ATOM SERIES WINS WIDE ACCLAIM!

- Created & Presented New Program Created During Year By Chicago Federated Advertising Club.
- Has aided an "example of the effective use of radio as a teaching tool" by Variety Magazine.
- Being re-broadcast by 35 affiliated stations of National Association of Educational Broadcasters.
- Permission requested by Department of State for use of series in its foreign educational broadcasts.

For the second year, as part of the award-winning "WLS School Time" broadcasts—a five-time-a-week sustaining program for in-school listening, now in its 16th year—WLS is bringing to the Midwest an exciting series based on the drama of the atom.

Each program translates into understandable and dramatic terms the meaning and significance of this new world of Atomic Energy. Written in cooperation with the Argonne National Laboratories, these programs have the enthusiastic support of the Federal Security Agency, which has requested scripts for its permanent library.

Serving the people of the Midwest has been a WLS project for over a quarter of a century. Particularly in this new era the responsibility of radio cannot be overemphasized.

As radio serves, so can it sell... for through consistent services accrues listener loyalty and belief—the basic ingredients of advertising results.

**Service that Sells...**

CUTLINE: 35c PER COPY
FOR EACH ITS OWN...

Now, for WHAS, aggressive and individual national representation by an organization devoted to selling radio—exclusively.

HENRY I. CHRISTAL CO.
NEW YORK • CHICAGO

ASSOCIATED WITH THE COURIER-JOURNAL & LOUISVILLE TIMES • VICTOR A. SHOLIS, Director • NEIL D. CLINE, Sales Director

FOR EACH ITS OWN...

Now, for WHAS-TV, aggressive and experienced national representation by the first organization devoted to selling television—exclusively.

HARRINGTON, RIGHTER & PARSONS, INC.
NEW YORK • CHICAGO • SAN FRANCISCO
A few months ago WSM pointed with pardonable pride to the seventeen network originations which came out of its studios weekly.

The other day the man in charge of studios, statistics and guitar strings came up with the astonishing information that seventeen had now become twenty-four. In the rush of regular business, nobody else had even noticed that the Central South's star salesmaker was producing seven more network shows!

This is added evidence that no other single station in America can match WSM's production know-how, nor offer talent (more than 200 people) of network quality in network quantity. And it explains, better than statistics and surveys which confirm the fact, that you cannot really sell the full potential of the Central South without WSM.

WSM Nashville . . . 650

CLEAR CHANNEL - 50,000 WATTS

IRVING WAUGH, Commercial Manager
EDWARD PETRY, National Representative
LIVE WITH YOUR HEART

Heart disease, the nation's No. 1 cause of death is the subject of an eight-week television series presented jointly by the Delaware Heart Association and WDEL-TV. Heart specialists discuss the many factors contributing to heart diseases, and interview patients who have successfully undergone surgery and other specialized treatment. Thus the public obtains the latest information concerning heart diseases and is encouraged to enjoy life more fully by learning how to "Live with Your Heart." The Heart Series is one of many continuing public service programs which WDEL-TV presents to serve its many thousands of viewers and its advertisers.

WDEL-TV
WILMINGTON - DELAWARE

Represented by
ROBERT MEEKER ASSOCIATES - Chicago - San Francisco - New York - Los Angeles
THOUGH it's seemingly on shelf now, NBC may be expected to revive radio affiliates' rate adjustment question, which it gave high returns from exhaustive analysis of broadcast audiences being conducted by A. C. Nielsen Co. [B*T, March 3]. One of affiliates' chief complaints against proposed rate changes was that formula employed out-dated audience information. New Nielsen project, to which NBC subscribed under contract calling for "largest single survey ever made by the research firm," presumably will eliminate that objection. Results of study expected in few months.

EXECUTIVE CHANGES at NBC may not end with that substitution of WJZ Detroit's Harry Bannister for Vice President Carleton Smith in top station relations post, with Mr. Smith probably moving into O&O Stations Div. (story page 25). Others high in the NBC organization have been heard to say this new man will be Joseph L. Floyd, theatre operator and originator of radio-program "Blind Date;" Edmund R. Ruben, 18-house chain theatre operator in South Dakota and Minnesota (he's former U. of Minnesota football star), and L. T. Bent, who has stock interest in WMIN St. Paul. Each will own one-third.

BETTER HEDGE any beta you've made that FCC TV Allocations will be out before end of month. Past week's work by staff and commissioners covered fewer than 90 pages.

ADVERTISING COUNCIL asking ANA and AAAA co-operation in drive to make service man in Korea feel he is "needed" there and to make his family proud of part he is playing in nation's defense. Campaign urged by Defense Dept. which feels morale is being undermined by increasing criticism that Korean war is "useless."

MOVIE is in making to interest American Bar Assn. in plan to write "reasonable code" covering radio coverage of judicial trials and legislative hearings. Idea originated in National Assn. of Radio News Directors, shocked by ITRA's recent adoption of resolution to curtail overage.

FM spring program clinics will be compressed into two week period from April 28 through May 9 with eleven teams of speakers to be announced soon by President Carl Haverlin.

MILLION DOLLAR network radio advertiser seriously considering expanding budget toaunch television campaign. Only hitch at present is decision as to whether spot or network TV would be most effective. Radio format will remain unchanged.

SOME AMONG 16 stations cited for horse-racing programs [B*T, March 10, 3] will get regular license renewals this week. All have notified the Commission that they had either lopped horse race broadcasts before the Commission's order for license renewal hearings is shortly thereafter. Among those filing such assurances most recently are: WBNX, WPIX TV, WJZ-TV New York; KLAC-TV Los Angeles; WRIB Providence, R. I.; WHT Baltimore.

FCC's definite indication NPA will show (Continued on page 6)

KELO SIoux Falls Sold for $280,000

SALE of KELO Sioux Falls, S. D., to local partnership controlled by motion picture theatre owners was announced Friday by S. Fante Jr., owner-president of station. Price is $280,000 for the 15-year-old station (on 1320 kc with 5 kw). Application for FCC approval will be filed shortly.

New owners of KELO will be Joseph L. Floyd, theatre operator and originator of radio-program "Blind Date;" Edmund R. Ruben, 18-house chain theatre operator in South Dakota and Minnesota (he's former U. of Minnesota football star), and L. T. Bent, who has stock interest in WMIN St. Paul. Each will own one-third.

FORT GETS 1,057 FT. TOWER

GRANT for new 1,057-foot tower for Fort Industry Co.'s WJBK-TV Detroit has been issued by FCC, station spokesmen reported Friday, saying construction will be started "at the earliest possible date." Station currently operating with 500-foot tower. Notice of grant, described by WJBK-TV officials as first for 1,000-foot tower in Midwest, was received from FCC Thursday by Lee B. Wailie, Fort Industry executive vice president.

KFWB to BRANHAM

KFWB Los Angeles has appointed Branham Co. as national sales representatives effective today (March 17), according to Harry Mais- liah, president and general manager of station.

BUSINESS BRIEFLY

B. & W. ADDS STATIONS • Brown & Williamson Tobacco Co., Louisville (Kool cigarettes), adding 30 new radio stations and increasing its schedules on 60 stations starting this week through Ted Bates Inc., N. Y.

SPOTS IN 50 MARKETS • Sinclair Refining Co., N. Y., buying radio and TV spots in about 50 markets for 13-week campaign, starting Tuesday. Morey, Humm & Johnstone, N. Y., is agency

CRANBERRY RADIO CAMPAIGN • National Cranberry Assn. (Ocean Spray cranberries), using a few selected radio markets, mostly for women's participation programs for one-week promotion through Harry M. Frost Co., Boston, starting April 7.

P & G in CANADA • Procter & Gamble's Spie and Span placing radio spot campaign in all provinces of Canada, starting March 24 and 31 for 13 weeks, through Biow Co., N. Y.

MOUTH WASH TEST • Purepac Corp., N. Y., through Leonard Wolf & Assoc., same city, introducing new Chloramint mouth wash. Test campaign—probably using TV spots—to begin shortly in New York area with expansion contemplated if test is successful.

PARSONS SPONSOR • Colgate-Palmolive-Peet (Lustre Cream shampoo) to sponsor Louella Parsons on CBS Radio (Tues., 9:30-9:35 p.m.) starting April 1. Agency: Lennen & Mitchell, N. Y.

PEARSON TO SPONSOR • Pearson Pharmacal Co., N. Y. (Emnds Chlorophyll deodorant tablets and Eye-Gene eye drops), to sponsor Pearson Shows on CBS-TV, (9:00-10:30 p.m., beginning April 4. Agency: Harry B. Cohen Adv., N. Y.

FCC Budget Slashed $1,966,540

IN STINGING initial setback in its quest for additional funds for fiscal year 1953, FCC was told Friday to do housekeeping and cut corners, with nearly $2 million less than its budget request [B*T, Jan. 28, see FCC moneys story, page 29].

House Appropriations Committee approved its Subcommittee on Independent Offices' recommendation that FCC get $6,105,460 for its 1953 fiscal operation, sum that is $1,966,540 less than President Truman's request. It also falls $7,190 under what FCC is operating on in fiscal 1952.

Economy-minded House, however, added $51,810 "for new positions in connection with TV applicant processing" and also $128,000 for the acquisition of new equipment at existing [monitoring] stations." Report also said: "The committee appreciates the heavy work-load presently being carried by this Commission. However, under existing economic conditions it feels FCC should curtail its increase appropriations for any peace-time agency, and it requests the Commission to regulate its work in such manner as will permit performance of essential functions with the funds provided in the bill."

Big chunks of funds turned down by House group concerned moneys for additional monitoring stations. FCC had asked for an increase of $1,142,041 for field engineering and monitoring. Actually, Commission also had asked for $202,365 more for operation of broadcast activities. Therefore, at quick glance, it looked Friday as if House's nearly $20,000 concession for processing of TV applications was far cry from FCC request.

House committee's approval of quarter-million dollars for monitoring stations is for new equipment for existing stations. In report, House committee said in effect FCC would have to economize down line in all add-on moneys and absorb pay increases granted last year, but which ordinarily would mount FCC's pay bill for 1953. At same time House Friday passed Third Supplemental Appropriation which means nearly half-million dollars more. FCC was and is in order to pay for 1952 increases will go off the books.
NBC SPAC COMMITTEE

With outcome of voting on radio representation from District 3 still undecided, annual elections of NBC's Stations Planning and Advisory Committee have returned five committee men from 1951-52 and named six new members for 1952. First meeting of 1952 committee, when officers will be chosen, expected in New York after middle of April. Re-elected NBC members representing radio stations are Richard C. Dunning, KHQ Spokane; Ralph Evans, WHO Des Moines and WOC Davenport; B. T. Whitmire, WFBK Greenville, S. C.

New members for radio: Robert B. Hanna Jr., WGY Schenectady; P. A. Sugg, WKY Oklahoma City; Allen M. Woodall, WDAK Columbus, Ga.; Ed Yocum, KGLH Billings, Mont.

Re-elected for TV: Martin Campbell, WFAA TV Dallas; E. R. Vadeboncoeur, WSYR TV Syracuse.

New members for TV: Stanley Hubbard, KSTP-TV Minneapolis-St. Paul; Lee Walles, Fort Industry Co.'s WSPD-TV Toledo.

Members may serve no more than two consecutive years.

District 3 has been through two run-off ballots entering its third. District consists of Indiana, Illinois, Kentucky, Michigan, western Pennsylvania.

N.Y. EDUCATIONAL TV COMMISSION PROPOSED

Temporary commission to protect and develop interests in educational TV allocations was introduced in New York legislature Thursday night, Dr. Lewis A. Wilson, commissioner of education, said Friday (see story page 77).

Commission would be "authorized and empowered to make and sign any agreements and perform any acts" necessary to fulfill its function: "to develop such plans or arrangements as may be desirable or appropriate for the allocation, operation, management, control, and use of television facilities for educational and cultural purposes."

By assembly rules committee with backing of Dewey administration, bill is expected to pass before legislature adjourns this week, thus providing agency to act immediately on applications of NLRB and IBEW.

Legislation was worked out "very harmoniously," Dr. Wilson said. "We exerted no pressure, but just suggested what we considered a protective move."

With an appropriation of $25,000 to cover staff expenses, the 15-member commission would be composed of legislative leaders, a member each of the boards of regents and board of trustees of State U., state budget director, commerce commissioner, plus seven other appointees.

Commission would be required to report by Feb. 10, 1953, on study of proposed uses of educational TV, desirability of government operation, "outlets, feasibility of private institution operation, and financing of station construction and operation."

WORLD WEEK

World broadcasting system, New York, last week produced 12 new selections by Eddy Howard, 16 by Ray Bloch, 10 by David Rose, and picked up options on the Fontane Sisters for 30 selections during year.

Page 6 • March 17, 1952

In this Issue-

The McFarland Bill at last is reported out by the House Interstate & Foreign Commerce Committee, but not quite in the same form it went in. The first major piece of broadcasting legislation since passage of the present Communi-

aton was passed last year, and may have to survive conferences between House and Senate committees before it gets to a vote on the floor. Page 25.

All-radio Affiliates Committee, preparing its "final" report for presentation at full committee meeting in Chicago March 31, condemns "dangerous prac-
tice of permitting minor advertisers to set our rates for us," urges affiliates to maintain strong bargaining position in relations with their networks.

Page 25.

Nine big sponsors are revising radio and television network plans, and additionally three major agency switches are in the works. Page 25.

Some big changes in the hands last week, Adrian Murphy, president of CBS Labs, became president of CBS Radio, replacing Howard S. Meighan who returned to general executive group of overall CBS organization. Harry Ban- nister, general manager of WWJ-AM-FM-TV Detroit, joined NBC—probably as station relations chief replacing O. S. Whitmire, who is expected to move into the NBC owned and operated station set-up. Page 25.

