for CPB for 1976. Long-range appropriation will come out of committee sometime in May. CPB asked subcommittee to appropriate money according to ceilings provided in first-ever long-range authorization bill passed by Congress last year—$86 million for fiscal 1976, $103 million for 1977, $121 million for 1978 and $140 million for 1979. Senate Communications Subcommittee held hearing on separate educational broadcasting facilities funding measure (Broadcasting, April 4).

**Ratings.** Nielsen primetime averages season to date (34 weeks): CBS 193.3, ABC 189.9, NBC 178.3, Thirty-fourth week alone: ABC 198.3, NBC 163.3, CBS 147.3. Section 315. U.S. Court of Appeals in Washington has upheld FCC's change of its administration of equal-time law. Democratic National Committee has asked for full-court rehearing of decision (Broadcasting, April 26). Commission said political debates and press conferences by presidential and other candidates will be treated as on-spot coverage of bona fide news events exempt from equal-time requirements (Broadcasting, Sept. 29, 1975). FCC has also ruled that if station gives candidate time within 72 hours before election day, opponents need not be notified by station promptly (Broadcasting, April 5). There are also equal-time-revision bills, introduced by Senate Communications Subcommittee Chairman John Pastore (D-R.I.) and his former House counterpart, Torbert Macdonald (D-Mass.). Hearings have been held on Senator Pastore's bill and more are to come; no hearings have been scheduled yet on the Macdonald measure.

**Sports anticlout.** Legislation to renew sports anticlout law, which expired Dec. 31, 1975, was stalled when House-Senate conference failed to agree on compromise (Broadcasting, Dec. 22, 1975) and is likely to stay that way for some time (Broadcasting, May 3). Exper-mental law provided that professional baseball, football, basketball and hockey games sold out 72 hours in advance cannot be blacked out on home TV. Bill passed by House (H.R. 6568) would make law permanent. Senate-passed bill (S. 2554), on other hand, would extend law experimentally another three years. Both bills would reduce 72-hour cutoff to 24 hours for postseason games in baseball, basketball and hockey.

**VHF drop-ins.** In April, FCC adopted inquiry (Docket 20418) into feasibility of dropping as many as 83 VHF channels into top 100 markets. Inquiry resulted from United Church of Christ petition which substantially embodied study by Office of Telecommunications Policy suggesting channels could be added if mileage-separation standards are reduced. Comments have been filed (Broadcasting, Dec. 15, 22, 1976); matter is scheduled for commis-sion consideration on July 30.

**WPXI (TV).** FCC Administrative Law Judge James Tierney has issued initial decision recommending renewal of New York station and denying competing application of Forum Communications Inc., a decision contested by commission's Broadcast Bureau (Broadcasting, Sept. 22, 1975). Case is moving toward oral argument stage.

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**For the Record**

As compiled by Broadcasting, April 26 through April 30 and based on filings, authorizations and other FCC actions.


**New stations**

**FM applications**

*Emmitsburg, Md.—Mount Saint Mary's College seeks 89.9 mhz, 10 w, w. o. address: c/o Rev. James T. Delaney, Emmitsburg 21777. Estimated construction cost $2,300; first-year operating cost $3,714. Format: Variety. Principal: Roman Catholic, liberal arts institution is nonprofit. Ann. April 28.*

*Grassville, Md.—Edward M. and Joanna F. DeMaso seek 101.3 mhz, 3 kw, HAAT 300 ft. P.O. address Bay City, Stevensonville, Md. 21664. Estimated construction cost $58,000; first-year operating cost $13,000; revenue $72,000. Format: Variety. Principal: Mr. Maso works for NASA public affairs, Mrs. Maso is housewife. No other broadcast interests. Ann. April 26.*

**FM actions**

*Birmingham, Ala.—Broadcast Bureau dismissed application by Birmingham Public Radio for new FM station (BPED-1558). Action April 8.*

*Columbus, Ga.—Chattahoochee Valley Public Radio. Broadcast Bureau dismissed application for 90.5 mhz, 103.3 kw (BPED-1799). Action April 24.*

*Seward, Neb.—Tricounty Broadcasting Co. Broadcast Bureau granted 96.9 mhz, 100 kw (H&V). HAAT 610 ft; P.O. address: Box 103, 68434. Estimated construction cost $113,063; first-year operating cost $58,420; revenue $50,000. Format: standard pop. Principals: Frank R. Newall (60%) owns 80% of KQMT (AM) Fairbury, Neb.; Richard E. Wikowski (40%) VP of broadcast equipment firm (BPH-9570). Action April 21.*

**FM start**

*KAXE-FM Grand Rapids, Minn.—Authorized program operation on 91.7 mhz, ERP 100 kw, HAAT 460 ft. Action April 16.*

**Ownership changes**

Applications

*KMYO-FM Little Rock, Ark. (95.7 mhz, 26 kw)—Seeks assignment of license from Victor Broadcasting, Co. to Pulaski Broadcasting for $275,000 and $37,500 for noncompetition agreement. Seller: Cliff B. Ford, also licensee of KSOH (AM) Little Rock, is selling for financial reasons. Pulaski is owned by Joseph Mullen (50%), Richard L. Brady (22%), David J. Philipps (13.2%) and James Scanlon (30.8%). Mullen is management consultant; Mr. Brady is salesman for KSNF; Mr. Scanlon owns KCAT (AM) Pine Bluff, Ark., and is applicant for FM in Clarksville, Miss.; Mr. Philipps is vice-president of Mann Media, licensee of KALO (AM)-KEZQ (FM) Little Rock (less than 1% owned). Mann Media is selling Little Rock stations. Ann. April 27.*

**KFVM (FM)** San Fernando, Calif. (94.3 mhz, 3 kw)—Seeks assignment of license from Pacific Western Broadcasting to Buckley Communications for $500,000 (includes assumption of liabilities and noncompetition covenant). Seller: Pacific is selling due to losses; other broadcast interests owned by individual owners include: John J. Shepard, owner of WLAV-AM-FM Grand Rapids, Mich. and KITT (FM) San Diego; Gilbert Gans partly owns Mann Media, licensee of KQAM (AM)-KEZQ (FM) Little Rock, Ark. (presently has applications for sales pending); Pacific also owns KQAM (AM)-KSAQ (FM) San Antonio, Tex. Principal in buyer is Richard Buckley Jr. (5%) and has minor interests in KQAM (AM) San Fernando, KKHI-AM-FM San Francisco and WWCT (AM) Minneapolis. Ann. April 28.*

**KDBU-TV Dubuque, Iowa (ch. 40)—Seeks assignment of license from Dubuque Broadcasting Corp. to KQX Hearing Aid Corp. for $35,000. Seller: Assignor is insolvent and station has been dark since 1974. Buyers are Marvin E. and Elizabeth L. Palmquist (50%) and three children. Palmquist runs hearing aid business and own purchase display operation. Ann. April 19.*

**KDWD-AM-FM Clinton, Mo. (AM: 1280 kHz, 1 kw-D; FM: 95.3 mhz, 3 kw)—Seeks assignment of license from Osage Broadcasting to Clinton Broadcast-
Summary of broadcasting

FCC tabulations as of March 31, 1976

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<th>Licensced On air</th>
<th>CPMs on air</th>
<th>Total CPMs</th>
<th>Total authorized*</th>
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<td>Total TV</td>
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<td>941</td>
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*Special temporary authorization  **Includes off-air licenses

Facilities changes

AM applications

- KRAD East Grand Forks, Fla. - Seeks CP to increase daytime power to 5 kW; install DA-2. Ann. April 27.
- WLOD Pompano Beach, Fla. - Seeks CP to add nighttime power to 300 w; install DA-2; increase daytime power to 1000 w. Ann. April 27.
- WSKE Everett, Pa. - Seeks CP to increase power to 10 kw; install DA; make changes in an. syst. Ann. April 27.

AM action

- WPJD Soddy-Daisy, Tenn. - Broadcast Bureau granted CP to increase power; change type trans.

AM starts


FM applications


Procudural rulings

Please send

Broadcasting
The newsweekly of broadcasting and allied arts

SUBSCRIBER SERVICE
- 3 years $50
- 2 years $45
- 1 year $25
- Canada Add $4 Per Year
- Add $1 per year for each additional person
- 1976 Cable Sourcebook $10.00 (if payment with order)
- 1976 Yearbook $23.00 (if payment with order: $20.00)
- Payment enclosed
- Bill me

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Fines

- WATC(AM) Gaylord, Mich.—Broadcast Bureau notified licensee it incurred apparent liability of $250 for operating with excessive power. Action April 19.
- WMT(AM) Morristown, N.J.—Broadcast Bureau ordered licensee to forfeit $500 for failing to log results of inspection of transmitting and monitoring equipment once each week. Action April 19.
- WBER(AM) Middletown, Conn.—Broadcast Bureau notified licensee it incurred apparent liability of $250 for failing to prove operation by remote control when malfunction developed. Action April 19.
- WDIX(AM) Orangeburg, S.C.—Broadcast Bureau notified licensee it incurred apparent liability of $300 for failing to reduce power at times set forth in station’s license. Action April 22.
- KDZH-TV Rapid City, S.D.—Broadcast Bureau notified licensee it incurred apparent liability of $500 for failing to make required observations of remote control VIT signals or failing to log date and time of each observation together with notations of results of these observations. Action April 19.
- WCMX(AM) Norfolk, Va.—Broadcast Bureau notified licensee it incurred apparent liability of $500 for operating with excessive power during pre-sunrise hours. Action April 19.

Other actions

- WAPI-TV Birmingham, Ala.—Commission granted application of Newhouse Broadcasting Co., for renewal of license. Renewal is subject to any action FCC may take at result of case before EEOC in which Newhouse is involved. Commission denied petition by Magic City Communications Coalition (MCCC) to deny WAPI-TV’s renewal. Action April 21.
- FCC adopted procedure whereby applicants who pass written examination for any of classes of commercial radio operator licenses may be issued temporary authorization to operate stations for up to 60 days, pending issuance of license. Procedure will become effective June 15, 1976. Action April 27.