Ernie, the Hamburger King, sells 1,200 of his overstuffed 'burgers per day. He gives radio advertising most of the credit for his volume. Page 53.

"Peer Gynt," telecast in three parts on NBC-TV, adds up to interesting experiment in prodigious production job, but B*T's reviewer has reservations about the choice of vehicle. Page 56.

One of several problems holding up completion of the FCC's TV allocations is concern of some Commissioners that large area coverage of VHF stations might make those channels so desirable nobody would want UHF. Page 77.

Prospective TV broadcasters so far are finding regional airspace committees—composed of CAA, military and civilian pilot organizations and private flying groups—cooperative in figuring out where to place high television towers. Page 77.

A House subcommittee intends this week to look into the military recruiting advertising plans. Page 34.

Upcoming

Mar. 17-20: Annual Electronics Parts Show, Conrad Hilton Hotel, Chicago.


Mar. 19-21: Assn. of National Advertisers, Fairmont Hotel, Minneapolis, Minn.


Mar. 24-25: 30th annual convention, Conrad Hilton Hotel, Chicago. (Other Upcomings page 36).

CBS, IBEW NEGOTIATING TECHNICIAN CONTRACT

NEGOTIATIONS started last week by CBS and IBEW looking toward new contract covering technical personnel of network and 40 radio and television stations operating on basis of expired 1950 contract. Negotiations had been held up by NLRB election last January which gave IBEW victory over NABET, 616 to 177, according to IBEW News. New wage proposals include increase ranging up to $40. Union also asking changes in working conditions to spell out on paper rules covering TV activity. Parties conferred twice last week, and will meet this afternoon (Friday), William Flits, CBS attorney, heads net-

work's conferences. Appearing for union are Albert O. Hardy, international representative in charge of broadcasting and recording; Russell D. Lighty, international representative and representatives of all locals involved.

NASSER BRIEF

GEORGE and James Nasser, film producers last February in Los Angeles, filed brief with U. S. referee-in-bankruptcy asking government relief from American Federation of Musicians' demands for 5% of grosses realized from old theatrical movies sold to TV and that producer could not completely reacquire Nassers, contesting legality of AFM demands asked court to reject executory demands. Brothers plan to release four feature films to TV and any left over returned to them by United Artists through court order [B*T, March 10] UA plans to appeal court decision. AFM en-

tered show-case petition seeking to reestablish Nassers from releasing those films to TV until they again in 1950 recording fund contract established movies to TV. Hearing was docketed last Friday when Nasser brief was filed.

for more AT DEADLINE see page 110

BROADCASTING • Telecasting

Closed Cir.

(Continued from page 5)

considerate attitude toward new TV when they plan construction projects. Bernard Joseph, head of NPA broadcast to give major policy talk at NARTB Engineering Conference in Chicago.

DESPITE chronic sniping on Capitol Hill, Voice of America and other U. S. information activities face this afternoon $50 million budget cut last year. At least, House Appropriations sub-committee is set to recommend more funds in report to full committee shortly. Program drew $94 million last year; asks $135,272,921 after July 1, with $20 million for radio broad-

casting and $30 million-plus for new facilities.

IF VOA money boost materializes, credit with large assist: (1) Congressional look-see at USCG Courier, first seagoing radio rela-
tion, and (2) reorganization of U. S. opera-
tions under new International Information Administration. Latter served to answer some Hill clamor for stronger Voice in psychological warfare.

MOVE underfoot in Bryson Judiciary sub-committee that could raise price of cost of manufactured records. While House group has been concerned mostly with juke box revenue problem, request for increases in composer return from manufacturer tentative
dulyed for hearing March 21. Author-

ities say if proposals click in Congress and become law, radio-TV industry could be hit indirectly with higher costs.
World Champions

Home of Champions
Baseball Network

Represented by Bolling

New York • Boston • Chicago • Los Angeles • San Francisco
JANUARY 1952

BOXSCORE*

**MORNING**

6 A.M.—12 Noon
Mon. thru Fri.

WPRO's share of audience (36.8%) is 69.6% greater than the second-place station, and is 20.7% larger than the COMBINED audience of the No. 3 and 4 stations.

**AFTERNOON**

12 Noon—6 P.M.
Mon. thru Fri.

WPRO's share of audience (38.3%) is 33.0% greater than the second-place station, and is 9.1% larger than the COMBINED audience of the No. 3, 4, 5, 6, and 7 stations.

**EVENING**

6 P.M.—10:30 P.M.
Sun. thru Sat.

WPRO's share of audience (31.0%) is in a photo-finish with station B (31.1%)... 67.6% greater than station No. 3 and 98.7% greater than station No. 4.

* Source: C. E. Hooper, Inc.

but that's only HALF the story

—the Providence-Pawtucket half! Another of America's major market areas, Fall River-New Bedford, Mass., relies on WPRO for its popular CBS and local programs. WPRO's powerful 5000 watts on 630 kc cover this rich New England market with a signal greater than 2 millivolts.

WPRO Offers You DOUBLE Major-Market Coverage—HIGHEST Ratings—The MOST Listeners at LOWEST COST-PER-1000!

listeners are customers!  customers are buyers!

**WPRO AM & FM**

PROVIDENCE-630 KC - 5000 W

REPRESENTED BY RAYMER

THE NEWSWEEKLY OF RADIO AND TELEVISION
Published Weekly by Broadcasting Publications, Inc.
Washington 4, D. C. Telephone ME 1022

IN THIS BROADCASTING...

DEPARTMENTS

Agency Beat 10
Aircasters 64
Allied Arts 72
Editorial 58
FCC Actions 102
FCC Roundup 107
Feature of Week 18
Film Report 96
Front Office 60
New Business 10
On All Accounts 10
Open Mike 14
Our Respects to 12
Programs, Promotion, Premiums 89
Radiorama 68
Strictly Business 18
Upcoming 36

TELECASTING Starts on page 75

WASHINGTON HEADQUARTERS

SOL TAISHOFF, Editor and Publisher

EDITORIAL: ART KING, Managing Editor; EDWIN H. JAMES, Senior Editor; J. Frank Barty, Earl B. Abrams, Associate Editors; Fred Fitzgerald, Assistant Managing Editor; Dave Breyn, Assignment Editor; Lawrence Christopher, Technical Editor. STAFF: John H. Kearney, Patricia Kiley, John Osborne, Keith Trantow. EDITORIAL ASSISTANTS: Pat Kowalczyk, Eunice Kielty, John Osborne, Keith Trantow, Joy Miller, Betty Krebs; B. T. Taishoff, Treasurer; Irving C. Miller, Auditor and Office Manager; Eunice Weston, Assistant Auditor.

CIRCULATION AND READER'S SERVICE: JOHN P. COSGROVE, Manager; Doris J. Busehling, Ruth W. Davis, Madeleine Tress, Elwood M. Sies, Clyde Baker.

NEW YORK BUREAU

428 Madison Ave., Zone 22, Room 8-319, EDITORIAL: Rufus Carter, New York Editor; Florence Small, Agency Editor; Dorothy Munster, William Ruchti, Liz Thackston. Bruce Robertson, Senior Associate Editor. ADVERTISING: S. J. PAUL, Advertising Director; Eleanor R. Manning, Assistant Advertising Director; Kenneth Cowan, Advertising Representative.

CHICAGO BUREAU

360 N. Michigan Ave., Zone 1, EDITORIAL: J. C. W. Shaw, Midwest Advertising Representative; Jane Finkerton, News Editor.

HOLLYWOOD BUREAU

Taft Building, Hollywood and Vine, Zone 28, Room 1801; R. R. Blake, WALTER C. NELSON, William H. Shaw, Midwest Advertising Representative; Jane Finkerton, News Editor.

TORONTO: 417 Harbour Commission, Empire 6-0775

James Montagner.

Annual subscription for 52 weekly issues $7.00.

Annual subscription including BROADCASTING Yearbook (53rd issue) $9.00, or TELECASTING Yearbook (54th issue) $9.00.

Annual subscription to BROADCASTING TELECASTING including 54 issues $11.00.

Add $1.00 per year for Canadian or foreign postage. Regular issue 35¢ per copy; 33rd and 54th issues 50¢ per copy.

Address Change: Please advise promptly, giving both old and new addresses, to maintain uninterrupted delivery.

BROADCASTING Magazine was founded in 1931 by Broadcasting Publications Inc., using the title TELECASTING—The News Magazine of the Fifth Estate Broadcast Advertising—was acquired in 1932 and Broadcast Reporter in 1932.

* Reg. U. S. Patent Office

Copyright 1952 by Broadcasting Publications, Inc.
Will they inherit socialism?

You wouldn't want to leave a socialistic America to your children. Most Americans wouldn't.

But you may — without realizing it. For socialism wears many false faces. You can't always tell it at a glance.

_It's socialism_, for example, when the federal government takes over for keeps the rights and responsibilities of its citizens on any pretext.

_It's socialism_ when the government steps into and takes over a business or industry.

_It's socialism_ when people urge you to give up the freedom to run your own life and let the government run it for you.

Today in America, there are people who would like to see an all-powerful federal government own and operate our railroads, our medical profession, our electric light and power companies and other businesses and services. Perhaps they're not all socialists, but what they suggest is socialism — even though they never call it that.

And they'll have their way unless you act now. Here's what you can do: Start thinking of your future and your children's. Exercise your rights as a citizen. Discuss this danger with your friends and neighbors. Use your ballot wisely. And above all, learn to recognize socialism behind the many false faces it wears.

America's _business-managed, tax-paying_ ELECTRIC LIGHT AND POWER COMPANIES* publish this advertisement to expose some of the many disguises behind which socialism operates in this country.

*Names on request from this magazine

Electric power is the key to U. S. production strength. We need more and more of it to produce more steel, aluminum and other materials, and to make them into more planes, ships, tanks and guns.

America's electric light and power companies have planned ahead to have enough electricity ready on time to meet foreseeable demands.

They'll have it ready...if their suppliers can get the steel and other materials they need to finish the new power plants, new lines and equipment they've started.
The two pig-type characters may suggest a couple of time salesmen just back from a two-week agency trip, but actually it’s just a pair of potential participants praying for a de-emphasis on college football.

You can’t blame anybody for trying to avoid a kicking around, least of all an advertiser. So... next time you’re placing a schedule in Oklahoma City remember it’s just about like doing business anywhere else... you have to know the right people... and KOMA is the station that has the acquaintance you need. Our 50 kilowatts have made a lot of friends in the many years they’ve been in business in Oklahoma. Use them to introduce your client’s product to the right people.

FRANK J. REYNOLDS, vice chairman of board of directors, Albert Frank-Guenter Law Inc., N. Y., elected agency president succeeding J. M. HICKERSON who resigned [B&T, March 9].

A. E. HANSE, account supervisor, Blow Co., N. Y., elected vice president.


HAROLD R. OHLEYER, vice president of Knox-Reeves Adv., S. F., to J. Walter Thompson Co., that city, as account executive.

Mr. Hanser

FLOYD HOLM, manager, Compton Adv., Hollywood, elected vice president.

JANE LEIDER, media director, Harrington-Richards, L. A., division of Fletcher D. Richards Inc., to Yambert-Prochnow, Beverly Hills, in similar capacity.

ROBERT G. EVERETT, vice president of Price, Robinson & Frank, Chicago, is an account executive who takes his own product copy seriously at home as well as at the office.

Executive on Quaker Oats’ Aunt Jemima cake mixes, he frequently stirs up batches of silver cake and devil’s food. His wife, typically, adds the frosting.

Bob Everett has been operating at high gear in a cloud of flour dust for some 13 years. It all started in 1939 when he joined Hutchinson Adv. Co., Minneapolis, which handled the Pillsbury business as the forerunner to McCann-Erickson there.

Mr. Everett began his advertising chores in black and white, in which he had been involved less remuneratively at Coe College as business manager of the paper. A Sigma Nu and commerce major, he was graduated in 1936. His first job was for the Minneapolis Star, working in circulation, business management and merchandising for two years.

From Hutchinson he went to King Midas Flour Mills, also in Minneapolis, as advertising manager. Responsible for organizing the first advertising department, he appointed Oimstead & Foley as the agency and worked on distribution of flour and feed products in four Northwest states—and Pennsylvania. He has never solved the mystery of just how distribution jumped over the states between Minnesota and Pennsylvania.

After being drafted into the Navy on V-E Day, he spent 12 months studying radio and supervising separation procedures before returning to King Midas in the spring of 1946. The following year he joined General Mills as a product advertising manager, supervising Apple Pies Quick, Betty Crocker soups, Kix, the cake mixes and Softasilk cake flour in the grocery products division. Television hadn’t entered the living room picture in those days, but Mr. Everett worked on radio with all four General Mills agencies.

In 1949 he went to Chicago and the C. J. La Roche Co., which handled part of the Quaker Oats account. He remained as a vice president and a Quaker Oats account executive when the agency became Price, Robinson & Frank a few months later.

A "field worker" as much as a (Continued on page 61)
HAL GARDNER, vice president of Meldrum & Fewsmith, Cleveland, to executive staff of W. Earl Bothwell Co., N. Y.; KIRBY KATZ, Biow Co., N. Y., named Bothwell copy director; ROBERT FINE, Food Fair Stores, Phila., appointed to merchandising staff and LEONARD McMANNON, Malap Adv., Kansas City, joins Bothwell research staff.

EMMETT C. MCGAUGHEY, Southern California manager, Cappel Mac-Donald & Co., to Erwin, Wasey & Co., as executive vice president in charge of Pacific Coast operations.

WALLACE V. MACKAY, GERALD A. HOECK and MARLOWE HAR- TUNG named general partners in Wallace Mackay Co., Seattle.

WILFRED CHARLAND, vice president in charge of radio and television, McKim Adv. Toronto, named director.

PAUL HOGUE, copy department, McCann-Erickson, N. Y., to writing staff, Morey, Humm & Johnston, that city.

WILLIAM A. WILKINSON, vice president, Foote, Cone & Belding, L. A., retired March 15 but continues as consultant on Sunkist Growers Inc. account (oranges, lemons).

LEON GREENFIELD and MURRAY FIRESTONE, Ralph A. Hart Adv., Phila., to Ernest Greenfield Adv., that city, as vice president-art de- 

rer and director of radio-TV respectively.

ELMER PIZZI, Al Paul Lefton Co., Phila., to art department of Gray & Rogers, same city.

RAYMOND J. VISCARDI, vice president of Dundon Assoc., N. Y., to William Wilbur Adv., that city, in same capacity.

BERNARD E. HOWARD, account supervisor, Campbell-Mithun, Minne- apolis, elected vice president.

JAMES R. MILLER announces formation of his own agency, Miller & Co., 120 Sixth Ave. North, Seattle. Account executives will be J. C. GROVER, H. L. LEVERS and H. J. GOREN, all Seattle advertising men.

PAUL M. CRAMER, manager of media and research, Griswold-Eshleman Co., Cleveland, named director of research. Media department will be headed by WILLIAM A. WEAVER, assistant to the agency's president.

JACK MILLER, manager of commercial art department, KLAC-TV Hollywood, to Jack Vaughan Adv., Burbank, Calif., as production manager and media director.

BUCKINGHAM GUNN, Foote, Cone & Belding, and PHILIP M. WHITE, Calkins & Holden, Carlock, McClintock & Smith, both Chicago, are chairman and vice chairman respectively of city's Cancer Crusade.

JAMES O. HANLEY, staff writer, Minneapolis Tribune, to Alfred Colle Adv., Minneapolis, as copywriter.


EDGAR C. PIERCE, director, KFI Hollywood, to Geoffrey Wade Adv., that city, as agency supervisor of KNBH (TV) Alka Seltzer Newspaper of the Air.

HAROLD KIRSCH Co., St. Louis, moves office to 8417 Delaire Blvd.

DOROTHY LEARY, personnel manager, George Jensen Inc., N. Y., to Ted Bates & Co., that city, in similar capacity.

DENNIS Adv., Glendale, Calif., moves to 4564 York Blvd., that city. Telephone is Albany 3287.

HARRY G. WILLIS & Assoc., Glendale, Calif., moves to 404 E. Broad- way. Telephone is Caapman 5-3325.

KNOX REEVES Adv. closes San Francisco branch April 1.


JOHN L. HALPIN Adv., Schenectady, moves to larger quarters at 207 State St.

BROADCASTING • Telecasting

PEORIA'S OWN RAILROAD LINKS EAST AND WEST

Toledo, Peoria and Western Railroad by-passes congested big-city terminals, providing a "time cushion" for freight schedules. Peoria's own railroad, the Prairie Marksman, is a shortcut between east and west and makes Peoria a "hub" of freight traffic.

WMBD Dominates the Rich Peoria Market

WMBD is the "hub" of radio listening in all the Peoriarea and provides the shortcut to direct sales results. WMBD's ability to sell goods and services to consumers in the Peoriarea market has been proven time after time.

IT'S SALES RESULTS THAT COUNT: Ask the people at Cohen Furniture Co., on the air with WMBD for twenty years. Ask the people at Maxon Inc., agency for Stag Beer, who just received their class "A" half-hour for the third straight year. Ask your Free & Peters Colonel about WMBD . . . for 25 years First in the Heart of Illinois.

CHARLES C. CALEY, President and General Manager
DON D. KYNASTON, Director of Sales

See Free & Peters . . .
In New York state... it's the toast of SYRACUSE—SCHENECTADY—BINGHAMTON—for Utica Club Beer

In PITTSBURGH... it's going like hot cakes for the Braun Baking Company

In TULSA—ST. LOUIS—OKLAHOMA CITY... Milnot says it's the cream of the crop

In DETROIT and TOKYO... it's on tap—thanks to E. & B. Beer

In MINNEAPOLIS... they're in a lather about it, says Marlene Shampo

It's TV's No. 1 Musical

"OLD AMERICAN BARN DANCE" IS SWEEPING THE LARGE METROPOLITAN CENTERS—doing an outstanding selling job in 28 markets—a show that really "rates":

WOW-TV, Omaha—30.9
WBTV, Charlotte—42.6
WWJ-TV, Detroit—11.5
WAFM-TV, Birmingham—21.0

IT'S A FACT THAT "COUNTRY" ENTERTAINMENT IS TREMENDOUSLY POPULAR NATIONALLY—

- Folk records are the largest sellers in the U.S.
- More and more "Pop" artists are cutting country tunes—scrambling to get aboard the "hillbilly" bandwagon.
- Barn Dance Entertainers are in Show Biz' "Big Time" (Tennessee Ernie, Capitol recording star and another "Old American Barn Dance" name has guested on the Frank Sinatra show and headlined long engagements at New York's famous "Copacabana").

In May the Astor Roof, New York City, goes "country"!

And here's what a leading trade publication recently said about Old American Barn Dance: "...ingredients necessary to capture big-city audiences as well as those in the rural areas..."

BILLBOARD—March 1st.

"OLD AM"

26 half-hour films with an

UTP
Largest Distributor of Quality TV Films

Candy Mountain Girls Sundy, Corky and Marjane. Featured commercially on NBC, CBS.
NBC BOUGHT IT FOR CHICAGO!

ERICAN BARN DANCE

Produced by KILN-UNITED STUDIOS

All-Star" Barn Dance cast starring BILL BAILEY as emcee

famous from coast-to-coast as headliner on "National Barn Dance", "Hoosier Hop" and the "CBS Saturday Night Party"—many others.

SWING YOUR SALES WITH "THE OLD AMERICAN BARN DANCE"

Phone, write, wire...

TEX WILLIAMS
Star of "Riverside Ranch", NBC.
Recording star of "Smoke, Smoke, Smoke" fame.

PEE WEE KING
Heads the No. 1 Western Band
in the country. Wrote, popularized "Tennessee Waltz", "Slow Poke" and many other hits.

TEX WILLIAMS
Star of "Riverside Ranch", NBC.
Recording star of "Smoke, Smoke, Smoke" fame.

PEE WEE KING
Heads the No. 1 Western Band
in the country. Wrote, popularized "Tennessee Waltz", "Slow Poke" and many other hits.

UNITED TELEVISION PROGRAMS, INC.

444 Madison Avenue New York • P. 3-4620
140 North Michigan Chicago • CE 6-0041
140 North La Brea Hollywood • WE 8-0181

Other outstanding UTP releases—Royal Playhouse • Movie Quick Quiz • Hollywood Off-Beat • Rebound • Sleepy Joe • The Chimps Double Play with Durocher and Day • others.

Exclusive distributor for Bing Crosby Enterprises, Walter Schwimmer Productions, and others.
April-May-June

What are the big promotion days . . . the special selling events and unusual program possibilities of these next three months? What’s the expiration date of a 15-week contract signed during this period? The answers, plus lots of other useful sales-program data, can be found in the second-quarter APS calendar, now enroute to all our subscribers and many other broadcasters who like and use it. If you’re using the first quarter and haven’t written to request the balance just drop us a card.

What Have We Done?

NARTB Convention-time marks a yearly anniversary in radio. That’s when we meet and greet old friends and new ones, and it’s doubly pleasant because it’s the anniversary of the starting-date of so many of our good subscribers. As we get ready to pack up our library and ship it to Chicago for inspection by another crop of interested broadcasters, we find ourselves jotting down the things we’ve done since “Convention-51.” Here are some:

—Made sales training history with 14 different monthly transcribed sales meetings, now being listened to by more than 1,000 active radio people every single month.

—Took precedent out the window by bringing it possible for broadcasters to use sections of the jumbo APS library at rates that start at $19.50 per month.

—Added such great stars as Rosemary Clooney, Guy Mitchell, Denny Vaughn and others, to what is now the greatest roster of talent in any one library.

—Traveled across thousands of miles of the U.S. and Canada visiting hundreds of operators and working with many, many more at state association meetings, sales clinics, ad clubs, etc.

—Stored up hundreds of experiences, anecdotes and on-the-spot observations for release to broadcasters in future issues of “The Needle!” and forthcoming sales meetings.

—Issued a sparkling pronunciation guide for announcers.

—Finished work on a special catalog of production music that will be a basic desk-tool in every APS station.

—Stream-lined our own organization to make it possible for us to hold the APS price line—now for any least!

All these things—and many more—come from our 1951 day book. It’s been a year, and we earnestly hope you’ll help us start an even better one at NARTB on March 31-April 2. We’ll all be there in Room 532A at the Conrad Hilton.

Who’ll be There?

Here are some of the folks you’ll enjoy meeting at the APS-NARTB exhibit:

—Andy Wiswell, APS Vice President and Recording Director. Certainly the top man in his field in the transcription industry—we think he’s tops period.

—John Andrus, Treasurer of our parent company, Muzak Corporation. He’s a pioneer in this field, and his outlook on business in general is better than a Washington Newsletter.

—Bill Houghton, APS Service Manager, has dealt with just about every station in the nation—our prospects and our subscribers! Handsome bachelor, too!

—Ed Hochhauser, Jr., APS Sales Chief. Like most salesmen, he has more friends than customers, but he’ll be trying to balance things up.

—Mitch, who gets most of the credit while everybody else does all the work!

Come see us!

ASSOCIATED PROGRAM SERVICE
131 W. 46th Street, New York
Plaza 7-7110

Rah, Rah, Yearbook
EDITOR:
AS BOOK REVIEW EDITOR OF JOURNALISM QUARTERLY WOULD LIKE TO REVIEW TELECASTING YEARBOOK WHICH I FEEL IS MORE VALUABLE THAN MOST BOOKS PUBLISHED.

FRED SEIBERT
U. OF ILLINOIS
CHAMPAIGN, ILL.

Everybody’s Happy
EDITOR:
We at WCCM would like to commend you for the excellent manner in which you handled the story of WCCM and industry which appeared in your Feb. 25 issue. Since its publication, WCCM has received letters and queries from others in the broadcasting field relative to further details concerning WCCM’s time sales to industry. The article also drew a lot of favorable comment from our business friends in this area.

George H. Jaasper
President
WCCM, Lawrence, Mass.

Who, Us?
EDITOR:
United Press says your fine publication is planning on doing something about “the whole question of broadcasting’s place in the news gathering family.”

May I hope this is correct. May I also hope you are not going to do a little bit. It’s already late but it’s not too late. Let’s hope what you can arrange for industries to do will not be too little.

Rogan Jones
President
KVOS, Bellingham, Wash.

EDITOR’S NOTE: We are not presumptuous enough to be taking on such an overwhelming problem. UP quoted an editorial in the March 3 which said that Speaker Rayburn’s ban could bring this question to a head. It now appears this potential will be realized unless broadcasters see that it is; see editorial page 56 this issue.

History Lessons
EDITOR:
I do not know whether or not you realize it, but the section of your Oct. 16, 1950, Twentieth Anniversary issued headed “Two Exciting Decades” has been a most valuable reference work for anyone who has to make talks in public from time to time on this business of broadcasting.

It also serves as a most valuable source of material for checking back occasionally to find when a certain incident occurred. I won-
Supreme dependability...Will Save YOU Time and Money!

Model 300

AMPEX Magnetic Tape Recorders

AMPEX ELECTRIC CORPORATION......Redwood City, California
new business

Spot • • •

NATIONAL BISCUIT Co., N. Y., to launch national campaign for Nabisco Premium and Snow Flake Saltine crackers. Campaign includes announcements on 189 stations carrying Arthur Godfrey's morning show on CBS Radio plus more than 275 spots in selected markets. Agency: McCann-Erickson, N. Y.


BARNEY'S CLOTHES, N. Y., places 25 spot announcements on WNEW New York for 13 weeks in addition to present advertising on WNEW, WMCA and WINS, all New York. Agency: Emil Mogul Co., N. Y.

MILLER BREWING Co., Milwaukee, to sponsor daily five minute weather programs on all stations of Alaska Broadcasting Co. NORTHWEST AIRLINES to sponsor 9 a.m. Sunday news on stations in Anchorage, Fairbanks and Seward. Agency for Miller: Mathisson & Assoc., Milwaukee. Agency for Northwest: Cunningham & Walsh, N. Y.


Network • • •

ARMSTRONG CORK Co., Lancaster, Pa., renews Armstrong's Theatre of Today, Saturday, 12-12:30 p.m. EST, on CBS Radio for 52 weeks. Agency: BBDO, N. Y.

CLAROL Inc., Stamford, Conn. (women's hair preparation), starts Let's Go Hollywood on 10 CBS California radio stations, Sun. 10:15-10:30 p.m. PST, for 25 weeks from April 6. Agency: Shewle Inc., N. Y.

CARTER PRODUCTS Inc., N. Y. moves City Hospital from ABC-TV to CBS-TV effective March 25. Show will alternate with Schick Inc.'s Crime Syndicated, 9-9:30 p.m. EST. Agency for Carter Products: Sullivan, Stauffer, Colwell & Bayles, N. Y.

GILLETTE SAFETY RAZOR Co. and R. J. REYNOLDS Co., sponsoring five minute warm-ups and five minute summaries respectively before and after MBS's Game of the Day [B*TV, Feb. 26, 11]. Gillette will use time 7 days per week; Reynolds, six day. Remaining time sold by MBS to GENERAL MILLS for Wheaties. Agency for Gillette and its subsidiary, Toni Co., which shares sponsorship: Maxon Inc. Agency for Reynolds: William Esty & Co., same city. Agency for General Mills: Knox-Reeves Adv., N. Y.