Applications

Following operators of cable TV systems filing applications for certificates of compliance: FCC announced April 30 (stations listed are TV signals proposed for carriage):
- Checha Cablevision, for Talladega, Ala. (CAC-06644): Add WXAT-TV Atlanta.
- Nappanee Cable TV, 309 W Washington, Rensselaer 47978, for Nappanee, Ind. (CAC-06643): WNDU-TV, WSBTV, WNTV, South Bend, Ind.; WSVJ Elkhart, Ind.; WGTN-TV, WTTW, WSN, Chicago.
- West Cable Corp., Del Rio, Tex. (CAC-06466): Requests certification of existing operations.
- Daniels Properties, for Killeen, Tex. (CAC-06467): Requests certification of existing operations.
- Lawrenceburg Cable TV, for Lawrenceburg, Tenn. (CAC-06468): Requests certification of existing operations.
- Shenango TV Cable, for Sharon, Hickory township, Sharpsville, Clark borough, Broadfoot township, Ohio (CAC-06472-76): Add WOR TV, WIPX, New York, and derive WPG-H TV Pittsburg; WUAB Lorain, Ohio.
- Teleprompter Florida CATV Corp., for Holiday Community Club Community, Riviera Beach, Gulfstream, Haverhill, Lake Clarke Shores, Mangonia Park, Palm Beach, Palm Beach county, palm Springs, West Palm Beach, Lake Worth, Atlantis, Boynton Beach, Delray Beach, Gulfstream, Lavista, Manasapan, South Palm Beach, Florida (CAC-06480-97): Add WCIX-TV Miami.
- Warner Cable of Erwin, for Erwin, Tenn. (CAC-06493): Requests certification of existing operations and add WRET-TV Charlotte, N.C.
- Warner Cable of Clearfield, for Pike township, Pa. (CAC-06500): Requests certification of existing operations.
- Vista Television Cable, for Bothell, Wash. (CAC-06501): Add CBUT Vancouver, B.C. KPTV Portland, Or.
- Continental Cablevision of Ohio, for Xenia, Ohio (CAC-06502-3): WUBA Lorain, Ohio; WTTW Bloomington, Ind.
- Mid-Hudson Cablevision, for village of and town of Catskill, village and town of Athens, Hudson, and for Greenport, N.Y. (CAC-06504-9): WNEW-TV and delete WBSK-TV Boston.
- CSRA Cablevision, for North Augusta and Aiken county, S.C. (CAC-06510-1) Add WXAT-TV Atlanta; WGGS-TV, WBCT-TV, Greenville, S.C.; WLOO-TV, WNOK-TV, Columbus, S.C.; WSFA-SPANburg, S.C.

Certification actions

- CATV Bureau granted following operators of cable TV systems certificates of compliance: Everett Cablevision, for Muktawa, Wash. (CAC-04067); Blue River Cablevision, for Kimberley, Pa. (CAC-0519); Lawhorne Cablevision, for South New Castle borough, Pa. (CAC-0542): Divide Cable Company, for El Dorado township, Divide River Cablevision, for Ketchum, Idaho (CAC-05664); Warner Cable of Aitchoon County, for Tarkio, Mo. (CAC-05824); Forest Cable TV Co., for Forest, Miss. (CAC-05989); American Cablevision of Catawba, for Gastonia and Bessemer, N.C. (CAC-06008); Cablevision Systems Long Island Corp., for Green Cove, N.Y. (CAC-06057); Centennial Communications Corp., for Hartford City, Ind. (CAC-06078); Valley Microwave Television, for Raymore, Mo. (CAC-06079); Burnsville Cable Co., for Burnsville, Minn. (CAC-06152); Adirondack Cablevision, for village and town of Adams, N.Y. (CAC-06161); Warner Cable of Pittsfield-Dalton, for Dalton and Pittsfield, Mass. (CAC-06171-2); Suburban Cablevision, for Fairfield county and Verona county, N.J. (CAC-06174); Central Communications TV, for Denver City, Tex. (CAC-06175); Central Communications TV, for Seminole, Tex. (CAC-06176); Omegos of Michigan Cable Co., for Three Rivers, Mich. (CAC-06177); Central Communications TV, for Seagraves, Tex. (CAC-06178); Central Communications TV, for Fort Stockton, Tex. (CAC-06179).

Other action

- Idaho Video Inc., Wendell, Idaho.—FCC granted special temporary authority to carry KIVI-TV (ABC) Nampa, Idaho, or the Hagerman, Idaho, translator facility which provides this signal to Wendell area. Operation KMVT-TV Twin Falls, Idaho, was denied. Action April 28.
### Professional Cards

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<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Phone/Contact Details</th>
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<tbody>
<tr>
<td>ATLANTIC RESEARCH CORP.</td>
<td>5390 Cherokee Avenue</td>
<td>(703) 394-3400</td>
</tr>
<tr>
<td>Jansky &amp; Bailey</td>
<td>Alexandria, Virginia 22314</td>
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<tr>
<td>Telecommunications Consulting</td>
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<tr>
<td>EDWARD F. LORENTZ &amp; ASSOCIATES</td>
<td>1234 G St., N.W., Suite 500</td>
<td>(202) 247-1219</td>
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<tr>
<td>Consulting Engineers</td>
<td>Washington, D.C. 20005</td>
<td>Member AFCCE</td>
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<tr>
<td>A. D. Ring &amp; Associates</td>
<td>2922 CONSULTING RADIO ENGINEERS</td>
<td>(214) 631-8360</td>
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<td>Consulting Engineers</td>
<td>Washington, D.C. 20005</td>
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<td>STEEL, ANDRUS &amp; ADAIR</td>
<td>2922 Telestar Ct.</td>
<td>(703) 560-6800</td>
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<tr>
<td>Consulting Engineers</td>
<td>Falls Church, Va. 22042</td>
<td>Member AFCCE</td>
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<tr>
<td>HAMMETT &amp; EDISON, INC.</td>
<td>Radio &amp; Television</td>
<td>(415) 342-5208</td>
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<tr>
<td>Consulting Engineers</td>
<td>Box 66, International Airport</td>
<td>Member AFCCE</td>
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<td>San Francisco, California 94128</td>
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<tr>
<td>JOHN B. HEFFELFINGER</td>
<td>9208 Wyoming Pl.</td>
<td>(317) 278-7339</td>
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<td>Consulting Engineers</td>
<td>Hilliard 4-7010</td>
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<tr>
<td>CARL E. SMITH</td>
<td>8200 Snowville Rd.</td>
<td>(216) 526-1386</td>
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<tr>
<td>Consulting Engineers</td>
<td>Cleveland, Ohio 44141</td>
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<td>VIR JAMES</td>
<td>Consulting Radio Engineers</td>
<td>(303) 325-5945</td>
</tr>
<tr>
<td>Applications &amp; Field Engineer</td>
<td>345 Colorado Blvd., 80206</td>
<td>Member AFCCE</td>
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<td>Denver, Colorado 80206</td>
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<tr>
<td>JOHN H. MULLANEY</td>
<td>9616 Pinkey Court</td>
<td>(206) 223-8000</td>
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<tr>
<td>Consulting Radio Engineers</td>
<td>Potomac, Maryland 20854</td>
<td>Member AFCCE</td>
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<td>301-299-3900</td>
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<td>MATTHEW J. VLISSEIDES, P.E.</td>
<td>Consulting Engineer</td>
<td>(303) 325-5945</td>
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<tr>
<td>Structural Consultant</td>
<td>5210 Avenue F.</td>
<td>Member AFCCE</td>
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<td>Towers, Antennas, Structures</td>
<td>Austin, Texas 78751</td>
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<tr>
<td>Studies, Analysis, Design</td>
<td>1521-651-7014</td>
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<td>Modifications, Inspections,</td>
<td>Broadcast Engineering Consultants</td>
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<td>Supervision of Erection</td>
<td>Box 220</td>
<td>Phone: 317-278-7339</td>
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<td>Coldwater, Michigan 49036</td>
<td>Member AFCCE</td>
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<td>926-73860</td>
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<td>SPOT YOUR FIRM’S NAME HERE</td>
<td>To Be Seen by 120,000 Readers—</td>
<td>(206) 223-8000</td>
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<td>among them, the decision making sta-</td>
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<td>FM tv and facilities.</td>
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<td>readers per copy.</td>
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<td>MIDWEST ENGINEERING ASSOCIATES</td>
<td>Consulting Engineers</td>
<td>(212) 223-8000</td>
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<td>Washington, D.C. 20005</td>
<td>Member AFCCE</td>
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<tr>
<td>contact BROADCASTING MAGAZINE</td>
<td>1735 OsSales St. N.W.</td>
<td>(202) 694-1022</td>
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<td></td>
<td>Washington, D.C. 20006</td>
<td>for availability.</td>
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<td>Phone: (202) 394-1022</td>
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### Service Directory

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<thead>
<tr>
<th>Name</th>
<th>Address</th>
<th>Phone/Contact Details</th>
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<tbody>
<tr>
<td>COMMERCIAL RADIO MONITORING CO.</td>
<td>103 S. Market St.</td>
<td>(316) 324-7777</td>
</tr>
<tr>
<td>PRECISION FREQUENCY MEASUREMENTS, AM-FM-TV</td>
<td>Lee’s Stomach, Mo. 64043</td>
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<td>Monitors Repaired &amp; Certified</td>
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<tr>
<td>CAMBRIDGE CRYSTALS</td>
<td>Box 656, Fremont, Indiana 46077</td>
<td>(617) 876-2810</td>
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<tr>
<td>PRECISION FREQUENCY</td>
<td>TALL TOWER SPECIALISTS</td>
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</tr>
<tr>
<td>MEASURING SERVICE</td>
<td>Box 656, Fremont, Indiana 46077</td>
<td>Phone: (617) 876-2810</td>
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<td>SPECIALISTS FOR AM-FM-TV</td>
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<tr>
<td>SWAGER TOWER CORPORATION</td>
<td>219-495-5165</td>
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<tr>
<td>TALL TOWER SPECIALISTS</td>
<td>Box 656, Fremont, Indiana 46077</td>
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<tr>
<td>AVIATION SYSTEMS ASSOCIATES</td>
<td>1650 S. Pacific Coast Highway</td>
<td>(213) 727-2281</td>
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<tr>
<td>AERONAUTICAL STUDIES &amp; INVESTIGATIONS WITH FAA ON</td>
<td>Redondo Beach, California 90277</td>
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<tr>
<td>TOWER SITING AND HEIGHT EXTENSIVE FAA</td>
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<td>BACKGROUND AND CONTACTS</td>
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Note: The content includes various professional cards and addresses for consulting radio engineers, telecommunications consulting, and related services, along with contact information for readers interested in broadcast engineering and related fields.
HELP WANTED MANAGEMENT

Gospel radio station in growing Southwest market needs aggressive sales oriented sales manager. Ownership opportunity offered. Guaranteed salary plus bonus. Reply Box A-64, BROADCASTING.