REICHHOLD CHEMICALS Inc., Detroit, adds five stations to America's Town Meeting, ABC-TV, Sun., 6:30-7 p.m., increasing number of outlets to 13. Agency: MacManus, John & Adams, Detroit.

GENERAL FOODS Corp., N. Y., to replace Hopalong Cassidy effective March 22 with Tarzan series, Sat., 8:30-9 p.m., CBS Radio. Agency: Foote, Cone & Belding, N. Y.

STANLEY DRUG PRODUCTS, Portland (specialty drug products), starts Command Theatre on 28 Columbia Pacific Network stations, Sun., 1:30-2 p.m. PST, for 52 weeks from March 16. Agency: Edward S. Kellogg Co., L. A.

LEWIS HOWE, St. Louis (Tums) replaces Tum's Hollywood Theatre with Barry Craig, Confidential Investigator on 25 Trans-Canada network stations, Tues., 8-9:30 p.m. Agency: Duncan-Fitgerald-Sample, Toronto.


Agency Appointments • • •


ELECTRONIC SPECIALTY Co., Glendale, Calif. (Shavex electric shaver), appoints Factor-Breyer Inc., L. A.

EMENEL Co., Loma Linda, Calif. (vitamins), appoints Harry G. Willis & Assoc, Glendale.

QUALITY BAKERS OF AMERICA COOPERATIVE Inc. (Sunbeams (Continued on page 48))

Page 16 • March 17, 1952
"THE SELLING STATION"

in

Indianapolis, Indiana

WXLW

is pleased to announce the appointment

of the

JOHN E. PEARSON COMPANY

NEW YORK  CHICAGO  DALLAS  MINNEAPOLIS

LOS ANGELES  SAN FRANCISCO

as its exclusive national representative

effective immediately

For the Indianapolis story and availabilities on
the Selling Station of Indianapolis, see your
PEARSON MAN

WXLW

1590 KC  ROBERT D. ENOCH

General Manager

1000 W-D
A birthday cake marks occasion of Gold Leaf's first anniversary of advertising over KDYL. At informal ceremony are (l to r) Meares, Wright, Woolley and Bacon.

** Tight Shot Features of the Week **

** Another ** business built by radio is the Gold Leaf Insurance Co., which this month completed a full year of advertising over KDYL, Salt Lake City.

Fred J. Bacon Jr., president of the Utah hospital and surgical insurance company, opened his office early last year. His advertising objectives were threefold: To build a sales organization; to inform people that his new health and surgical insurance policy was available, and to obtain leads on prospective customers.

Today, without having spent a cent on any medium other than radio, 17 salesmen are kept busy. At the outset, Harold Woolley, KDYL account executive, convinced Mr. Bacon to begin a spot announcement series on the Will Wright musical programs, The Old Corral and Hit Review.

The announcements were scheduled on a daily basis. Monday, Wednesday and Friday spots were heard in the period between 6:30-6:45 a.m. Tuesday, Thursday and Saturday announcements were aired between 7:45-8 a.m.

KDYL announcements have drawn from three to 18 leads every morning. Gold Leaf salesmen closed out about 85% of these leads.

In midsummer, Mr. Bacon expanded his radio campaign to include announcements on two other stations in other Utah areas. When these announcements failed to produce the expected quantity of leads, Mr. Bacon decided to try recorded spots by Mr. Wright. Almost immediately the Salt Lake City story was repeated—the leads started flowing in.

Mr. Bacon believes that Mr. Wright has in his voice a quality of sincerity which inspires trust and accounts for his success.

Salesmen have repeatedly reported that sales have been closed more easily because of the trust and confidence already established through radio.

To back up his radio leads, Mr. Bacon has been scrupulous in maintaining that confidence through the caliber of his operation and his selection of salesmen.

** Strictly Business **

"Salute to radio" luncheon on March 25 in connection with the annual meeting of the Canadian Assn. of Broadcasters, the main organizer of the event was Andrew Arthur McDermott.

A newspaperman, Andy McDermott got into radio in the depression '30s when he saw western Canadian daily newspapers losing circulation while radio stations increased their listening audience by providing frequent newscasts.

Today, the friendly and hard-working Mr. McDermott is vice president and general manager of Radio & Television Sales Inc., Toronto, a firm he founded in 1951 to represent a number of French language radio stations at Toronto and Montreal.

He entered radio as a newscaster about 1930 on the former CHWC Regina (later merged with CKCK there). He did an early morning newscast for which he was paid.

(Continued on page 63)
An unabridged dictionary of the glib ad lib, WBT's Kurt Webster delivers a 46% Share of Audience on his 9 AM audience participation show, "What's Cookin'?" ... pulls 50%-plus at 11:30 AM for "Street Man" and on his "Midnight Dancing Party." Kurt's audience-pulling power is another reason why advertisers who want to put in a good word for their products in the Carolinas naturally turn to WBT and its local personalities.

Webster has a word for it

COLOSSUS OF THE CAROLINAS

WBT

CHARLOTTE, NORTH CAROLINA

JEFFERSON STANDARD BROADCASTING COMPANY

Represented Nationally by CBS Radio Spot Sales

March 17, 1952 • Page 19
Typical BASIC BUY station for UHF—complete with RCA 1-kw transmitter and antenna. Delivers up to 20 kw, ERP. Provides four program services. No local talent or local pick-ups needed. Size of transmitter, unit arrangement, and future plans determine the floor area (layout here is only 30' x 20'). For higher power, add an RCA 10-kw amplifier to the "1-kw". Add studio facilities any time.
"Buy" does the most

- with the least TV equipment
- VHF or UHF!

4 PROGRAM SERVICES
- no local studios needed!

- Network programs
- Local films (16mm)
- "Stills" from local slide projector
- Test pattern from monoscope (including individualized station pattern in custom-built tube)

This picture illustrates what we think is the minimum equipment a TV station should have to start with—and earn an income. The arrangement can handle any TV show received from the network and provides station identification and locally inserted commercials as required. In addition, it offers an independent source of revenue—by including film and slide facilities for handling local film shows and spots, or network shows on kine recordings.

The BASIC BUY includes: A transmitter and an antenna (necessary for any TV station); monitoring equipment (required by FCC); film and slide equipment (for local programs—and extra income); monoscope camera for reproducing a test pattern of known quality (important for good station operation and as an aid to receiver adjustment); and a control console that saves operator time and effort (it enables one technical man to run the station during nearly all "on-air" periods).

RCA's BASIC BUY can be used in combination with any RCA transmitter and antenna, of any power—VHF or UHF. Matched design and appearance make it easy to add facilities any time (you need never discard one unit of a basic package). And note this: RCA BASIC UNITS ARE IDENTICAL TO THE RCA UNITS USED IN THE BIGGEST TV STATIONS!

RCA's BASIC BUY is already being adopted by many TV station planners. Let your RCA Sales Representative work out a flexible package like this for you—show you how to do the most with the least equipment!

This is what the BASIC BUY includes!
"KWKH does a good job for us"

Says JOE T. MONSOUR
President, Monsco Supply Company
IMPORTANT LOUISIANA DISTRIBUTOR

As the promotion-minded head of one of the most successful plumbing-supply houses in the Louisiana-Arkansas-Texas area, Mr. Joe T. Monsour advertises extensively over KWKH. Here's what he recently wrote us:

"We have found that KWKH goes 'All Out' to service our account. Our advertising over this station has produced outstanding results for the various nationally-advertised products we distribute. It has increased our sales volume because of the constant reminder to the public that we desire to serve our customers with the very best products in the field. In other words, Radio Station KWKH is doing such a good job for us we see no reason for considering other media.

(Signed) Joe T. Monsour"

KWKH DAYTIME BMB MAP
Study No. 2—Spring 1949
KWKH's daytime BMB circulation is 303,230 families, daytime, in 87 Louisiana, Arkansas and Texas counties. 227,701 or 75.0% of these families are "average daily listeners". (Nighttime BMB Map shows 268,590 families in 112 Louisiana, Arkansas, Texas, New Mexico, Mississippi and Oklahoma counties.)

KWKH
A Shreveport Times Station

50,000 Watts · CBS

The Branham Company
Representatives

Henry Clay, General Manager
FCC REVAMP

House Group Reports Own McFarland Bill

This is what the House version would do:

- When the broadcaster goes before FCC for renewal of his license, he would still need to prove he is operating in the public interest as he must do now.
- The McFarland bill would have changed this by placing "burden of proof" with the Commission. The licensee would not have to prove he is operating in the public interest when going to hearing before FCC for renewal of his license.
- The broadcaster would no longer be required to file as much detail as he does now when he is filing for a license renewal.
- There would be a 30-day protest period available on grants which are issued without a hearing. But hearing cases would have to be completed within six months, or the Commission must notify Congress of the delay.
- A time limit would be placed, within three months of filing, for FCC's action on original applications, renewals and transfer cases, or again, Congress would be told.

- Notification of 30 days would be required for applications are set for hearing or grants are issued without hearing.
- FCC would have the authority to issue cease and desist orders, to suspend licenses not longer than 90 days and to levy fines up to $500 per day for violations of the Communications Act, FCC regulations or treaties.
- Suspending licenses and levying fines are additional powers not in the McFarland bill.
- So-called "double jeopardy" in anti-trust cases, whereby a licensee is subject to both FCC action and the courts, still stands. (This is one of the major broadcaster complaints which the McFarland bill would have eliminated, by permitting FCC to refuse a license only after the court has ruled that an applicant's license is revoked because of anti-trust activity.)
- FCC's procedure in cases which must go to formal hearing and any court review that may

(Continued on page 54)

NETWORK CLIENTS

At Least Nine Alter Plans

By FLORENCE SMALL

At least nine major advertisers are revising their radio and television plans with some sweeping changes contemplated that may alter appreciably the present makeup of the network's program schedules. In addition, at least four major agency switches by radio and television advertisers will take effect shortly.

Procter & Gamble, Cincinnati, number-one radio and television buyer, is planning to buy the 9:30-10 a.m. morning time on NBC radio, which is understood to have been cleared by 140 stations. By next October the network hopes to get the previous half hour too.

P & G is understood to be considering the addition of both "The Big Story" on CBS radio and "Ma Perkins" into its morning period. Whether the advertiser will continue to sponsor both programs on CBS radio is still to be decided by the firm, with actual decision expected by the end of this week. Latter show, along with the "Tide Show" and Lowell Thomas program are subjects of the recent bid by P & G's agencies for lower nighttime rates [B+T, Feb. 25].

Lever Brothers, New York, is unhappy with its present time on "Lux Video Theatre" (Monday, 8-8:30 p.m.) on CBS-TV and is under considering the switch to the same time period on ABC-TV. In addition the advertiser will cancel its "Joyce Jordan" on ABC radio, 3:30-3:45 p.m., five times weekly, or move it to an early morning time on the network, following the P & G trend.

Pall Mall Increasing

American Cigar and Cigarette Co., New York (Pall Mall cigarettes), is increasing its own television schedule by adding ten secondary markets to its current spot schedule in the top ten markets. Pall Mall is planning to renew its "Big Story" on NBC radio (Wednesday, 9:30-10 p.m.) with an eight-week summer hiatus, and its TV version of "Big Story" on NBC-TV (Friday, 9-9:30 p.m.) using a summer replacement called "The Door With No Name." Sullivan, Stauffer, Colwell & Bayles, New York, is the agency for a new bid by Pall Mall for new NBC radio spots.

Bayuk Cigars Inc., Philadelphia (Phillies cigarettes), will add a television program to its overall advertising budget when it picks up the Wednesday evening 9-9:30 p.m. time on ABC-TV on April 16. Advertising will sponsor the return of "The Adventures of Ellery Queen." The program had been on the network since December 1951. Ellington & Co., New York, is the agency for the Standard Brands and Continental Baking Co., both in New York, are adding segments of the "Hoody Dooky" five times weekly show on NBC-TV to their overall advertising program starting June 1. Ted Bates, New York, is agency for both.

Liggett & Myers, New York, for Chesterfield cigarettes, is expecting to renew the "Perry Como Show" three times weekly on CBS-TV, and its Arthur Godfrey show on CBS radio and CBS-TV. But the status of its two radio shows "Bing Crosby, Wednesday, 9:30-10 p.m. on CBS radio, and the Bob Hope show, Tuesday, 9-9:30 p.m. on NBC radio—is still up in the air. Advertiser is understood to have

(Continued on page 70)
OHIO NETWORK
Formed With WERE as Key
START of commercial operation of Ohio Radio Network, formed to give tailored coverage of the state market through a cooperative radio-station group, was announced last week.

Key station of the network is WERE Cleveland. For the present, WERE will originate almost all Ohio network programs, which are built around a strong sports core. WERE currently originates broadcasts of the Cleveland Indians' baseball games to 30 stations, Cleveland Browns football to 43 stations, and Cleveland Barons hockey to seven outlets.

First network sponsor was Graybar Electric Corp., signed March 7 through WERE General Sales Manager Keith Baldwin, who is to handle all sales arrangements for ORN. Graybar will sponsor the Tenth Inning program following each Cleveland Indians' game over WERE, WAKR Akron, WATG Ashland, WJER Dover, WICA Ash- tabula and WLEC Sandusky. The same program, featuring roundups of all baseball scores by Jack Graney, also will be made available to stations carrying the Indians' games in Ohio, Pennsylvania and New York.

The Ohio network emphasizes its complete flexibility in relation to the number of stations and market locations to potential sponsors, while also providing "one-point" clearance of time, sales and billing through WERE facilities. It was pointed out that network sales and fees can be sold by and originated from any one of the associated stations, and that the cooperative network is not controlled by any individual or group.

Another program currently aired by Ohio Radio Network is the half-hour Country Crossroads, originated by WERE each morning, 11:30 a.m. to noon. WERE also feeds the Bob and Earl football program and Jimmy Dudley baseball programs to the network daily.

The Cleveland Indians games are broadcast, in addition to stations carry-

GORDON MCLENDON (r), LBS president, was presented a plaque by the Disabled American Veterans of broadcast ceremonies in Cincinnati, March 9, in recognition of Mr. McLendon's "exceptional and meritorious conduct in performance of outstanding service" for the DAV. Vivian D. Corby (l), Cincinnati, national DAV adjutant, made presentation.

WHEELER NAMED
Is Bannister Successor
EDWIN K. WHEELER, former business manager of the Detroit Containing chlorpyrifos. Preliminary spot radio test is now underway in one market with actual test campaign to begin almost immediately in three or four markets for 13 weeks. If test is successful, campaign will be expanded nationally.

Mr. Wheeler

Chlorin-Stick Test
WHITEHALL PHARMACAL Co., New York, name Abbott Kimball to head radio committees for the War Chest, Red Cross and other community drives.

BOWMAN QUITS Y & R
PHILIP G. BOWMAN, radio and television director of Young & Rubicam, Chicago, resigned Friday to work as an m.e. on the CBS Radio feature Housewifely Productive League. No replacement as director has been named, but Fred Kilian, former radio and TV account supervisor on Schiltz at Y & R, will handle all programming responsibility.

NETWORK GROSS
Continues Downward Trend
RADIO networks' gross time sales in January continued the decline which during 1951 dropped their combined time sales to nearly 5% below the 1950 level.

Aggregate time sales at one-time rates of ABC, CBS, MBS and NBC totalled $3,795,292 for January, a drop of 13.3% from the total of $16,691,878 for the first month of last year according to Publishers Information Bureau.

Broken down by individual networks, the PIB figures show increased billings for ABC and MBS this January over last, decreases for CBS and NBC, suggesting the January decline is more by rate reductions put into effect last summer by NBC and CBS, but not by ABC and MBS, than by a loss in volume of radio network business.

Jan.'52
ABC $3,307,464
CBS 5,160,182
MBS 1,878,409
NBC 4,281,914
Total: $14,477,939 $16,691,878

DODGE TO GRANT
Accounts Leaves R & R
DODGE Division of Chrysler Motor Co., Detroit, last week switched its passenger car account from Ruthrauff & Ryan, New York, to Grant Advt., Chicago, after almost 20 years with R & R. The account, estimated to bill some $9 million in advertising yearly, will change over from R & R before July 31, a Dodge spokesman said.

Broadcast media gets a relatively small proportion of the billing, he said. Its only television venture, Showtime USA on NBC, was dropped last summer and no future TV plans have been made. Radio, used consistently, varies in quantity from one season to another in its spot schedules.

Ross Roy Agency, Detroit, will continue to handle advertising for the truck division.

Several Dodge dealer associations which have placed their business through R & R are expected to go to Grant also, among them being the Chicago and St. Louis groups, although this was unconfirmed. Mr. Grant, who headquarters in Chicago and will probably supervise the account, was not available for comment.

Methods of handling cooperative advertising will not be affected by the change, the spokesman said.

FERRISE RAISED
To WMMN Managing Dir.
APPOINTMENT of A. Garen Ferrise as managing director of Fort Industry Co.'s WMMN Fairmont, W. Va., and Mark J. Lee, as assistant managing director, was announced last week by William E. Kine, regional vice president of the Central District of Fort Industry.

Mr. Ferrise advances from the post of WMMN commercial manager to succeed Glenn Jackson, who has been named managing director of the company's WAGA-AM-FM-TV Atlanta [B+T, March 10].

With WWMN since April 1949, when he left the position of Production supervisor for Westinghouse Electric & Mfg. Co. to join the Fairmont station's sales staff, he had served as commercial manager since December 1950.

Mr. Lee, a graduate of the U. of Dayton, entered radio as staff announcer at WGBI Scanton, Pa., and also was affiliated with WKST New Castle and WJPA Washington, Pa., and WAKR Akron before joining WMMN in 1943 as announcer-sports director. He was promoted to program director in 1944, continuing in that post until his advancement last week to assistant managing director.
A CHAIN of high-level executive realignments and impending changes startled the broadcasting industry last week, installing Adrian Murphy in Howard S. Meighan's job as president of CBS Radio and slating Harry Bannister, a colorful figure at WWJ Detroit for almost two decades, for a major executive post at NBC.

With unexpected suddenness and no formal explanation, Mr. Murphy was moved from the presidency of CBS Labs into the CBS Radio presidency, and Mr. Meighan returned to the general executive group of the overall CBS corporation. Mr. Murphy's successor at CBS Labs had not been designated late last week.

NBC's equally unheralded announcement of Mr. Bannister's move gave no hint of the nature of his network duties, but it seemed generally accepted that he was destined for top rank in station relations, with Stations Relations Vice President Carleton D. Smith reportedly slated for other NBC duties. Mr. Bannister's move is effective April 14.

CBS President Frank Stanton announced the Murphy-for-Meighan substitution on Tuesday, effective Wednesday.

Although the announcement gave no reasons, it was understood that at least one key factor was that Mr. Meighan had become engrossed in a number of broad policy questions not all of them relating directly to the operation of CBS Radio, and that it was felt he should concentrate in this area, where he had operated prior to becoming CBS Radio president when that division was formed last July.

TV Background

Selection of Mr. Murphy as the new radio chieftain also precipitated industry speculation, since his CBS background has been predominantly in television. CBS reasoning on this is to be that even though Mr. Murphy has been closely identified with TV, his experience and ability as an administrator fit the requirements of the radio presidency.

There was no indication who his successor as head of CBS Labs may be. Peter C. Goldmark, who developed the CBS color television system and the LP record, is laboratories vice president in charge of engineering research and development, but CBS officials questioned whether CBS would wish to saddle his inventive talents with overall administrative responsibilities.

In what was regarded as an impending reshuffling at NBC, observers felt a reassignment for Mr. Smith, when and if it develops, could be traced primarily to the network's lack of success in selling its radio affiliates on the adjustments in their network rates which the plan has been second only to that of Executive Vice President Charles R. Denny, who devoted substantial time not only to development of the plan but also to personal visits to sell it to station management. Mr. Denny currently is on a two-week vacation trip to Europe, slated to return about March 24.

Mr. Bannister, whose forthcoming NBC assignment was officially described only as "an executive capacity," was a member of the special committee, which with NBC officials, developed the "Basic Economic Study" which the new (Continued on page 70)

WINDING up a year's work, the All-Radio Affiliates Committee last week struck out anew at cut-rate radio deals, abridgment of rate-setting rights to the networks and called for fundamental research to show the full extent of radio's listenership and sales impact.

Instead of cutting rates or considering under-the-counter deals, the committee maintained that radio should take a lesson from printed media which, on the basis of increased costs, have raised rates even though their circulations are static and their readerships probably diminished. It was suggested that "special deals" may violate the Robinson-Patman Act as well as the standard advertising contract.

Committee members clearly considered that NBC's controversial proposal for formula-fixed network rates for its affiliates has been killed—"dead as a dodo," in one committee man's words—and that CBS Radio's renegotiation of affiliation contracts, to empower the network to change rates almost at will, should similarly be scotched.

NBC authorities offered no comment.

The committee's summary of its past year's activities will be presented, along with resolutions recommending future activities and policies, as a "final report" of the committee as presently constituted during the NARTB convention in Chicago.

Meeting March 31

This meeting, open to the 354 stations which have contributed financially to the committee's activities, will be held March 31 at 4 p.m. in the Conrad Hilton Hotel's South Ballroom. It will be up to the stations to say whether the committee operation will be continued. The present committee, set up spontaneously under Paul W. Morency of WTIC Hartford during the network rate crisis at last year's convention, feels it was established as a between-convention organization and has made no recommendation for continuance or termination.

though members assert privately that they feel some such organization should be kept in force.

Although the terminology remains to be so worked out, the resolutions to be presented to the affiliates in Chicago were described as including:

- Condemnation of the "dangerous practice of permitting major advertisers to set our rates for us"—taken as a blow at, among others, current efforts of Procter & Gamble to secure night rates more nearly comparable with daytime rates and of General Mills to buy summer spots at substantially reduced rates.

- Reiteration that radio must keep itself financially strong if it is to hold its topmost place as a selling medium.

- Insistence that affiliates should maintain "continuing bargaining position" as regards the rates at which their facilities may be sold—a strike directed especially (Continued on page 71)
THE IMPORTANCE of being Earnest doesn't impress Earnest Propstra. That's his legal name, but to thousands upon thousands of radio listeners—and almost as many customers—he's known as Ernie The Hamburger King.

What does impress this Seattle restaurateur is the power of radio—and, in his case, daytime radio with a saturation schedule consisting largely of 10-second spots—to bring in customers who are happy even before they've sampled his "giant overstuffed hamburgers."

Currently, he sells 1,200 a day of the 'burgers, each made, he boasts, of a sixth of a pound of beef. Ernie takes due credit for serving good food in clean surroundings and for catering especially to "children and their parents," but he attributes most of his success to the concentrated and personalized advertising he does via radio.

Ernie's first advertising, after he bought the restaurant at 118 Pike St., Seattle, in April 1946, was in newspapers but it was unsuccessful. By the fall of that year, he was using his first spot announcements on KEVR (now KING) Seattle. With nighttime radio only, he spent $2,000 a year, and although he was then carrying a full menu, customers began coming in and ordering hamburgers without a glance at the other offerings.

By the fall of 1947, when he switched to KXA Seattle, Ernie had begun to feature the 'burgers. When KXA went on a daytime-only schedule, in November, 1949, Ernie worried that his spots would be less successful. He found, however, that the daytime announcements were even more productive, because he was reaching the women and children before they came downtown and he began to direct his messages to them.

Makes Own Spots

At about the same time, he began to transcribe his own spots. Two recent samples of the 10-second announcements:

This is Ernie. Hamburger lovers come in assorted sizes—small, medium and large. But giant overstuffed hamburgers come in one size only—BIG! Exclusive at Ernie's . . . downtown, 118 Pike, and the new drive-in at 4th and Denny.

Hi fellas and girls, this is Ernie. The Hamburger lover's Declaration of Independence entitles him to life, liberty and the pursuit of giant overstuffed hamburgers at Ernie's, 118 Pike and 4th and Denny.

The effect of the personality, the humor and the direct approach to young listeners was felt immediately. Every day, Ernie says, he is approached by mothers with children in tow, and the typical remark is: "My little boy hears you on the radio all the time and insists we come here to eat."

Ernie's present schedule includes ten 10-second and one 1-minute spot daily on KXA, all transcribed by the advertiser, a one-minute announcement daily on the Spike Hogan Show (also KXA), and five nightly announcements on the late-music Bill Apple Show on KRSC Seattle. The last is used to plug his drive-in, opened in 1951.

In addition, since last December, Ernie has been using one-minute spots on KING-TV Seattle, on a small schedule. The present advertising budget, averaging between $800 and $900 monthly, goes 100% into radio, except for the video spots and occasional courtesy ads in high school publications.

Success? In 1949, Ernie's volume of business was 14% over 1948. In 1950, it was up 22% over '49. In 1951, the volume was 31% over 1950. The sky is apparently the limit for Ernie's beloved hamburger lovers, but Ernie isn't worried. As he said recently in one of his spots, "We can handle a million cars at the Drive-In—seventeen at a time."

Friends From Afar

One customer came in recently and announced: "I'm from Boulder, Colorado. Spike sent me." Another reported that he had heard one of Ernie's announcements on KXA while fishing in the middle of a lake in northern California.

Ernie's advertising agency since July, 1940, has been Keene & Keene, Seattle, the young brothers whose zany advertising for The Three G.I.'s [B & T, July 14, 1947] attracted national attention. John E. Keene, account executive, says the agency's principal contribution has been to get Ernie out of all advertising except radio.

"I think the impressive thing about Ernie's success story," says Mr. Keene, "is the effectiveness of the 10-second spots. Daytime radio has proved ideas for this downtown walk-in spot."

Ernie's methods and success gained national recognition when KXA received first prize in the Broadcast Advertising Bureau "Radio Gets Results" Contest for 1951, under the special services classification [B & T, Dec. 17, 1951].

Salesmanship

WVLK Lexington, Ky., got itself a brand new sponsor and columns of national publicity—thanks to the salesmanship of Station Manager Donald J. Horton. With the memory of recent basketball scandals fresh in mind, Mr. Horton sold a group of 28,000 Kentucky Baptists the idea of sponsoring a four-day, 16-game schedule of state high school basketball championship contests. Commercial theme was: "It's the Church for You in '52." Religious group expressed hope broadcasts would help students "resist certain temptations" by selling "faith in God" in the manner others use sports events to sell products over radio.
NARTB MEET

WORKSHOP panels covering basic radio and TV programs problems such as good management, merchandising, political broadcasts, the television code and FM operation have been added to the NARTB Convention agenda, with the annual industry meeting just a fortnight away.

The Chicago convention (March 30-April 2) will consist of two major conventions—radio-TV management and the separate Sixth Annual Engineering Conference.

They will be held simultaneously, with joint luncheon meetings planned. All meetings will be at the Conrad Hilton Hotel, formerly the Stevens.

The annual equipment and service exposition, with exhibits by NARTB associate members, will be centered in the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Convention arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the NARTB will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Conventional arrangements are in charge of a board headed by Raymond J. Johnson, WMAR (TV), Baltimore, and an NARTB board member, will be held in the center of the hotel's Exposition Hall on the lower lobby level and the fifth floor. Set up will be the responsibility of representatives, networks, and other associates will have separate reception rooms.

Workshops Added to Agenda

The NARTB added several new workshops to its agenda, some of which are expected to draw large crowds.

One workshop focuses on the challenges of managing a large TV station in the age of intense competition and complex programming decisions. Another explores the role of social media in shaping public opinion about television content.