Top-rated, medium market. Midwest beautiful music FM seeks sales manager who can sell and lead sales staff. Send complete resume, earning expectations and goals to Box Q-220, BROADCASTING.

Opportunity for a greater Boston salesperson to sales manager. A greater Boston FM powerhouse, make excellent money, build a track record, join a growing group with room for you to move. Talk to us, we will help to ourselves. EOE. Reply Box B-8, BROADCASTING.

One of the leading radio groups in America is looking for two persons who can perform as sales managers today and general managers tomorrow. If you think you qualify, send complete resume and salary history today. An excellent opportunity, an Equal Opportunity Employer. Write Box S-30, BROADCASTING.

Experienced radio manager wanted by Top 50 market multiple owner. You must have proven record of administration, sales, programming and promotion. Full details and salary requirements first letter, Box S-51, BROADCASTING.

Happy, creative GM, PD for fun-type contemporary FM. University metro area, Mid-America. Strong floor opportunity to earn equity. Box S-67, BROADCASTING.

Bus, Mgr./Bkpr. for AM/FM, attractive S.F. area. Exceptional growth opportunity. EOE. Box S-93, BROADCASTING.

Vice President Corporate Relations. To administer division including departments of Public Information, Station Relations and Development. Responsible for interpreting and disseminating NPR mission, goals and services to NPR constituencies, the public, press, potential underwriters, government and other agencies. Participate in development and implementation of company policy. Minimum qualifications: BA degree and 6 yrs. management experience in media or private, non-profit organizations including senior administrative positions in public relations and development. Must include some public broadcast management experience. Compensation: Open. Please send resume and three professional references by May 15th to Judith Rowe, Personnel Supervisor, National Public Radio, 2025 M St., NW, Washington, DC 20001. NPR is an Affirmative Action/Equal Opportunity Employer.

Director of Marketing. Super salesperson with radio background wanted. Must have solid track record. Please send resume today. Bill Moyes, Frank H. Myers of Associates. One Research Center, Marion, IA 52302.

HELP WANTED SALES

Excellent opportunity for experienced salesperson with a proven sales record for station located in suburban New York City area. Liberal salary and incentive. Reply Box R-207, BROADCASTING.

$110,000 account list available to the sales person that shows us they are ready to grow. Tell us why we should hire you and your salary needs to start. Station is located in an excellent downtown area and is owned by Communication Properties, Inc. EOE. Box R-244, BROADCASTING.

Expanding group owner in Southwest needs sales people who want to work their way into a management position. Box S-108, BROADCASTING.

HELP WANTED ANNOUNCERS

Play by Play/DM combo needed for contemporary station. If you can rock and do PBP football and basketball, send tape of both and resume to KBM, Box 910, Roswell, NM 88201.

Announcer with first ticket. Phone 301-272-4400. Evenings call 301-674-9804. WAMD, Aberdeen, MD 21001.

Announcer, production, who would like to move into P.D. Send tape and resume to WBTR, PO Box 509, Carrollton, GA 30117.

MOR Announcer: Mature voice, for growing, small market station. Send resume to Jim Hepler, WQIN, Box 149, Lykens, PA 17048.

Committee broadcaster to serve on missionary status at modern automated station in Alaska. Short term and career considered. Contact Far Eastern Gospel Crusade, Box 513, Farmington, MI 48024 or telephone 313-477-4210.

Adult entertainer for successful country station in the 300,000 meter market of Huntington, West Va. It's in an all natural physical facility with a relaxed professional atmosphere and a desire to win. Part of a 14 station group. EOE. Call Dan for details 304-453-4600.

HELP WANTED TECHNICAL


Chief Engineer: Knowledgeable with directional antenna system. Strong on maintenance, directional system, satellite, audio and video. FM experience. Contact Box S-7, BROADCASTING.

Chief Engineer, New England AM/FM stereo non-directional, 1st ticket. Ability to communicate in layman's terms with staff include salary requirements in application Box S-78, BROADCASTING.

HELP WANTED SALES CONTINUED

Progressive Rock, WFMF, Baton Rouge, looking for aggressive sales person with opportunity. Contact Don Grady, Box 496, Baton Rouge, LA. EOE.

Radio help wanted, sales experience, radio sales person wanted for Bonerville programmed WJBO Radio station in Baton Rouge. Proven track record a must. Send resume to Don Grady, Box 496, Baton Rouge, LA. EOE.

Good money can be yours. Over 100 stations have put out our radio guides. Like: WLS, KFRC, WDEE etc. If you can sell, we should talk. Contact: Art Vudo, Logos Unlimited, Box 218, Ypsilanti, MI 48197. 313-434-2712.

Radio, salespeople wanted. Every one of our sales managers was once a top account executive with one of our stations. If you are an experienced executive with a goal of sales or station management, send your resume to Community Service Broadcasting, Inc., Box 1209, Mt. Vernon, IL 62864. No phone calls, please.

Opportunity for hard working sales person. If you like the sunshine, can sell and write, send resume with sample copy to: Fred Greenbaum, PO Box 4457, Yuma, AZ 85364.

Immediate opening for an experienced broadcaster ready to move into sales. Salary plus commission. Established list, plenty of training available. Enjoy a successful future with our growing group. Call Mike Kirchen or Ken Riggie 301-724-5400.

HELP WANTED TECHNICAL CONTINUED

Immediate opening for Chief Engineer, 3 tower, 2 transmitter, 1.500 W contemporary AM station. New transmitter and equipment. Good pay and hours. EOE. Reply to Box S-81, BROADCASTING.

Maintenance Chief with superior technical qualifications needed by Texas VHF. Box S-105, BROADCASTING.

Excellent opportunity for qualified assistant chief engineer in South Texas station. Box S-112, BROADCASTING.

Chief Engineer, North Carolina AM daytime FM stereo, enthusiastic creative engineer strong in maintenance on transmitter and studio equipment. Send resume to Tommy Walker, WQLD, Box 2806, High Point, NC 27261.

Chief Engineer/Announcer for central Virginia non-directional daytime country music station. Salary commensurate ability. Send resume, requirements to Box 5085, Charlottesville, VA 22902.

HELP WANTED NEWS

New Newsradio format coming to fulltime AM in New England. We're looking for a take-charge news director to help us design the format, build a seven-person news team, and lead it to market dominance. All replies confidential, EOE, MF. Reply quickly, Box S-10, BROADCASTING.

Local newspaper minimum 3 years experience. Market oriented. Must be able to dig out, write and air three major local newscasts daily. Network affiliate. Mobile equipment. Michigan. 3rd class endorsed. Write Box S-72, BROADCASTING.

Experienced News Director for MOR/Contemporary formatted leading station in Central Florida. Send complete resume, references and tape to Manager, WBDB, PO Box 158, Orlando, FL 32807.

News personality wanted by leading station in market. Experienced only. Send tape and complete resume to Jim Martin, News Director, WBDB Radio, Orlando, FL 32802.

Morning Anchor/Editor, Write, read casts, prepare all-news block, extensive phone work; occasional outside reporting. RTNDA Award-winning staff. City offers superior living. Tape, resume to Gayle Olson, ND, WIZM, La Crosse, WI 54601. 608-782-2358. A Midwest Family Station.

Beginning to build list of regular free-lance contributors of raw interviews on assignments and outstanding documentaries. Write for details. Public Affairs Broadcast Group, PO Box 48911, Los Angeles, CA 90048.

Small station near Chicago seeks sharp, creative radio journalist for news; public affairs and some fill-in work. BA and some on-air experience. If you're more motivated by challenge and opportunity than money, send tape and resume to: Nelson, 121 Benson Ave., Plainfield, IL 60544.

HELP WANTED: PRODUCTION, OTHERS

Production Manager, minimum 3 yrs. experience. Individual must excel in creativity, be a "detail" person & a self-starter. Excellent benefits, salary open. Established station in the heart of Silicon Valley. Send resume to J.D. Hogan, WPLG AM/FM, PO Box 215, La Sellette, IL 61301. An Equal Opportunity Employer M/F.

Asst. Prof. of Communications to teach radio courses and to manage university FM station in Northern Idaho. Masters Degree required, PhD desirable. Other requirements include at least two years of experience in radio at professional level. Salary $13,000 minimum. Position open immediately. Send information to School of Communication, University of Idaho, Moscow. ID 83843 (An EEO/Affirmative Action Employer).

PRODUCER/Director/Announcer: Drive progressive, contemporary music & sales group.要求 Big Break in Radio as a disc jockey. 3rd ticket. Write or phone. Call for appointment. Stephe

Advertising faculty member for undergraduate advertising sequence in growing communications department with professional emphasis. Responsibilities include courses in advertising—analysis, planning, and budgeting—principles, print and broadcast creative as well as academic advising. Secondary strength in broadcast or public relations highly desirable. Minimum of 5 years full-time advertising experience in teaching. Send advanced degree. Salary and rank depend upon qualifications. An Equal Opportunity/Affirmative Action Employer. Applications close June 1. Include complete resume, transcripts, and list of references. Send to Search Committee, Department of Mass Communications, Western Kentucky University, Bowling Green, KY 42101.

Full-time permanent faculty positions. Fall term, ’76, PhD. or ABD, preferably in two or more areas. Public relations, advertising, radio/TV, film, photography, journalism. Contact: T. French, Communications Dept., California State University, Fullerton, CA 92634. Equal Opportunity Employer.

SITUATIONS WANTED: MANAGEMENT

Sales oriented GM looking for medium, small market station management. Currently GM major group fulltime 5000 watt AM, midwest top 75 market. Strong, documentable sales background. Programming, engineering expertise. RAB, CRMC. First ticket. University graduate, 33, married, family. Box R-222, BROADCASTING.

Young, dynamic G.S.M. with excellent major market track record seeks post with solid company in major East Coast market. Excellent references. Box S-87, BROADCASTING.

Manager, salesman, engineer, automation consultant. 17 years experience available to station or group that believes a manager is an investment not an expense. New owner will probably take over June 1st so my plane is tuned and ready for a documented interview. Gary Ingram 919-637-4450 or 538-6667. Available after June 1st, Bill Sutton, seeking position as WMCA, MGM station. 13 years experience as announcer, GM, PD, salesman. Call 601-727-5377.

SITUATIONS WANTED: SALES

Sales or Sales-Announcing Combo. I’m experienced and strong in sports packages and sales promotions of all kinds. I have produced sports, news, and entertainment shows. I’m familiar with the current market. Box S-85, BROADCASTING.

Salesman first phone. 20 years experience, 7 in radio. Good street fighter. Prefer top 50 market. Mature adult, single. Box S-91, BROADCASTING.

SITUATIONS WANTED: ANUNCERS

DJ, 3rd phone, tight board, good news and commercials, ready now. Anywhere. Box H-5, BROADCASTING.

Major market jock seeks programming or air position in medium market. 12 years experience. Box R-142, BROADCASTING.

Broadcast school grad looking for first job. 3rd phone endorsed, Northeast preference. Box R-218, BROADCASTING.


Seven years experience MOR/Rock, B.S. AFRTS vet. Northeast only. Third endorsement. Medium market. Proven creative personality. Box S-88, BROADCASTING.

Thirteen years experienced MOR talent. Strong production, big quality voice. Best references. 305-922-3749 or Box S-89, BROADCASTING.

Experienced announcer, wants to return, settle in Northeast. Looking for announcing, sales position, excellent references. Ready in August. Box S-90, BROADCASTING.

Experienced professional. Announcer/production. 2 years. Contemporary or Top 40. All replies considered. Box S-101, BROADCASTING.

Available now, ann's: seeks news oriented gig. Have interviewing exp. 1st phone. Have done AOR, Midwest & Mid-Atlantic preferred. Box S-103, BROADCASTING.

1st phone 5 second rock’n’roll personality, wants nights. All nights at together. Top 50 roster. Tape, resume available. Box S-108, BROADCASTING.

Real jungle living humor experienced, personality announcer, writes own stuff, I kid my listeners on to one basis, inflection. Readings, homely first ticket. Box S-107, BROADCASTING.

Available now, 11 years experience in all phases. PBP, air, news and production, Prefer medium or large market. Currently PD but titles that little that important. Family man, third phone, know FCC rules and regs. Let’s get together and compliment each other. Box S-109, BROADCASTING.

Radio talk host female. 3 yrs. experience; also, news, sales, remotes. Seeks position in New England area. Box S-113, BROADCASTING.

Top telephone talker, also experienced with music and news. Prefer Radio/TV combination. Box S-117, BROADCASTING.

Vasudev is back with this great personality team. Box S-118, BROADCASTING.

Bring back those doo-wops. The right way. With one of America’s foremost authorities on solid gold. 8 yrs. experience, third endorsed. Ready to move up. Write Sal Tee, 1509 Scenic Dr., Trenton, NJ 08628 or call 609-882-5025.

PBP Sports (4 sports) with demonstrated newsgathering ability and 4 years experience in major metro athletic media. Return to May 1976 with 3rd phone, will relocate. Call or write for tape, Kevin Reinert, 515-354-5688, 1043 Atlantic Street, Franklin Square, NY 11010.

Buddy Carr, MOR. Top 40, programming job, 9 years first ticket. (419-248-4486 mornings). WLQR, Toledo.

First phone. DJ, limited experience, looking for small market contemporary or oldies station. Rochester 315-786-7772.


WANT MOR? Want personality? Want experience? I want a professional sounding station! Eight years experience with production company/station, accounts for results. If you hire good people and reward them for their hard work, write or phone: R.N. Turner, No. 1 Aberdeen, Rawins, WV 28301. 307-324-8863, Rocky Mountain region preferred.


Young, aggressive college graduate looking for first big break in radio as a disc jockey. 3rd ticket. Writing, playing, singing, etc. Box 111, BROADCASTING.

No "BS," Let’s talk if you’re looking for PD or experienced talent, small contemporary/top 40 personality. First phone. Mark 768-727-7454.

Use my talent. 1 year experience 3rd phone, great board, production, copy. Prefer West or Southwest will accept any. Excellent FM voice. Roy Munse, 3757 West 78th Place, Chicago, IL 60652. 312-767-1662.

3rd endorsed DJ degree BA. Age 26, college station experience. Need break, consider all offers. Gary Vendetti, 727 Florence, Vineland, NJ.

Broadcast school grad. Seeking first break, 3rd endorsed, up to date, tight board, personality, will travel. 614-820-8372.

D.C. Area, sports, news, jock. 3rd endorsed, PBP experience. BA Communications, Open for anything. John Thomas, 8709 Grant, Bethesda, MD 20034, 301-897-8927.


SITUATIONS WANTED: TECHNICAL

Dedicated reliable chief looking for level headed management, stable operation. Experienced all phases, RCA-SMC automation. Directional, stereo, hi power, etc. First class and radio amateur. FCC sticker, permanent position. Salary 11 to 12 K, Write Pete, 84 Court Street, Bangor, ME or call 207-342-2215, anywhere.

CE, small market, kilowatts or MW stock option. Stege, 510 7th Ave., Cordville, IA.

Strong on maintenance, good technical background, mgmt. exp. First phone, Prefer small station, Tom Padwa 212-283-5389.

SITUATIONS WANTED: NEWS

Professional, experienced newsmen with excellent news judgement. Strong in writing, delivery, interpretation. Looking for larger market, good city for family. Box R-189, BROADCASTING.

Sportscasting. PBP and news are my specialties. Can also hold board shift. Currently working outside of radio, but eager to return to my chosen profession. One year experience. Dedicated individual with vast knowledge of sports who would be set to your station. Midwest preferred, but all others considered. Box R-233, BROADCASTING.

Current new director in small market needs growth opportunity Midwest preferred. All considered. Box S-33, BROADCASTING.

Experienced, hardworking newscaster seeks advancement to management Midwest market. Box S-41, BROADCASTING.

Female N.D. seeks reporter position in medium or large market. BA, 3 yrs experience. Box S-111, BROADCASTING.
**SITUATIONS WANTED NEWS CONTINUED**

**Take charge professional.** Seeking major-medium market news director position with station manager who believes in news and its ability to attract listeners. 1st phone. Consider TV. Will relocate. Box S-121, BROADCASTING.

**Experienced.** Reliable newsman/prog. jock, graduating in June. Contact Doug Clark. 415-352-9153.

**Woman.** Experienced in news writing, reporting and editing. Good worker, graduating in June. Contact Nancy 415-352-9153.


**Mature, well educated sports and news announcer over 4 years experience.** Twelve years general sales. Seeking opportunity. Mel Schwab. 148 East 35th Street, N.Y. 10016.

**SITUATIONS WANTED TECHNICAL CONTINUED**

**Assistant Director of Engineering.** BSEE or equivalent experience and technical school, with at least 2 years experience as Chief Engineer of a TV station with a union staff. Please send resume to: Steve Smith, Director of TV Engineering, Broadcasting Division, Midwest Corporation, C/O NBC, TV, 125 E. 31st Street, Kansas City, MO 64108. Equal Opportunity Employer M/F.

**Television studio maintenance/operation.** First phone and three years experience preferred. Contact E.C. Allen, KOTT, PO Box 5, Tulsa, OK 74410 or phone 918-582-9233. Equal Opportunity Employer.

**Chief Engineer wanted for KYUK-AM-TV in Bethel, Alaska.** General maintenance and studio engineer for a 5 kW non-directional and 5 kW color TV Channel 4. Requires a person adaptable to harsh climate in remote bush village. Salary open. An EDE Employer. Send inquiries and salary requirement to James G. Croll, AEEC, 308 G Street, Anchorage, AK 99501.

**Broadcast engineer, 1st phone experienced in remote, studio and xmt operations and maintenance.** Send resume to Director of Engineering, WNED-TV, PO Box 1283, Buffalo, NY 14240. An Equal Opportunity Employer M/F.

**Chief Engineer.** Must have first class FCC license and prior management experience in television. Total responsibility for operation studio technical equipment, remote units operations. Day-to-day supervision personnel. Forward salary requirements to Mrs. Lois Cole, Personnel Mgr., WPLG-TV, 10, 3900 Biscayne Blvd., Miami, FL 33137. An Equal Opportunity Employer M/F.

**Video tape technician mostlly operational with minor maintenance.** Salary commensurate with experience. First class license required. An Equal opportunity Employer. Call or write T. Arthur Bone, WPRI TV, East Providence, RI 02914, Phone 401-437-7200.

**Chief Engineer.** WROC-TV, Group owned network VHF station. New York, looking for management, strong technical, experience with organized labor facility. Send resume and salary requirements to Thomas B. Shealy, Rust Craft Broadcasting Company, 320 Market Street, Steubenville, OH 43952.

**Operating engineer, with 1st class FCC license to work television control room.** Phone operations manager 315-782-3142. Excellent benefits. An Equal Opportunity Employer.

**Supervisor, VTR maintenance background.** Supersting on theory/logic. Power record of skill motivation. Hettel Broadcasting, Box 581, Honolulu, HI 96809.

**TV transmitter Engineer, new modern facility, good working conditions, warm climate.** Send resume to: Al Smith, PO Box 1486, Lake Charles, LA 70601, or phone 318-439-9071.

**HHELP WANTED NEWS CONTINUED**

**Top ten market VHF looking for weatherperson.** We need someone who combines personality and flair to deliver an interesting, yet understandable and enjoyable weathercast. AMS Seal preferred, but not required. Send resume to Box S-35, BROADCASTING.

**Fifties market Deep South wants action news assignment editor.** Must be a self-starter, a task master who can get the job done. TV producer/photographer who knows what a good film story is and can upgrade his or her staff. Management is your track. Equal Opportunity Employer. You start at $9,000. Box S-45, BROADCASTING.

**Weekly newsmagazine producer/host and public affairs editor needed for top rated station in mid-50's market.** Salary depends on your experience and ability. Box S-56, BROADCASTING.

**Personality weatherperson.** Meteorologist prefers somebody who can master different formats in 45 minutes. Must be able to interact positively with news and sportscasters. Two years experience. Send tape to Bob Rogers, KENS TV, TX, 5 San Antonio, TX 78219.

**HELP WANTED NEWS CONTINUED**

**Sports anchor needed for WQWTV, Omaha.** Experience preferred, to work on daily program, commentary, in-depth analysis, photography and interviewing. Salary open. Send resume, VTR or cassette (no calls please) to News Director, WQWTV, 3501 Elm, Omaha, NE 68131. An Equal Opportunity M/F Employer.