Additionally, a panel of experts from different regions of the country will come together to discuss the future of local news programming and its impact on community engagement.

Finally, a hands-on workshop will provide attendees with the opportunity to try their hand at basic video editing techniques, guided by industry professionals.

Booster Competitors

Bill Pierce, public service director, WJAC-TV Johnstown, Pa.; R. A. Iseberg, electronics systems consultant and former chief engineer of KRONE-TV San Francisco; J. E. Mathiot, technical director, WGAL-TV Lancaster, Pa.; and John J. Trow, engineering director, WHAS-TV Louisville, Ky., have all expressed interest in attending the upcoming events.

The Engineering Conference kicks off Monday morning with a keynote address by Bob Trow, ABC reporter. Other highlights include workshops on emerging technologies and case studies of successful projects in the industry.

TV Highlights

Newark; Nevra Straub, technical director, WJAC-TV Johnstown, Pa.; R. A. Iseberg, electronics systems consultant and former chief engineer of KRONE-TV San Francisco; J. E. Mathiot, technical director, WGAL-TV Lancaster, Pa. and John J. Trow, engineering director, WHAS-TV Louisville, Ky., have all expressed interest in attending the upcoming events.

The Engineering Conference kicks off Monday morning with a keynote address by Bob Trow, ABC reporter. Other highlights include workshops on emerging technologies and case studies of successful projects in the industry.

TV Highlights

Newark; Nevra Straub, technical director, WJAC-TV Johnstown, Pa.; R. A. Iseberg, electronics systems consultant and former chief engineer of KRONE-TV San Francisco; J. E. Mathiot, technical director, WGAL-TV Lancaster, Pa. and John J. Trow, engineering director, WHAS-TV Louisville, Ky., have all expressed interest in attending the upcoming events.

The Engineering Conference kicks off Monday morning with a keynote address by Bob Trow, ABC reporter. Other highlights include workshops on emerging technologies and case studies of successful projects in the industry.

TV Highlights

Newark; Nevra Straub, technical director, WJAC-TV Johnstown, Pa.; R. A. Iseberg, electronics systems consultant and former chief engineer of KRONE-TV San Francisco; J. E. Mathiot, technical director, WGAL-TV Lancaster, Pa. and John J. Trow, engineering director, WHAS-TV Louisville, Ky., have all expressed interest in attending the upcoming events.

The Engineering Conference kicks off Monday morning with a keynote address by Bob Trow, ABC reporter. Other highlights include workshops on emerging technologies and case studies of successful projects in the industry.

TV Highlights

Newark; Nevra Straub, technical director, WJAC-TV Johnstown, Pa.; R. A. Iseberg, electronics systems consultant and former chief engineer of KRONE-TV San Francisco; J. E. Mathiot, technical director, WGAL-TV Lancaster, Pa. and John J. Trow, engineering director, WHAS-TV Louisville, Ky., have all expressed interest in attending the upcoming events.

The Engineering Conference kicks off Monday morning with a keynote address by Bob Trow, ABC reporter. Other highlights include workshops on emerging technologies and case studies of successful projects in the industry.

TV Highlights

Newark; Nevra Straub, technical director, WJAC-TV Johnstown, Pa.; R. A. Iseberg, electronics systems consultant and former chief engineer of KRONE-TV San Francisco; J. E. Mathiot, technical director, WGAL-TV Lancaster, Pa. and John J. Trow, engineering director, WHAS-TV Louisville, Ky., have all expressed interest in attending the upcoming events.

The Engineering Conference kicks off Monday morning with a keynote address by Bob Trow, ABC reporter. Other highlights include workshops on emerging technologies and case studies of successful projects in the industry.

TV Highlights

Newark; Nevra Straub, technical director, WJAC-TV Johnstown, Pa.; R. A. Iseberg, electronics systems consultant and former chief engineer of KRONE-TV San Francisco; J. E. Mathiot, technical director, WGAL-TV Lancaster, Pa. and John J. Trow, engineering director, WHAS-TV Louisville, Ky., have all expressed interest in attending the upcoming events.

The Engineering Conference kicks off Monday morning with a keynote address by Bob Trow, ABC reporter. Other highlights include workshops on emerging technologies and case studies of successful projects in the industry.
Naylor Rogers, 55, executive vice president, Keystone Broadcasting System, Chicago, died Friday morning in Chicago Memorial Hospital. He was taken there two weeks prior for an emergency operation.

Mr. Rogers, in radio for more than 25 years, entered the field in February 1925 as vice president and general manager of a station in Los Angeles, a position he held until September 1936. During his tenure there, he was responsible for what is believed to be the first ever Easter sunrise service from the Hollywood Bowl in 1926 and a full-length black and white telecast of "Aida" the following year. Before joining KNX he had been active in business management of various newspapers and advertising.

SILENCE POLICY

FCC Clarifies Issue

PERMISSION to remain silent pending reorganization of a broadcast license was denied infi- nitely, the FCC ruled last week when it denied further extension of authority for KGIB Bremerton, Wash., to remain silent.

In a letter to the station, the Commission pointed out that it had given permission to the station to remain silent pending its sale since July 6, 1951. Latest extension expired Feb. 5.

On Feb. 14, FCC received another request for extension from the station's attorney.

Since "no significant progress has been made toward resuming operation," the Commission said, "any further extension of authority to remain silent is unwarranted."

It therefore declared that program test authority was forfeited and application for license put in abeyance. The station's operating staff was not informed before that the station intends to go forward with its operation, the Commission said it would direct the application for KGIB got a CP in 1950 for 1540 kc, 1 kw daytime only. Grantee was Kitsap G. J. Broadcasters Inc.

Since July 1951, 12 stations have requested and obtained authority to suspend operations pending financial reorganization.

NAME PENDLETON

To SSB Post

APPOINTMENT of Donald Pendleton, industry relations consultant, was announced last week by the Office of the Salary Stabilization Board, an organization under the jurisdiction of the Department of Commerce.

The new man, who was chosen on the basis of recommendations by John Miller, SSB chairmen and general counsel and board chairman of the Office of Salary Stabilization. He succeeds V. Henry Rothschild, who continues as a board member.
POSSIBLE court interpretation on whether witnesses before congressional investigating committees can force a broadcast blackout was in sight last week.

Should the court decide on the multiplicity question (sound recording and newscast cameras—and, indirectly, TV cameras) in the case of two Clevelanders who refused to testify at the Kefauver Crime Committee last year, congressional committee procedure is certain to be affected.

The Clevelanders, Morris Kleinman and Louis Rothkopf, were indicted by a grand jury in Washington, D. C., last Monday [B+T, March 10, CLOSED CIRCUIT, Jan. 14].

The Rothkopf-Kleinman indictment came at a time when the ban on broadcast media in House committees by Speaker Sam Rayburn [D-Tex.] [B+T, March 10, 3] was still a burning issue.

Media questions was outlined for Broadcasting • Telecasting last week by Assistant U. S. Attorney William Hitz, who has been handling the case for the government.

Mr. Hitz noted that the indictment did not include references to media coverage of the hearing.

But the indicted, whose testimony was sought because of the alleged gambling associations, are expected to bring up the subject in their defense argument.

When the indictments were returned in District Court, bench warrants were authorized for the arrest of the two men. Both will be arraigned this Friday and will be given two or three weeks to answer the indictment. A minimum of an additional hearing is expected before trial date is set.

Witnesses Refusal

Charges before the grand jury accusing the two of "seven or eight innocuous questions the witnesses were asked by the committee but which they refused to answer."

Mr. Hitz said that during the hearing Committee Chairman Estes Kefauver (D-Tenn.) had television "shut off" but that microphones (for both radio and audiotape of telecast) were continued. Still the witnesses refused to testify. Thus, the U. S. attorney feels that if the judge should rule on the media questions (he will be passed by the lower court) it will be a "complete test" of radio and newsreels but only "partial" of television.

When the hearings were held in March 1956, the two men read statements protesting the "show" caused by sound and camera apparatus. Their complaints ranged from violation of rights to those of "embarrassment and discomfort."

The questions asked them were about their whereabouts prior to the crime hearing, whether they had served pedntence sentences for tax evasion, and whether they were part of gambling operations in Florida, Nevada, Ohio and Kentucky.

Mr. Hitz said that at no time did the men challenge the questions or grounds of compulsory self-incrimination. The men were under arrest warrants at the time of testimony, after the Senate was told they had evaded the law.

Other developments on media coverage of congressional investigating committees:

- Release by Speaker Rayburn of his answer to NARTB delegate who met with him the day following his ban [B+T, March 3].
- Announcement that the Senate District Crime Subcommittee would re-open its hearings today and permit radio and television to cover them.

Rayburn's statement

Speaker Rayburn's statement followed.

In my answer to the Parliamentary inquiry, I was simply interpreting the rules of the House of Representatives. I was doing nothing more. There is no rule of the House authorizing or permitting me to grant the privilege of radio broadcasting or televising the sessions of the House of Representatives. The rules of the House plainly state that no rules of the House cover sessions of Committees of the House; this would also cover proceedings in sessions of Subcommittees or Special Committees.

I do not want my action to be interpreted as a decision on radio and television broadcasting. There was no radio correspondents' gallery in the House of Representatives until a rule was adopted providing for it, which rule had my support.

Some untimely radio comments to him by correspondents, knowing nothing about the rules of the House, have tried to interpret my action as wanting to discriminate against radio and television. Such is not the case, of course. Both radio and television are great mediums of dissemination of public information.

As in case of voting for a gallery for broadcasters and giving them ample space in the Capitol, if the broadcasters and television people desire a provision in the rules authorizing radio and television to have their remedy by asking the Committee on Rules to report an amendment to the Rules of the House.

As Speaker of the House of Representatives I would be glad, in the future, to arrange with the parties to confer with interested parties.

Senate District Crime Subcommittee's hearings will concentrate on the narcotics racket in Washhington, D. C.

WMAL-TV Washington asked permission to telecast the hearings and was accepted. WMAL radio planned to re-broadcast testimony each night.

Chairman Matthew M. Neely (D-W. Va.) said rules on TV would be the same as those governing the hearings last January, that is, witnesses will be telecast but can object.

Sen. Neely described television at the time as "one of the greatest deterrents of crime. Newareels are not replaced by the so-called "Little Kefauver Investigation" into Washington, D. C., gambling operations. Thus, the absence of noisy newscast cameras and accompanying camera operators, will provide the unobtrusive coverage by TV camera [B+T, Jan. 21].

Meanwhile, Rep. George A. Donnell (D-Calif.) told the House he "feverently hoped" it would permit "utilization of television in the work of its committee within the very near future, to the end that all of America may be enlisted in the fight against communism and made aware of the other complex work of the House of Representatives."

These comments were received by Congressman, adding to varied resolutions of civic groups asking for a rules change to permit radio and TV at House committee hearings.

Hill Testimony Released

FCC needs more money and more personnel to handle an ever increasing workload.

That is the gist of its testimony before the House Appropriations Subcommittee yesterday. Of Office released last Wednesday.

Testimony was given by former Chairman Wayne Coy, accompanied by other FCC officials Feb. 15 in closed session.

Total FCC funds requested by President Truman for fiscal year 1953 is $8,075,000 of which $1,315,300 would be used for broadcast activities, some $202,303 more than in fiscal year 1952 [B+T, Jan. 28].

Highlights of testimony follow:

- Mr. Coy considered the FCC requests "a tight budget.

- Basing in almost all of our activities," he said, will continue to grow despite the increased budget request.

- There is a marked shortage of personnel available for needed personnel in the Commission.

- Pay increases for fiscal 1952 cost FCC nearly a half million dollars, cost of which is expected to be defrayed by a deficiency appropriation not yet approved by Congress.

- At that date, Mr. Coy predicted a mid-March date for lifting of the freeze.

- Also prediction that 90% of 500-510 TV applications expected to come in as soon as the freeze will be lifted is worthed.

- Commission as of Feb. 13 was 10 months behind in processing non-AM radio applications.

- There's a need for increased employment in applied technical research and frequency allocation.

- FCC wants to add four stations to its present 11 primary monitoring and seven secondary monitoring stations.

- Commission tracked down some "clandestine" radio stations in the western hemisphere operated by foreign intelligence agents. Mr. Coy warned that fiscal 1953 will be a "critical" year in this respect because of the nation's expanding arms program and mounting temptation to foreign spies.

- Charging fees for FCC's services is "not feasible."

FCC Apparances

In addition to Mr. Coy, the following FCC officials appeared: W. K. Holl, executive officer; Robert W. Cox, assistant executive officer; Jack Werner, chief, Common Carrier Bureau; Joseph Reinstein, assistant chief, Broadcast Bureau; Edwin L. White, chief, Safety and Special Radio Services Bureau; George Turner, chief, Field Engineering and Monitoring Division; Edward Allen, chief engineer; William J. Norfeet, chief accountant, and Dee W. Fincok, assistant to Speaker of the House, testimony was given by Col. Gomer Lewis, chief, plans branch of the Director of Communications (USAF).

Average length of time to dispose of new AM applications, the subcommittee was told, was "about 10 months behind on the processing line" as of Feb. 13. FM backlog was 33 days, Mr. Coy told the subcommittee, adding that there were 24 applications to be processed as of that date.

Subcommittee Chairman Albert Thomas (D-Tex.) asked whether FCC could not take the 25% reduction in workload from AM and FM from the years 1951 to 1953 (fiscal) and add it to your TV without increasing the personnel throughout your bureau?"

Mr. Coy said it was "impossible because the work load is bigger than that" and the Commission is "utilizing all of the reduction in AM and FM services and applying it to television, and subtracting that from the total number of people we propose to have in television . . ."