**Anchor.** We are looking for a person who wants to work hard for that chance to make a career in television news. Previous reporting experience a must. Send VTR, resume to WVIR-TV, Box 751, Charleston, W. Va. 25302.

**HELP WANTED PROGRAMMING, PRODUCTION, OTHERS**

**Producer/director/Editor for small format video tape for outside productions.** Must have knowledge of commercial production. Major market independent. Equal Opportunity Employer. Box S-60, BROADCASTING.

**TV producer for advertising dept.** San Francisco's NBC TV affiliate. Leading station knows film VTR and radio spot production. Writing skills are essential. The producer will create promos as well as full-scale sales presentations, and also participate in other creative and administrative functions of the dept. William Row, Advertising Director, KRON-TV, PO Box 3412, San Francisco, CA 94118. An Equal Opportunity Employer. Position to be filled May 31.

**TV Director.** Experienced only. Director who can switch with speed and accuracy. Creativity an extra plus. If you know the board, VTR and like the feel of local TV, please send resume to Personnel Department, WPEC, Fairfield Drive, West Palm Beach, FL 33407. 505-484-7211.

**Wanted: Public Television program assistant for television community service (grant) for upper Midwest university.** Responsible for station promotion and on camera television duties related to the production of public television programming. Bachelor's degree in broadcasting, speech or related fields minimum; experience necessary. Experience in production, performance, announcing, advertising, fund raising and development desired. Available immediately. Refer applications to Employment Supervisor, Personnel and Staff Benefits Office, Northern Michigan University, Marquette, Michigan, Telephone 906-227-2330. Excellent fringe benefits. An Equal Opportunity Employer.

**SITUATIONS WANTED SALES**

**Sales position sought.** June BA, 12 years production/technical background. Mike Shrigley, 2301 Mountain, Flint, MI 48503. 313-238-5163.

**SITUATIONS WANTED TECHNICAL**

**Cameraperson has just finished a complete course in camera operations by a leading broadcasting school.** Can operate and register both color and black and white cameras. Will work anywhere in the United States. Box S-12, BROADCASTING.

**Video/VTR/MAINT.** Multi-talented engineer with over 9 years solid background in color television engineering is seeking to expand on creative level. Experience on latest video, VTR, computer videotape editing, masin, and remote work. Box S-55, BROADCASTING.

**Chief Engineer** experienced with network productions. Desire technical challenge and good community to raise children. Box S-92, BROADCASTING.

**25 yrs radio 18 yrs. chief desire breaks in as TV transmitter engineer.** West, Box S-102, BROADCASTING.
SITUATIONS WANTED NEWS

I'm a producer-director who wants to get out of the control room and into the news room. I have previous experience in radio news, so I'm no novice. Would prefer TV, but will consider radio. Box R-194, BROADCASTING.

Anchorman-Reporter: Young, bright, handsome. Wants to move from large medium market to large city. Preferably produce and anchor news and host half-hour talk-public affairs show. All-American Boy look with the style of a pro. Box S-8, BROADCASTING.


Are you ready to make your move to No. 1? Experienced reporter/anchorman/producer, solid track record with No. 1 chain, wants to take charge or news department intent on dominating the market. Widely recognized for hard-hitting film and tape reporting, with a reputation for molding news people into a winning team. Married, children, mid-30's. Box S-28, BROADCASTING.

Creative, stable sports producer looking for same qualities in larger market news department. Box S-42, BROADCASTING.

Bright female reporter/cameraperson/editor in mid-sized market looking for a change. Box S-73, BROADCASTING.

Fifteen years experience last five Ten TV market. Play by playcolor hockey, football, basketball; sleek, six-sixteen strip. Strong investigative, opinion pieces, tight scripts. Personable, no nonsense package. 313-352-6782 or Box S-74, BROADCASTING.

Award-winning investigative reporter with leading national chain, seeking solid position with major market station. Commitment to market dominance, innovative, hard-hitting film style. Impeccable personal and professional reputation. Married, children, mid-30's. Box S-78, BROADCASTING.

Want Top 20 market, sports anchor weekday or weekends. Experienced on air, PBP, college degree. Box S-85, BROADCASTING.

Reporter, 3 years currently employed, college degree; simplifies the complicated in warm manner. Top 125 only! Box S-88, BROADCASTING.

Do dedication, motivation, initiative and loyalty still count? Young journalist with solid experience in radio news with major market broadcaster. Organizations wants a chance to break into television news. Give me an opportunity and I'll prove I belong on your news team. Box S-94, BROADCASTING.

Extremely knowledgeable young sports director in top 20 market desires move up. Excellent production, Major college, G&T, tape and resume on request. Box S-100, BROADCASTING.

Weather personality, professional meteorologist, successful major market experience, young with personable delivery heavy on visuals. Box S-114, BROADCASTING.

Experienced radio announcer/newsman looking for similar position in TV. Resume & VTR, Box S-115, BROADCASTING.

Net, quality newsdoc. photographer in top 50 market, desires move up. yrs experience. Strong on editing. Dependable results. Box S-119, BROADCASTING.

You want a young, aggressive reporter with a winning look to make and/or keep your news team number one! George Colacezzi, 143 Shoemaker Road, Huntington Valley, PA 19006. 215-947-4836.

FOR SALE NEWS CONTINUED

Situations Wanted Programing, Production, Others

Will work my *** of off for you. I'm brilliant, wonderful, creative. Will operate any video oor film equipment. FCC 1st license, film production, still photography experience. Box S-34, BROADCASTING.

Creative, mature young man seeking directing position in a small medium market. School training with experience in news and public affairs programs. Familiar with video production techniques and studio operations. Will relocate, eager and dependable. Write for resume. Box S-92, BROADCASTING.


BUY—SELL—TRADE

Wanted to buy: Complete equipment for a new AM radio station, 250 watts on 1180. Contact R.A. Rick, Vice President Broadcasting, Box 377, Preston, MN 55965. 505-765-3858.

Wanted used Belar FMS-1 monitor, Gates M 6533 stereo generator. KLCL FM, St. Charles, MO 63301.

Wanted to buy, dropout compensator accessory for RCA TR 3/2260 series VTR. Will also consider OCC other than RCA. Contact Charles Harper, WTVG-TV, Box 5590, Lexington, KY 40505. 608-296-6262.

Public school CATV studio needs tax deductible studio and control room equipment donations. Dave Mooney, Fremont Schools, 500 Woodrow, Fremont, MI 49412.

FOR SALE EQUIMENT CONTINUED

Complete AM Radio station package for sale. $10. 000. Everything needed to go on the air (except a tower). 2x550 strofram/parameter/offer trailer; custom built for use as a radio station. Equipment includes Collins 20-1, 1000 watt/500 watt transmitter, Gates console and turntables, S.M.C. record center and two RCA reel to reel, Raytheon limiter, G.R. mod. mon, Electrovoice microphones, four air conditioners. All equipment is now on the air at KFWJ, Lake Havasu City, Arizona. A neat appearing and very efficient unit. It has served us well for five years, but we finally outgrew it! For more information, call Lee Shoemaker 902-456-9489.

Anchorman VP-25 foot band with audio choma 1 & 2, drop out comp., colorist, smac pro amp, one good headwheel panel, presently on air. $35,700.00. 205-591-4800.

Test equipment Sale: HP-332-A Distortion Analyzer $5950.00; GR-816 AL Bridge, complete with book & cables like new $4950.00; Singer-Engremp NF-105 field strength meter 150 kzh to 1000mhz with all plugs, antennas and book $1590.00; Stoddart FM-200 field strength meter with antennas $4950.00; National HRO-500 receiver $4850.00; HP-140-A Oscilloscope $9595.00; Motorola S-133-B Frequency synthesizer half price $11550.00. Communication Radio Service, Charlotte, NC 704-506-4571.

Schafer automation, model 800, 5 Ampex AG 440, network joiner, 3 carousels, (2 R.S.), logger, SMC card reader for programming carousels, was running Hitachi format. $12,500-25,500. WZWW, Box 1584, Augusta, GA 30903.


RCA, TR-4 VTR, highband, in good condition. Can be seen in operation. Call Al Petzka, 816-943-5149.

Beau Tape heads for popular audio cartridge tape machines. All Mono 2 track heads $19.00; all stereo 3 track heads $69.50. Replace your Nortronics heads. UMC Electronics Co., Box 307, North Haven, CT 06473. 203-286-7731.

CCA Automation equipment, 1965 AR-1000 2 decks, 2 reels, plus all accessories; excellent condition, almost never used. WPUL, PO Box 1433, Barlow, FL 33830, 813-533-8093.


RCA BTA-50F1 50KW AM transmitter, 1060kHz, fully operational. Reasonable offers considered. 504-422-4753.

COMEDY


505 days of laughs, a page a day, $5 per month. Box 183, Prospect Heights, IL 60070.

Fruitbowl Will Perfect for on-the-air p.d.'s and managers. If you can't do all the prep you should. Let Fruity bowl help! Much more than a gag-sheet! Free trial subscription. Call me today! Fruity bowl, Dept. "C," PO Box 382, Fair Oaks, CA 95628.

Contemporary comedy! Most usable deejay service available! Hundreds have renewed! Freebie! 5804-B Twinlno, Dallas, TX 75227.
COMEDY CONTINUED

Stop! Don't buy those corny jokes. Try Fooney and Ferraro. All of our material is good. Each month you get 50 to 60 brand new jokes from our fertile minds. Generous sample: St. Jim Fooney, 710 Rhode Blvd., Raifton, NJ 08669.

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Cheap radio thrill! The mind-blowing LP produced by a radio people. Custom music mix, sound effects, outrageous jingle singers, soap opera, lyr fm, synthesizer logs, gobs more! $12.00 postpaid, or write for free sampler. L.A. Air Force, 2445 East Third St, Long Beach, CA 90814.

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Many Top 40, MOR and country and western openings available now! Rush tapes and resumes to: Air Talent Placement, 1516 Hinman, Suite 505, Evanston, IL 60201.

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MATV Installations your city; part time. $200.00 day possible. Resume: Melvin Cohen, PO Box 809, Boynton Beach, FL 33435.

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New and used towers. Also erection and painting. 40 years' experience. Very reasonable prices. Angelo Tower Erectors, PO Box 55, Greenville, SC 29684.

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Nationally known management consultant is now available to pump up ratings and billings for underdeveloped radio stations. Protect your investment. Bill Elliott & Associates. 305-967-8838.

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REL 2402 Tidewater Trail, Fredericksburg, VA 22401. 703-373-1445.

Omega State Institute, your best choice for FCC license training. Learn to work tests right. Survive FCC updates. Veterans approved. Financing. Out of state students welcome Booklet. Call or write today. 312-321-9400, 235 East Grand Avenue, Chicago, IL 60611.

Get your first to get there first! Don Martin School of Communications! Since 1937, training broadcasters for Broadcasting! 1st phone training using latest methods and completely equipped transmitter studio. Call or write for details and start dates. Don Martin School, 7080 Hollywood Blvd., 5th Floor, Hollywood, CA 90068. Call 213-482-3281 or 213-657-2586.

1st Class FCC, 6 wks, $450.00 or money back guarantee. VA appvd. Nat'l Inst. Communications, 11489 Onstead St., N. Hollywood, CA 91606.

Job opportunities and announcer-dj 1st class FCC license training at Announcer Training Studios, 152 W. 42nd St., 3rd Floor, NYC. Licensed and VA benefits.


RADIO

Help Wanted Management

Major Denver religious station is looking for an aggressive sales-oriented manager with experience in religious radio. Send qualifications and salary requirements to: Box S-123, BROADCASTING.

Help Wanted Sales

Account Executive with sales management po- tential for 100,000-watt station in the Boston, Southeast. Must be disciplined and aggressive with good follow through. Proven radio sales success a must. If you're not a professional, don't apply. Will receive established accounts and full benefits including profit sharing in one of the top 75 markets. Send full particulars to Box S-110, BROADCASTING.

Help Wanted News

MAJOR MARKET NBC-NIS all news station seeks one anchorperson. Resume to: Box S-104, BROADCASTING. E.O.E.

BROADCASTING'S CLASSIFIED

If you need help, the right job . . . or for any needs related to Broadcasting:

INSTRUCTION CONTINUED

REL teaches electronics for the FCC First Class Radio Telephone license. Over 90% of our students pass their exams. Class begin May 10, June 21 and August 2.

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REL 2402 Tidewater Trail, Fredericksburg, VA 22401. 703-373-1445.

Omega State Institute, your best choice for FCC license training. Learn to work tests right. Survive FCC updates. Veterans approved. Financing. Out of state students welcome Booklet. Call or write today. 312-321-9400, 235 East Grand Avenue, Chicago, IL 60611.

Get your first to get there first! Don Martin School of Communications! Since 1937, training broadcasters for Broadcasting! 1st phone training using latest methods and completely equipped transmitter studio. Call or write for details and start dates. Don Martin School, 7080 Hollywood Blvd., 5th Floor, Hollywood, CA 90068. Call 213-482-3281 or 213-657-2586.

1st Class FCC, 6 wks, $450.00 or money back guarantee. VA appvd. Nat'l Inst. Communications, 11489 Onstead St., N. Hollywood, CA 91606.

Job opportunities and announcer-dj 1st class FCC license training at Announcer Training Studios, 152 W. 42nd St., 3rd Floor, NYC. Licensed and VA benefits.


PARADE

Radio-Television-CATV

STATION OWNERS & MANAGERS

We will recruit your personnel at no charge to you. Call the "PERSONNEL HOTLINE"

305-967-8838

News Service

CONVENTION COVERAGE/LocaRadio

Where will your listeners be when the national political conventions are dominating the news this summer? What will your local delegation make a key switch in votes? When someone from your area plays a prominent role at the conventions? CAPITAL BROADCAST NEWS provides an answer. Direct to your coverage. Local coverage. Some reports with your call letters on the sices. Promotional announcement with your reporter before the conventions. How much? About what it would cost to put your own reporter up for a single day. Seventy dollars per convention, (higher in top 20 markets) interested in taking service? You must take both conventions (can be canceled after first with 25% penalty). Write: FBN, Suite 811, 400 1st Street, M.K. Washington, D.C., or call for more information: 202-528-3733. Sign up deadline: June 10th.

Employment Service

"COMMUNITY NEEDS" SURVEYS

To satisfy FCC requirements for likenewl, ownership changes, and subscription TV applications.

Professional Research Services

For Sale Equipment

GREAT SAVINGS

Possibly the largest package of TV equipment ever offered.

8 Norco PC-100A's Electroline Mixer
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Much more audio, video, and terminal gear. Over 150 items.

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600 North High Street
High Point, North Carolina 27261
Area 919-885-4811
Help Wanted Technical

**CAREER OPPORTUNITIES AT HARRIS**

If you have expertise in any of these areas it's highly unlikely that you could discover a better company to be affiliated with than ours. We're the leader in TV and radio broadcast equipment and as a division of a major Fortune 500 Corporation, soundly financed and geared for growth. This growth has created challenging career opportunities for individuals with experience in the areas outlined below:

**Development Engineers**

**R. F. Products (E.E.'s)**

If you have successfully demonstrated a history of meeting design objectives in this technical discipline, we have the position you are seeking.

You will be responsible for establishing technical objectives and project schedules. As a primary technical contributor you will participate in product design and will direct the design activities of other engineers.

**Technical requirements—**

MW and HF products:

B.S.E.E., M.S.E.E preferred. Minimum 6 years experience in design and development of MW and HF transmitters above 10Kw, experience above 50Kw is desired. Knowledge of MW and HF transmitter system requirements; antennas, coupling units, phasing networks, ground systems.

**Technical requirements—FM products:**

B.S.E.E., M.S.E.E. preferred. 2-6 years experience in design of VHF transmitters above 5Kw.


**Supervisor**

**Radio Field Service Engineering**

To fill this position you must have a B.S.E.E., a minimum of 5 years broadcast experience and at least 2 years experience in a line management position. You should possess managerial abilities in order to give guidance and direction to a staff of radio field service engineers.

You'll be responsible for the administration and continued improvement of the company's radio field service organization, and supervision of radio field service activities involving installation, maintenance and repair of our broad radio broadcast equipment product line. You'll also provide product information to customers as well as respond to customer equipment problems.

We offer salaries commensurate with experience and the challenging demands inherent in these opportunities. We will also provide you with an excellent benefits package. Send resume indicating position desired, with salary history and requirement in confidence to:

L. H. Carlstone, Professional Employment Supervisor.

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**Help Wanted Programing, Production, Others**

**Situations Wanted Announcers**

**DIFFERENT, CONTROVERSIAL**

New York sports director who tells it like it is will give you much more than scores. Telephone/talk, play-by-play, drive time sportscasts. Available now.

Box R-226, BROADCASTING.

**HELP! BEING HELD CAPTIVE IN ...**

Total Concept—Av Drive, No 1 All Demos. Singer, warm personality. Characters, humor, phones, interviews, community involvement. Believability Proven track record. Large and major markets only. Race to your phone. Call for Ray Tings, 314-727-9771.

**MARKS ALAN**

Program director WBAB now available for position also open for general manager/sales manager—good track record.

512-666-3607.

**Why not reserve this space for your ad and find out how well BROADCASTING can work for you!!**

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Broadcasting May 10, 1976 75
**TELEVISION**

**Help Wanted Management**

**NEWS MANAGEMENT**
Dynamic, creative person with solid TV news experience who wants to move to top management. Broad knowledge of TV news operations, ability to work with people, make decisions, think and work hard a must. Management oriented reporter, producers and executives are preferred. Resume and photograph to Box S-96, BROADCASTING.

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EXCEPTIONAL OPPORTUNITY for person to represent vital acknowledged leader in television program distribution. Extensive travel required. The most exciting opportunity a person can find in television program sales today. Kindly submit resume and other pertinent information at once. Box S-96, BROADCASTING.

**Help Wanted Technical**

Leading video switching company needs design and maintenance engineers. Experience in color video preferred.

Contact: Mr. Buzan, Vital Industries, Inc.
3700 N.E. 53rd Avenue
Gainesville, Florida 32601
Phone: 904-378-1581

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WE HAVE THE JOBS!!!

Subscribe To:

Box 61, Lincolndale, N.Y. 10840
Number of Our Weekly Nationwide Employment Listings for Radio, TV, D.J.'s, P.D.'s, News, Announcers, Sales & Engineers. $15.00 3 mo. (12 issues); $30.00 12 mo. (50 issues) No C.O.D.'s, Please

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403. AM-FM BROADCAST STATION PLANNING GUIDE by Harry A. Etkin. A comprehensive guide to planning, building, and operating a radio broadcast facility—AM, FM, or combined operation. Based on a lifetime of experience and intimate association in broadcasting. 8½ x 11” ¼, ill. $12.95

404. THE ANATOMY OF LOCAL RADIO-TV COPY by William A. Peck. Leading station executives have called this book the one that sets the standard for radio-TV copy at the local level. Loaded with hundreds of ways to increase station billing with sales-proven copy. 104 pages. $12.95

405. BROADCAST STATION OPERATING GUIDE by Sol Robinson. This comprehensive reference encompasses every level of broadcasting. The secret to success in broadcasting, as in any other business, is knowing what to do and how to do it. This book tells it like it is. 256 pages. $12.95

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410. CATV SYSTEM MANAGEMENT & OPERATION by Robert B. Cooper, Jr. A complete guidebook to CATV. Guideposts learned the hard way by the author in his years of CATV experience. 256 pages. $12.95
ALL NEWS

Exciting challenge with public radio's first all news station. Top 30 Market 5KW AM is now accepting applications for the following positions:

Assistant News Director. Morning editing and anchor. Some supervision of editors and production duties. Two years reporting, third endorsed. Salary to $11,000.

Sports Director. Produce and deliver sports news, features plus play-by-play. Two years including PBP knowledge hockey, basketball, football. Salary to $11,000.

Editor/Talent. Write, edit, deliver news as part of three person team. Additional reporting and production. Two years reporting/writing, third endorsed. Salary to $9,000.


Production Assistant. Tape editing, production, copy editing and writing. Some reporting anticipated. One year writing/production, third endorsed. Salary to $7,500.

Announcer/Operator. Nights and weekends plus production. One year announcing, third endorsed, good jazz background. Salary to $7,000.

Full credentials, including tape, in first letter. Tapes returned on request only.

Radio Manager
WNED
P.O. Box 1263
Buffalo, New York 14240
An Equal Opportunity Employer M/F

Help Wanted News

Books for Broadcasters

304. AUDIO CONTROL HANDBOOK—for radio and television broadcasting, 4th edition. Revised and Expanded by Robert S. Glintgen. Closely following the format of the three earlier editions, the fourth has been almost entirely rewritten. Perfects changes in equipment and techniques, while digging deeper into all technical and electronic aspects of audio operation. 192 pages, illustrated index.