FCC's estimates would anticipate

March 17, 1952 • Page 29

BROADCASTING • Telecasting

(Continued on page 108)
**CONVENTIONS**

**News Credentials To Be Mailed Soon**

FORMAL application forms for credentials to cover the national political conventions next July have been approved and will be mailed out within the next 10 days to representatives of radio and TV stations.

This was announced today by Bill Henry, chairman of the Political Convention Committee of the Congressional Radio-TV Galleries.

The forms will be sent to individuals who already have applied for credentials. Other broadcasters and telecasters may obtain forms by applying before April 15. Over 10,000 applications already have been received.

The Executive Committee of the Radio-TV Galleries has designated to supervise radio and television coverage of the conventions. D. Harold McGrath and Robert Menough, superintendents of the Senate and House galleries, respectively, will be in charge of their facilities.

A standard form was approved at a conference attended by Kenneth Fry and Edward T. Ingle, radio-TV directors of the Democratic and GOP National Committees, respectively; Bill Willard Shadel, vice chairman of the political convention group, and Hollis Seavey, chairman of the correspondents' Executive Committee, or by McGrath, Menough and Henry.

Broadcasters should address their applications to Mr. Henry, Senate Radio-TV Gallery, U. S. Senate, Washington, D. C. Carmen Garcia was named secretary for the executive committee, handling applications. The address was erroneously stated as the Metropolitan 10 issue of BROADCASTING • TELECASTING.

Meanwhile, working space requirements for physical coverage

**CANDIDATE SHOWCASES**

**Basis of CBS Radio Series**

PRESIDENTIAL aspirants last week were offering their views for their political views by the CBS Radio network, which announced two half-hour series, Presidentials, Profiles and Candidates and Issues, to run from now until the national conventions have adjourned in July.

Candidates and Issues, scheduled for 10-10 p.m. EST Tuesday, would have each candidate stating his views on specific issues in two- or three-minute statements. The statements would be broadcast, not in a panel. Presentations will be the audience issued cover each program.

Presidential Profiles, 10-10 p.m. EST Thursday, would allow candidates to use the period as they choose for an address on any subject.

Both programs would be presented “live” and simultaneously recorded on tape for broadcast the following night, station which might prefer a different time period, Edmund A. Chester, director of CBS Radio news and public affairs, explained.

**NBC ADDS**

**New Affiliates Announced**

ADDITION of two new stations to NBC's radio affiliation list was announced last week by Carleton D. Velotta, vice president in charge of station relations, who noted that approximately a dozen new affiliates have been signed up during the past few months under NBC's general facilities plan.

Local additions are KDKD Dubuque, Iowa, and WMNC Morgan- ton, N. C., both Mutual outlets.

KDKD has one kw power, is licensed by Telegraph-Herald and is headed by President F. W. Woodward with K. S. Gordon as general manager. WMNC, on 1490 kw, is licensed to the Nathan J. Cooper, owner and manager.

Other stations signed as additions to the NBC radio network in recent months, Mr. Smith recalled, include KORK Las Vegas, Nev.; KCIL Houna, La.; KGB Great Bend, Kan.; WRLN Ronceverte, W. Va.; WABS DeLand, Fla.; WREJ Lexington, Va.; WRLW Daytona Beach, Fl.; WIRA Fort Pierce, Fla.; WCEN Mount Pleasant, Mich., and WPUV Pulaski, Va.

requirements, including those for the convention platform, to accommodate TV cameramen, still photographers and newspaper companies. According to present plans, there will be perhaps six TV camera placements for ABC-TV, CBS-TV, NBC-TV and DuMont.

Outside getting conditions for network sponsorship of the GOP convention July 7 and the Democratic parade July 21 has been announced by both committees [see March 10]. The standards cover local as well as national network sponsorship. The plan, where indicated, is to have networks send out copies of a telephone number that desire to sell broadcast coverage to local or co-op sponsors and request list of sponsors in return.

Self-Policing Matter

Both committees acknowledge this is largely a self-policing matter for industry, though they point out they retain the right to disapprove any advertiser deemed objectionable by either political party on the basis of lists supplied by networks.

Current lineup includes Admiral Corp. for ABC radio-TV, Westinghouse Electric Corp. for CBS Radio and Television, and Philo. Corp. for NBC radio and TV. Westinghouse also will sponsor coverage on at least four outlets of DuMont TV Network, which agreed to partici- pate in pool coverage after plans with Life magazine for joint cover- age fell through. MBS radio plans have not been set.

**Arthur E. Bagley**

ARTHUR E. BAGLEY, 71, well known in the early days of radio as radio physical director for Metropolitan Life Insurance Co., died March 8 at his home in Miami, Florida, according to a death announcement in New York Tuesday. In 1925, Mr. Bagley’s weekday program started at 6:45 a.m. with his giving an estimated 4 million radio listeners in the early morning hours in alternating 15-minute periods until 8 a.m. He broadcast from a studio in the Metropolitan Tower on New York’s Madison Square to stations in New York, Boston, Washington, Buffalo and other cities.

After his radio series was discontinued, he lectured on personal hygiene for Metropolitan Life and arranged for the company’s New York World’s Fair exhibits in 1939 and 1940 before retiring in the latter year.

**CD Network Urged**

FORMATION of a statewide network of broadcast stations for civil defense purposes was advocated in a speech scheduled for delivery Sunday (March 16) before the West Virginia State Democratic Assn. by John N. (Bill) Bailey, assistant state affairs officer of Region 2, Federal Civil Defense Administration. The association met at the West Virginia Hotel, Bluefield, W. Va.

**NEW HORAN BILL**

**Introduced in House**

BILL that presumably fuses NARTB and FCC thinking on political coverage was introduced in the House last Thursday [CLOSED CIRCUIT, Feb. 18, B3, Jan. 14].

The measure (HR 7092) was drafted by Rep. Robert Horan (R-Wash.) and referred to the House Interstate & Foreign Commerce Committee.

This bill is designed to supersede legislation (HR 5470) which was introduced by Congressman last fall [B3, Oct. 1, 1951]. NARTB had been working very closely with Rep. Horan’s office in composing a bill that would attempt to fill needs of the broadcaster who is harassed by Sec. 316 of the Communications Act relating to the use of his facili- ties by candidates for public of- fice, and by subsequent court rulings.

The new Horan bill follows closely the NARTB model legislation recommended earlier this year.

Contents of Bill

It would denote legally qualified candidates as those in a primary, general election or other election; “specify that an authorization to speak in behalf of a candidate must be in writing and direct that the broad- caster should have no power to censor the material broadcast.

It also would not hold the broad-caster liable in any civil or criminal action in any local, state or federal court. Moreover, the candidate himself would be subject to all libel laws now on the statute books.

FCC now says broadcasters cannot censor political candidates’ speeches and under a court ruling (FCC v. Westinghouse Radio Sta- tions), speeches by candidates speaking on behalf of candidates may be censored [B3, March 20, 1960].

**ZIV APPOINTS THREE**

Dalhasen, Ryan, Morris Named

THREE new account executives were announced last week by the Frederic W. Ziv Co., producer of transcribed and syndicated radio- TV programs.

Thomas J. Dalhasen was named to serve three Midwest and northern Wisconsin under William Nevin, Ziv divisional manager. Mr. Dalhasen has been sales manager of Perren Motion Pictures, Milwau- kee, for two years. Prior to that he was account executive at Butler-Emmett Adv., San Diego, Calif., and radio-TV director of Cramer-Krasselt Adv., Milwaukee.

Morgan B. Ryan, former vice presi- dent and general manager of WPTP Albany, N. Y., was named Ziv representative in southwestern Wisconsin.

Mitchell Morris, former sales manager of WSET South Bend, Ind., was appointed representative in Indiana.

Page 30 • March 17, 1952
TIME TO SHARPEN YOUR PENCIL

These days every advertising dollar has a big job to do. That's why WITH in Baltimore is so popular with advertisers who want to make every penny count.

WITH is the BIG independent with the BIG audience—and low, low rates! It's the station that produces low-cost results!

Here's proof. Local advertisers must get fast, profitable results from any medium they use. And WITH regularly carries the advertising of more than twice as many Baltimore merchants as any other station in town!

Let your Forjoe man tell you the whole story of WITH's commanding position in the rich market of Baltimore.

TOM TINSLEY, PRESIDENT—REPRESENTED BY FORJOE & COMPANY
Look at the clearance N. W. Ayer obtained for "The Electric Theatre", a half-hour film program sponsored by the Electric Companies Advertising Program... on a Spot basis.

With Spot Program television, ECAP discovered, you go into only the markets you want... take your choice of stations in multiple-station markets... clear good time even in the hard-to-get one- or two-station markets... give viewers uniform and pleasing picture quality through film... get wholehearted station cooperation... pay no cut-in charges.

If you're interested in getting more sales power from your TV dollar, just call any Katz representative for the full story on Spot Program Television.

You can do
FOR SPOT TV PROGRAMS?

CLEARED FOR "THE ELECTRIC THEATRE" ON A SPOT BASIS

- NEW ORLEANS
- BINGHAMTON - DALLAS - SAN FRANCISCO
- NEW HAVEN - ROCHESTER
- MINNEAPOLIS
- ATLANTA
- LOUISVILLE - PHOENIX
- MILWAUKEE - TOLEDO
- FORT WORTH
- JOHNSTOWN
- PROVIDENCE
- CLEVELAND - ERIE - GRAND RAPIDS
- DAYTON
- ST. LOUIS
- INDIANAPOLIS
- BLOOMINGTON
- LANCASTER
- BALTIMORE - MIAMI

BETTER WITH SPOT... MUCH BETTER

INC. NATIONAL ADVERTISING REPRESENTATIVES

CHICAGO - LOS ANGELES - SAN FRANCISCO - ATLANTA - DALLAS - KANSAS CITY - DETROIT
RECRUITING ADV.

The Department of Defense is seeking $1,050,000 for overall recruiting activities after next July 1—beginning of fiscal '53—and also deletion of an amendment which has the effect of freezing certain 1951-52 funds already on the books.

Officials of the Military Personnel Procurement Service are preparing to testify before a joint Air Force-Army subcommittee of the House Appropriations Committee on 24-hour call.

There also were undercurrents last week on Capitol Hill portending a possible onslaught on radio-TV and other public information specialists of the Dept. of Defense and its military branches. The attack was being prepared by Rep. F. Edward Hebert (D-La.), chairman of a House subcommittee probing waste in the Pentagon, and could prejudice congressional study of the department’s information or “prestige” radio-TV network programs.

Meanwhile, Grant Adv. has pressed into action an interim advertising program out of 1950-51 monies, with the spot radio phase expected to get underway this week. The advertising agency for the Army and Air Force also has submitted a proposed ad campaign to military procurement authorities based on the possibility that Congress will rescind its ban on current fiscal expenditures.

The newspaper and periodical campaign has been in progress these past few weeks and MPSS officials report favorable response for WACS, WAFF and nurses. Spot campaigns on some 500 independent outlets of the Keystone Broadcasting System and on 19 50-kw stations are to be launched this week, each for the Army and Air Force.

These two drives will cost about $95,000 in radio time, aside from another estimated $2,000 for production costs. Radio is deriving about 18% of current interim allocation monies and approximately 46% for all funds spent since July 1, 1951 [B&T, Feb. 11]

Scheduled to testify before the joint subcommittees for MPSS are Col. James Banville, deputy chief, and Col. William Berkeley, chief of the publicity branch, along with their aides. Appropriation sub-committee members expected to sit in include Reps. Daniel J. Flood (D-Pa.), Robert Sikes (D-N.J.), Errett P. Scrivner (R-Kan.), John Taber (R-N.Y.) and George H. Mahon (D-Tex.). Reps. Sikes and Mahon head up the Army and Air Force units.

The newly-issued policy of the Defense Dept. to directionialize its recruiting drives by using spot radio and key newspapers and journals will be laid before subcommittee members. The policy was reached after congressional criticism over commitments for paid network shows involving Frankie Laine, Bill Stern and others.

Regardless of its showing before the House units, MPSS may find the going tough once the matter is pursued before a Senate Appropriations subcommittee chaired by Sen. Joseph C. O'Mahoney (D-Wyo.).

It is the economy-minded Senator's contention that the question of any freeze on '51-52 funds “was resolved a month ago.” He said the matter had not come before his subcommittee.

Agreement was reached on permission to use certain funds after last March 1 until July 1—unexpended money from commitments reached out of the '51-'52 budget. But Amendment 8 still stands as a rider to the Military Appropriations Act for the current year. There have been reports that a deficiency bill will be submitted to correct this situation. The rapprochement between Capitol Hill and the Defense Dept. reportedly was reached in conferences between Sen. O'Mahoney and Anna Rosenberg, Assistant Secretary of Defense in charge of manpower.

Resumes Planning

It permitted the department to resume its planning for radio and other programs as a gesture to congressional whims, since those monies actually were not attached by Congress.

Still tied up are $2.1 million for national advertising, with an estimated $400,000 already siphoned off to radio spot and TV production.

Sen. O'Mahoney, who last fall disclaimed any emnity toward radio, spearheaded the movement to attach '51-'52 money. The Senator claimed then that testimony before his committee showed that "advertising was useless and, seemed therefore, to be a useless waste of public funds." Criticism, he said, "was not directed to advertising by commercial radio alone but to advertising of any kind."

Sen. O'Mahoney last week insisted there no longer is any freeze on recruitment funds. He said it was "common knowledge that the situation was resolved" and that there is no such ban, and questioned whether this reporter had "any connection with broadcasting at all." He was questioned directly on the fate of "52 funds.

He said "the situation has not changed, there is no story at all.

(Continued on page 38)
Can you Whistle?

Try this

Now, try it again... and LOUDER! Whoever's within hearing distance will be paying attention to you by now. Why? BECAUSE WHISTLE-TALK* GETS ATTENTION. (It's a natural language. When you were young and afraid to knock on doors you used whistle-talk to get your friends to come see what you wanted. Some shy men STILL use whistle talk for comment about the fair sex. Most EVERYBODY uses it to signal friends when they're in a happy mood and have something to say.)