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Please send me book(s) numbered
in full amount is encosed.

Name

Address

City State Zip
### Wanted To Buy Stations

Continued

So, if you're looking for employment, the right employee, buying or selling equipment or have a product or service used in the broadcasting business, then BROADCASTING's Classified section is the place to see and be seen in.

You belong in BROADCASTING'S CLASSIFIED...

### For Sale Stations

**Full Power FM**  
Major Market  
Fully equipped  
$1,800,000 cash  
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Solidly established, money-making, clean technical AM/FM operations in strong southeast market. $875,000 with reasonable terms available. Balance can be handled with present station income. Offered by an equal opportunity seller, so minority and female groups invited to deal along with all other qualified buyers.  
Box S-47, BROADCASTING.

**For Sale**  
S.E. Coastal Resort Area  
Fulltime, $600,000  
Long term financing available.  
*Principals Only*  
Box S-71, BROADCASTING.

**BLACK FORMATED STATION**  
Only one in the market. Money maker High power. Best equipment & excellent facilities together on large valuable real estate. Illness forces sale. Southeast. Asking $700,000.  
Box S-77, BROADCASTING.

**FOR SALE MID-ATLANTIC FULL TIME AM RADIO STATION**  
Real potential for increased billing with strong sales-oriented ownership. Priced $350,000. including prime real estate. Terms to qualified buyer.  
Box S-95, BROADCASTING.

**ROCKY MOUNTAIN AM-FM**  
Forty five per cent interest in Class IV AM with separate FM. This is a profitable small market station with network affiliation . . . Present Grosses $927,000. Please state qualifications in reply.  
Box S-99, BROADCASTING.

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### For Sales Stations

**5000 Watt Full time AM & Class A FM Stereo**  
**NO DOWN PAYMENT**  
*Large central Florida City*  
*“Buy one or both”*  
*“Payment less than $8,000 per month for one and $14,000 per month for both with prepayment privileges.”*  
BUSINESS BROKER ASSOCIATES  
615-594-7511

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Atlanta – Boston – Chicago – Dallas – New York – San Francisco

1835 Savoy Drive, Atlanta, Georgia 30341

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### BROADCASTING'S CLASSIFIED RATES

Payable in advance. Check or money order only.

When placing an ad indicate the EXACT category desired: Television or Radio. Help Wanted or Situations Wanted. Management, Sales, etc. If this information is omitted we will determine, according to the copy enclosed, where the ad should be placed. No make goods will be run if all information is not included.

The Publisher is not responsible for errors in printing due to illegible copy. Type or print clearly as copy.

Copy: Deadline is **MONDAY** for the following Monday's issue. Copy must be submitted in writing.

No telephone copy accepted.

Replica to ads with a box number should be addressed to Box Numbers c/o BROADCASTING, 1735 DeSales St., N.W. Washington, D.C. 20036.

BROADCASTING does not forward tapes of any kind. **PLEASE do not send them to us . . . they will be returned to you.**

---

### Instructions for Readers

Rates, classified listings ads:  
- Help Wanted, 50c per word — $10.00 weekly minimum. (Billing change to stations and firms: $1.00.)  
- Situations Wanted, 40c per word — $5.00 weekly minimum.  
- All other classifications, 60c per word — $10.00 weekly minimum.  
- Add $2.00 for Box Number per issue.  
- Rates, classified display ads:  
  - Situations Wanted (Personal ads) 525.00 per inch.  
  - All other $450.00 per inch.  
  - More than 4" billed at run-of-book rate.  
  - Stations for Sale, Wanted to Buy Stations, Employment Agencies and Business Opportunity advertising requires display space.

Publisher reserves the right to alter Classified copy to conform with the provisions of Title VII of the Civil Rights Act of 1964, as amended.  
Agency Commission only on display space.

Word Count: Include name and address, Name of city (Des Moines) or of state (New York) counts as two words. Zip Code or phone number including area code counts as one word. (Publisher reserves the right to omit Zip code and/or abbreviate words if space does not permit.) Count each abbreviation, initial, single figure or group of figures or letters as a word. Symbols such as $350.00, C.D.D., P.O.G., etc. count as one word. Hyphenated words count as two words.

**Name**

**Phone**

**City**

**State**

**Zip**

Insert _________ time(s). Starting date ___________________________ Box No. ___________

Display ___________________(number of inches).

Indicate desired category: __________________________

Copy: ____________________________________________

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**343 NORTHERN WAY - CHICAGO 60611**

**312-467-0040**

**Paul Kagan Associates, Inc.**

100 Wpacket Road Rockville Centre NY 11570 (516) 764-5516

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**Brokers & Consultants to the Communications Industry**

**The Keith W. Horton Company, Inc.**

1705 Lake Street, Elmira, New York 14902  
R.O. Box 848  (607) 733-7158

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Broadcasting May 10 1976  
78
### Stock Index

<table>
<thead>
<tr>
<th>Stock symbol</th>
<th>Exch</th>
<th>Closing wed. May 5</th>
<th>Closing wed. April 28</th>
<th>Net change in week</th>
<th>% change in week</th>
<th>High 1976</th>
<th>Low 1976</th>
<th>Pip ratio</th>
<th>Approx. market capitalization (000)</th>
<th>Total market capitalization (000)</th>
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#### Broadcasting

<table>
<thead>
<tr>
<th>Name</th>
<th>Symbol</th>
<th>Closing Date</th>
<th>Change in Price</th>
<th>Change in Percentage</th>
<th>High Price</th>
<th>Low Price</th>
<th>Pip Ratio</th>
<th>Approx. Market Capitalization</th>
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#### Broadcasting with other major interests

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<tr>
<th>Name</th>
<th>Symbol</th>
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<th>Change in Price</th>
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#### Cablecasting

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<th>Change in Price</th>
<th>Change in Percentage</th>
<th>High Price</th>
<th>Low Price</th>
<th>Pip Ratio</th>
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Broadcasting May 10, 1976

Total: 76,353

Broadcasting May 28, 1976

Total: 28,833,266

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Broadcasting May 14, 1976

Total: 67,349,266

Broadcasting May 7, 1976

Total: 66,067,836

Broadcasting May 1, 1976

Total: 74,103,000

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**Note:** The table data is formatted to reflect the changes in stock prices and market capitalization for various broadcasting companies as of the specified dates.
### Standard & Poor's Industry Average

<table>
<thead>
<tr>
<th>Stock Symbol</th>
<th>Description</th>
<th>High 1976</th>
<th>Low 1976</th>
<th>High 1976 as of May 5</th>
<th>Low 1976 as of May 5</th>
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<tr>
<td>UACC</td>
<td>U-Columbia Cable</td>
<td>1,700</td>
<td>22,100</td>
<td>1,700</td>
<td>22,100</td>
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<td>UCTV</td>
<td>United Cable TV**</td>
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<td>1,267</td>
<td>1,267</td>
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<td>VIAO</td>
<td>Viacom</td>
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<td>30,602</td>
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<td>VIKO</td>
<td>Viworks</td>
<td>2,529</td>
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### Electronics/Manufacturing

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<th>Low 1976</th>
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<th>Low 1976 as of May 5</th>
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<tr>
<td>APX</td>
<td>Amphenol</td>
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<td>77,555</td>
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<td>4,338</td>
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<td>Consul Inc.</td>
<td>1,617</td>
<td>4,344</td>
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<td>CAX</td>
<td>Conrac</td>
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<td>30,127</td>
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<td>30,127</td>
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<tr>
<td>EASDK</td>
<td>Eastman Kodak</td>
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<td>19,582</td>
<td>16,169</td>
<td>19,582</td>
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<tr>
<td>FARN</td>
<td>Parfondic Parnor</td>
<td>1,952</td>
<td>15,860</td>
<td>1,952</td>
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<tr>
<td>GE</td>
<td>General Electric</td>
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<td>46,930</td>
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<tr>
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<td>2,880</td>
<td>1,711</td>
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<td>IVCP</td>
<td>Int'l Video Corp.**</td>
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<td>7,455</td>
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<td>23,154</td>
<td>454,760</td>
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<td>Rockwell Int'l.</td>
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<td>893,660</td>
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<td>625,066</td>
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### Total

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<tr>
<th>Stock Symbol</th>
<th>Description</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>TOTAL</td>
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### Less active stocks

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<th>Stock Symbol</th>
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<td>CHM</td>
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<td>CIRC</td>
<td>Circular</td>
<td>625,066</td>
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<tr>
<td>EN</td>
<td>Enron</td>
<td>396,717</td>
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### Standard & Poor's Industrial Average

<table>
<thead>
<tr>
<th>Average</th>
<th>Description</th>
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<tbody>
<tr>
<td>113.4</td>
<td>Average</td>
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<tr>
<td>114.8</td>
<td>Standard &amp; Poor's</td>
</tr>
<tr>
<td>-1.4</td>
<td>Industrial Average</td>
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*Note: Stock prices are based on earnings per share figures for the last 12 months as published by Standard & Poor's Corp. or as obtained through Broadcasting's own research. Earnings figures are not indicative of extraordinary gains or losses.*
Sid Topol: bringing satellites down to earth

Sidney Topol's background is technical, but his interest has always extended to products and the marketplace. It was those interests that brought him to Scientific-Atlanta Inc. five years ago when the company was giving serious consideration to the microwave common carrier business.

The idea of a Southeast microwave alternative to Bell Telephone for network television use brought Mr. Topol together with Glen S. Robinson, Jr., chairman of S-A. Mr. Robinson's first contact with Mr. Topol came as a customer, when Mr. Topol was general manager of Raytheon Co.'s communications operation. Once on board with S-A, however, Mr. Topol decided S-A should abandon the microwave business. At that time S-A had several small microwave systems operating in Florida. The business was too capital intensive, says Mr. Topol, and involvement as a manufacturer put S-A in competition with some of its potential customers for other S-A products.

But Mr. Topol had another idea "high on his priority list" when he went to S-A in 1971. Satellites tied in nicely with S-A, which was already in the cable television hardware business as well as in telemetry and antenna instrumentation. Mr. Topol had been involved with receive-only satellite terminals for some 10 years while at Raytheon Co. "It sort of came together," he says.

In 1972, S-A started to concentrate on satellites and in 1973 it provided the earth station for Teleprompter Corp.'s demonstration of the potential of cable-system interconnection by satellite at the National Cable Television Association convention in Anaheim, Calif. In the meantime, S-A was developing satellite customers aboard in such places as Indonesia, Nigeria and Saudi Arabia.

The satellite-cable connection reappeared in 1975 with Home Box Office Inc.'s announcement of a satellite-interconnected pay cable network and since then, S-A has been the prime supplier of earth stations for HBO satellite affiliates. S-A has installed 35 operating earth stations and has orders for another 20 from various CATV operators. Mr. Topol, who wanted S-A to be a "catalyst" of cable-satellite activity, was present at a December 1974 meeting with HBO's Gerald Levin, American Television & Communication's Monroe Rifkin and RCA officials when plans for HBO's cable satellite network were formulated.

As he did then, Mr. Topol believes there will be hundreds of ground stations in the U.S. for both cable TV and network broadcast television. He believes that the commercial networks will put a major portion of their programing on satellites within five years.

Satellites and antennas have occupied Mr. Topol's attention for some time. In 1944, during World War II, he trained at the Harvard-Massachusetts Institute of Technology radar school and served as a communications and radar officer in the Army Air Forces. He later returned to get his undergraduate degree from the University of Massachusetts, but in physics—not chemistry as he had started out to do before military duties intervened.

Mr. Topol's first job after college was at the Naval Research Laboratory in Washington where he was employed as a physicist. He was put into antenna design because of his previous experience in the Army Air Forces.

A year later, in 1948, Mr. Topol took a year off to do graduate work at the University of California at Berkeley in electrical engineering. He joined Raytheon that year as a summer employee. He remained at Raytheon, moving from Massachusetts to Rome and back, for the next 21 years. And some of that work would involve receive-only satellite ground terminals and other satellite related concerns.

Mr. Topol's co-workers from his Raytheon days have only good recollections of him. He is remembered variously as "a tremendous guy," "technically qualified leader," "excellent businessman" and "sincere" Bill Bickford, who worked with Mr. Topol in the 1950's and part of the 1960's, recalled the latter's ability to pick out a goal and then motivate people to achieve that goal. However, Mr. Topol would never pursue goals without first assessing their impact on fellow workers.

Mr. Topol recalls his six years as director of Raytheon-Europe as a "great experience, both professionally and family-wise." He learned a lot about European business methods and enjoyed living in Rome with his wife and three daughters.

After Rome, Mr. Topol spent another six years with Raytheon at Norwood, Mass., as general manager of the company's communications operation. The "challenge of the president's office" brought Mr. Topol to S-A in 1971.

S-A was then 20 years old. It had been founded by six Georgia Tech professors who each kicked in $100, says Mr. Topol. In 1971 the company was reporting around $16 million in annual revenues, with instrumentation as its principal line of business. Today, S-A expects to show over $40 million in revenues for the current fiscal year from its two main divisions—instrumentation and antenna-related equipment and its communications concerns, which include cable, satellite and security hardware. Company resources have been shifted over the last couple of years to respond to growth in the communications market. Direct sales subsidiaries for all products are located in England, Canada and France, with an industrial plant in Scotland.

"Satellites are the fastest growing area we have," says Mr. Topol. It is "healthy, controlled growth" that Mr. Topol wants for S-A's future. He wants to make S-A a "technical leader and innovator" in the communications field. There are some billion and a half dollars out there in the instrumentation market, says Mr. Topol, and S-A only has about 1% of it. Likewise, communications is a $10-$20 billion market and S-A is "just starting" to grow in that area, he adds.

With three daughters attending college in New England, Mr. Topol says he "works hard just to stay even." As a professional he characterizes himself as a "marketing-oriented, technically trained general manager." Outside the office, both he and his wife, Libby, consider themselves "tennis buffs." He also plays golf and has a sailboat on the lake 45 miles north of Atlanta, where he lives and works.
News story

As divisive an issue as any that has lately emerged in television network-affiliate relations is the possible lengthening of the networks' early-evening news. The subject emerged when ABC News hired Barbara Walters away from NBC and it was conjectured that ABC would need more revenue to pay her million-dollar-a-year salary (Broadcasting, April 26). It soon became a prospect for the other networks and other stations (Broadcasting, May 3).

Last week, when Arthur Taylor, the president of CBS Inc., told CBS-TV affiliates at their convention in Los Angeles that network news needed to expand beyond a headline service, the seriousness with which the matter is regarded in New York became obvious. When presidents of multibillion-dollar parent companies take an interest in longer news, affiliates face a problem.

As has been reported here, the journalistic aspirations of the networks are in conflict with the financial equilibrium of their affiliates when talk turns to network incursions in the time stations now program and sell for themselves. Rough calculations by spot-television experts put the cost in lost station revenue at around $100 million a year if networks stretch their half-hour news by only 15 minutes. Expansion to an hour would be proportionately larger in its effects.

Affiliates cannot be expected to take that kind of loss merely to accommodate more network news at ordinary rates of compensation. Obviously the networks, if they are determined to expand, must find new inducements for station clearance.

If equitable arrangements can be made, there is a journalistic promise in the expansion of the regular network news programs. The half-hour format restricts all three news to approximately the same kind of presentation each evening. A longer format would provide the opportunity for more segments of varied lengths, more feature material, more innovation. It could lead to three distinctly different programs each night and new excitement for the audience in those periods.

That end is desirable, but only if achieved at mutual benefit to networks and stations.

Wait and see

The FCC has paid $220,000 to the Rand Corp. for a study that is discredited by some FCC staffers but has enough official status to give aid and comfort to nondispatch services that coveted UHF spectrum space. As described in Broadcasting's May 3 issue, the Rand report appraises probable UHF development and concludes that it will not fill the channels reserved for that service. Ergo, the unused UHF channels could be diverted to other purposes.

Rand forecasts that by 1990 there will be at most 290 claims to the 435 commercial channels assigned to the top-100 markets. (The study's omission of translators and noncommercial U's in its calculations is the object of criticism.) If the projection could be accepted as accurate, a diversion of UHF space could be undertaken now, the argument goes.

What to do with it? Well, at the moment citizens band radio is the rage, if not the curse, of the highways. The air is filled with the chatter of people with nothing to say and a special language devised to conceal the emptiness of their exchanges. It is not a service that needs encouragement, but when Betty Ford is pictured communicating from a limousine as First Mamma, the heat is on to give CB more room.

This publication sides with FCC Commissioner Robert E. Lee in his suggestion that UHF be given reasonable time to grow before its spectrum usage is reappraised. That suggestion is even wiser when UHF's potential as a cultural force providing greater competition in television is matched against CB's prospects as a passing fad. This publication is willing to bet that the least-used accessory in the automobile of 1978 will be the CB radio.

Those who are eyeing UHF spectrum space now had their counterparts years ago when FM frequencies lay unoccupied and those in use were losing propositions. The profusion of services now offered by FM in competition with AM is testimony to the wisdom of giving a broadcast service developmental time.

Fulfillment

A year ago, when Wes Gallagher conditioned himself and his colleagues for retirement as president and general manager of the Associated Press, next October at 65, he confided he wanted to see full recognition given broadcasters in the corporate structure of the cooperative press association. Last week the AP membership voted nearly 10 to 1 to ratify election of three broadcasters to the corporate board—an action that was confirmed unanimously by the then 18-member all-newspaper board.

Wes Gallagher broke into journalism in the 1930's when the "press-radio war" was at white heat. AP, being a co-op, was the last of the press associations (there were then at least four) to yield. To some of its diehard members, broadcasters were interlopers and purloiners of their news.

In the four decades that have elapsed, AP has expanded its broadcast news services domestically and abroad. While broadcast clients outnumber newspapers by better than two to one, newspapers supply more than two-thirds of the revenues.

Last week's action was historic. It might not have happened if Paul Miller, chairman of the AP and of Gannett, and Robert M. White II, editor-owner of the Mexico (Mo.) Ledger, project chairman, hadn't persevered. These enlightened journalists gave recognition to broadcast journalism on equal footing with the printed press. And Wes Gallagher, tough-minded but fair-minded erstwhile war correspondent, saw fulfillment of a commitment to himself.

Keith Fuller, 53, who has trained for two years to move into the Gallagher slot, knows broadcasters and broadcast news. Before he became an AP executive, he worked for nearly two years (1955-1956) as news director of KCBD-AM-TV Lubbock, Tex.

"I understand you've been testing EBS for over an hour. Get back to work."

Drawn for Broadcasting by Jack Schmidt

Broadcasting May 10 1976
As a result of two probing TV shows produced by WIIC-TV, Pittsburgh, new interest has been kindled in two separate areas.

One show, "Child Abuse: A Disease In Search Of A Cure," resulted in two Parents Anonymous groups being formed to help adults with child abuse tendencies and problems.

"No Place To Call Home" revealed the poor housing conditions of many of the city's poor. After it aired, the owner of the example home immediately began repairing it, and both city and county government workers have increased their enforcement of housing and health codes.

When WIIC-TV probes, Pittsburgh listens.
How to save hours when there isn't a second to waste.

Before a hospital patient receives a transfusion, the blood should be filtered. On a routine day, that's no problem.

But what happens when there's a rash of accidents over a holiday weekend?

Or a single massive accident?

The slow-but-sure filtering process can become a bottleneck that reduces the odds against survival in an emergency.

Why? Because each and every stainless steel filter casing has to be sterilized before it can be reused.

And sterilization can take several hours.

Precious time saved.

The answer to the problem is a pre-sterilized disposable blood filter casing made from a special plastic. An extremely tough, clear plastic called K-Resin.

Today, these disposable, pre-sterilized blood filters are available to hospitals all over the world.

Disposable blood filter casings were made possible by strong, clear K-Resin plastic.

Interestingly enough, the same plastic that made these blood filter casings possible is opening new possibilities for safer toys.

Tonka Corporation, the toy truck manufacturer, is using K-Resin to make windshields for some of its products. (You've probably seen a Tonka toy truck on TV—it's the one that the elephant steps on.)

A stronger, safer plastic.

Tonka found that K-Resin plastic does not break as easily and is less likely to shatter on impact.

Not only that, it actually costs less than the plastic they had been using.

Wherever there is a need for a plastic that will retain its clarity and stand up to a lot of punishment, there's a need for K-Resin.

A stronger, safer plastic developed by the same people who make fine products for your car.

The people of Phillips Petroleum.

Surprised?

The Performance Company