Get this same quick, natural, friendly attention to your radio messages with

Standards Inspired, New

*whistle-talk

attention getters

Use this transcribed series of 18 brief happy-whistle lead-ins for

AUDIENCE- INCREASE PROMOTIONS... You can have the whole town whistling your station's whistle-talk... including your advertisers.

SPOT SATURATION CAMPAIGNS... Sell more, larger and longer spot campaigns via whistle talks and a whole series of Standard Attention Getters.

ADVERTISER-SIGNATURES... Let one advertiser have a franchise on a whistle-talk which will give identity and repetitive impact to his messages and keep him advertising for years.

You also get a sales brochure to help you sell whistle-talk advertising in your town and a copy guide to help you write and produce effective whistle-talk messages for YOUR advertisers. For Standard subscribers whistle-talks are just the beginning of a 4-way SPONSOR-TAILORED Service on 1. Star Shows, 2. Scripts, 3. Sales Ideas and 4. Copy Formats. If you want to know more, just whistle. Be sure to ask about our slogan promotion "GET MORE FOR YOUR DOUGH ON RADIO" and by all means check our brand new service

RADIO SIGNATURES, which gives you exclusive advertising signatures and plans for different specific advertisers in your city. It's a part of our Copy Format Service....radio's answer to newspaper mat service.

Sell With
Standard Radio
Transcription Services, Inc.

140 N. La Brea Avenue, Hollywood * Webster 8-9181
360 N. Michigan Avenue, Chicago * Central 6-0041
444 Madison Avenue, New York City * Plate 3-6620

Copyrighted 1952 Standard Radio Transcription Services, Inc.

BROADCASTING * Telecasting

March 17, 1952 9 Page 35

The Sponsor-Tailored Service
Recruiting Adv.
(Continued from page 34)
and refused to discuss the matter further "since it is apparent from your questions that you are not familiar with the background of this case."

Sen. O'Mahoney reportedly has reassured at least one broadcaster, however, during an informal discussion the past fortnight, that there will be no discrimination against radio broadcasting whatever action his subcommittee takes. Last fall, he gave similar assurances to S. W. Cisler, vice president of WKYW, Louisville, Ky.

Current planning envisions a "balanced advertising campaign" using radio and printed media on a selective basis. About $1.7 million remains from the $2.1 million originally earmarked for the next fiscal year. MPFS authorities decline to divulge radio's share of this program aimed similarly at potential aviation cadets and women's groups.

Col. Berkeley last week was putting the finishing touches on a compilation showing radio's allocations in dollars and cents the last two years. He prepared it at the request of NAFTB after a conference with its representatives at the Pentagon [B&T, Feb. 25].

The revelation last month that the Defense Dept. was reviewing the ratings compiled by its information shows in comparison with commercial network fare takes on a new face with Rep. Hebert's probe. The Congressman earlier charged that the Pentagon spends over $1 million annually for "propaganda" [B&T, March 10].

While some department information specialists are inclined to regard the inquiry as crossfire between Rep. Hebert and Clayton Fritchev, Defense Dept. information chief, harking back to their days in New Orleans, it's conceded that defense programs have a stake in the outcome.

Rep. Hebert last week added fuel to the fire by demanding a complete list of military public information personnel or "Pentagon pitchmen—by whatever name they are called." He claims the figure actually is closer to 500 than the 184 civilian and military names disclosed.

It is Rep. Herbert's intent to secure a complete list including all personnel who prepare radio and television shows for the Defense Dept.

In that light, the work of the Pentagon's Management Committee doubtless will be reflected on Capitol Hill. The group sought data involving rating comparisons of defense shows with other programs but has taken no action in recent weeks. A meeting of the committee with top information chiefs of each branch was indicated momentarily.

In the background lies a study that has been mulled for almost two years—Hebert. Each branch or the Defense Dept. as a whole shall exercise control over individual service media planning.

### Upcoming

- **March 17-20**: National Premium Buyers 19th annual Exposition, Conrad Hilton Hotel, Chicago.
- **March 20-21**: Alabama Broadcasters Assn., annual spring meeting, Buena Vista Hotel, Hilo, Hi.
- **March 21-22**: Third annual Advertising Institute, Edgewater Beach Hotel, Chicago.
- **March 21-22**: Canadian Broadcasting Corp., Board of Governors meeting, CBC headquarters, Toronto.
- **March 22-4**: April: Chicago International Trade Fair, Navy Pier, Chicago.
- **March 24-27**: Canadian Assn. of Broadcasters annual meeting, Royal York Hotel, Toronto.
- **March 26-29**: American Assn. of Industrial Editores, first national convention, Netherland Plaza Hotel, Cincinnati.
- **March 30-April 2**: NARFTB 30th Annual Convention, Conrad Hilton Hotel, Chicago.
- **April 1-4**: Twenty-second annual Safety Convention and Exposition, Statler Hotel, New York.
- **April 1-4**: American Management Assn., 21st annual packaging conference and exposition, Auditorium, Atlantic City, N. J.
- **April 4-6**: American Women in Radio & Television, second national convention, Statler Hotel, Detroit.
- **April 15-17**: AIEE Southwest District meeting, Jefferson Hotel, St. Louis.
- **April 18**: BAB Sales Clinic, Los Angeles.
- **April 17-20**: Ohio State University Institute for Education by Radio-Television, 2nd annual meeting, De slogans, Greenbrier, Hot Springs, W. Va.
- **April 18**: Bab Sales Clinic, Los Angeles.
- **April 19**: State University of New York Institute for Education by Radio, 3rd annual meeting, De slogans, Greenbrier, Hot Springs, W. Va.
- **April 19**: Cincinnati section, Institute of Radio Engineers, Spring technical conference, Cincinnati.

### WIBG Baseball

**Sponsors Are Signed**

ATLANTIC REFINING Co. and Valley Forge Beer-Rams Head ale will sponsor coverage of 208 major league games of the Philadelphia Athletics and Philadelphia Phillies this season over WIBG Philadelphia and 15-station radio network in eastern Pennsylvania and parts of New Jersey and Delaware.

In addition to league games, some 40 exhibition contests will be broadcast. WIBG will give play-by-play of team playing at home, interspersed with high-light developments in away-from-home games being played by other team. Away-from-home games of both teams will be broadcast whenever they do not conflict with games at home. Agency: N. W. Ayer & Son.
VOICES That SELL...
IN TWO MAJOR MARKETS!

- HIT THE JACKPOT IN THE BILLION-DOLLAR TRADE AREA of NORTHEASTERN OKLAHOMA Plus THE MULTI-MILLION DOLLAR SHOPPING CENTER of Western ARKANSAS WITH —

- ONE OPERATION
- ONE NETWORK — CBS RADIO
- ONE REPRESENTATIVE (AVERY-KNODEL, INC.)

KTUL TULSA  
JOHN ESAU  
Vice President  
General Manager

KFPW FORT SMITH  
AFFILIATED WITH KOMA, OKLAHOMA CITY
BILL RANDLE-CLEVELA SPRINGS INTO NATI

T H E M U S I C — N E W S — S P O R T S
C O M I N G U P : E X C L U S I V E B R O A D C A S T S O F C L E V E L A N D
ND'S No. 1 DISC JOCKEY
ON PROMINENCE

D. J. HAILED AS NEW
"KING OF DISC JOCKEYS"

The Cleveland papers pronounced it. Newsweek reaffirmed it. Record distributors see it. And...

LISTENERS KNOW THAT
RANDLE TIME IS BUYING TIME IN CLEVELAND

Bill Randle packs 'em in—out there on the air...where listeners are customers. He has the audience, and he has the following.

Newsweek gives Bill Randle credit for reviving Charmaine. Bill Randle raised $10,000 for polio relief in one marathon broadcast.

Bill Randle is mentioned in 185 Sunday newspapers in connection with a special record promotion. Bill Randle has made over 200 personal appearances in the past two years. That's why

ADVERTISERS KNOW THAT
RANDLE TIME IS SELLING TIME IN CLEVELAND

DON'T TAKE OUR WORD FOR IT. READ THIS...

"In our crowd, the disc-jockey delight is Bill Randle of WERE.

"He has become the hero, the king of platter spinners.

"He gets an average of 600 letters a week—sometimes over a thousand."

—Fern Rich, Cleveland Press

"Bill Randle is Cleveland's No. 1 disc jockey."

—Thomas Burke,
Mayor of Cleveland

"Randle is definitely the No. 1 disc jockey in this area. He has tremendous influence on the public."

—Ted King, District Manager
Columbia Records

For available time contact the...

O. L. TAYLOR COMPANY—National Representative
BAB AREA MEETS

42 Tentatively Scheduled

BROADCAST Advertising Bureau plans 42 area meetings this year for member stations and their salesmen, William B. Ryan, BAB president, announced Tuesday, with places and dates of the sessions to be arranged during the course of the NARTB convention in Chicago.

Tentative schedules, however, provide for the first sales clinics to be held on the West Coast late in April, starting with Los Angeles, April 16, and followed by San Francisco, April 21; Portland, April 23, and Seattle, April 25. These sessions are to be conducted by Mr. Ryan, Kevin B. Sweeney, BAB vice president and John F. Hardesty, local promotion director.

BAB will conduct an average of three area meetings weekly throughout the summer, Mr. Ryan added, with two teams of executives alternating on the road. In addition to the west coast series, sales clinics are tentatively scheduled for St. Louis, May 6; Kansas City, May 7; Des Moines, May 9; Omaha, May 12; Wichita, May 14, and Oklahoma City, May 16.

The meetings—for which a complete schedule will be announced in May—will be open to BAB members only and will not require registration fees for admittance, the president explained. One-day affairs, the sales clinics will feature management meetings in the morning, to be followed by a session for radio station sales managers and salesmen in the afternoon.

"In our selection of cities we have tried to bring a BAB sales clinic within a few hours' travel time from every station in the country," Mr. Ryan explained. "In this way, we hope that stations will bring their entire sales staff to our meetings so that we can trade ideas on selling and the use of BAB materials. We learned so much about station needs from our 17 meetings last fall on the NARTB district tour, and the stations told us they profited so much by the chance to exchange ideas, that we decided to run as many meetings with stations as we could afford during 1952," he said.

INTERVIEW CANDIDATES

Gannett Stations Air Show

WASHINGTON Bureau of Gannett Newspapers has started a series of radio interviews with candidates for Presidential nomination on Capital Memo. Contenders from both parties will be given an opportunity to state their case on the program which was started three years ago.

Gannett stations which carry the broadcasts are WDAN Danville, Ill.; WENY Elmira, N. Y.; WHDL Olean, N. Y.; WHEC Rochester, N. Y., and WHTT Hartford, Conn. Text of interviews also will be published in Gannett newspapers.

Sources:

* BMB Study No. 2
† N. C. Dept. of Motor Vehicles
Va. Dept. of Highways
** Greensboro & High Point Police Depts.
Member, High Point Fire Dept.
Hege, Middleton & Neal

Represented by Hollingbery

5000 Watts

CBS Affiliate

FRESH AIR FUND

Kintner Heads Radio-TV

ROBERT E. KINTNER, ABC president, has been named chairman of The New York Herald Tribune Fresh Air Fund Radio-TV Committee, Executive Director Frederick H. Lewis announced last week.

Other new members of the committee are Sigurd Larmem, president of Young & Rubicam, and Gordon B. McLendon, president of Liberty Broadcasting System. As chairman, Mr. Kintner succeeds Mark Woods, president of Woods & Warwick.

Full membership of the radio-TV committee also includes: Bruce Harton, board chairman, BBDO; Thomas D'Arcy Brophy, board chairman, Kenyon & Eckhardt; Irtham Lembor, director of WMGM New York; Lawrence W. Lowman, vice president and general executive, CBS; Stanley Resor, president, J. Walter Thompson Co.; Nathan Strauss, president, WMCA New York; Miles Trammell, board chairman, NBC; William White, president, MBS; and Chris Wilting, general manager, DuMont TV Network.

Other broadcasters are members of the Friendly Town Radio-TV Committee, a separate group organized to enlist country communities as vacation sites for city children.

Members of this committee include: Earle J. Pudney, WOY; Schenectady, chairman; Charles J. Trull, WBTC Buffalo, MBS; Paul Alger, WENJ Bridgeton, N. J.; Robert E. Johnson, WHOB Gardner, Mass.; Ellen Hall, WPO Stroudsburg, Pa.; A. E. Spokes, WJOY Burlington, Vt.; and Howard Wheelock, WKEE Keene, N. H.

BILL RANDE

OF WERE IS THE HOTTEST DISC JOCKEY IN THE COUNTRY.

(See pages 38 & 39.)

Advertisers think so too:

Bank of Ohio
Better Foods
Buick Motors
California Fruit Growers Assoc.
Chevrolet Motors
Cleveland Illuminating Co.
Cleveland Graphite Bronze
De Mourier Cigarettes
Ceylon Sausage
Curtis Publishing Co.
Fishers Foods
Ford Motors
Halle Bros. (Dept. Store)
Higbee Co. (Dept. Store)
Hills Bros. Coffee
Household Finance Corp.
Loom's State Theatre
Mastertone Co.
Nestle Co.
Nucos Margeine
Pennsylvania Refining Co.
Royal Ice Cream
Sears Roebuck & Co.
Singer Sewing Machine Co.
Standard Ltd.
Trailer Coach Mfg. Co.
Warner Bros.
The Woolworth Company

"The Prestige Station
of the Carolinas"

GREENSBORO, NORTH CAROLINA

Look at part of WBIG's potential out-of-home audience! In addition to 186,870 radio homes in WBIG's Sixteen County Market,* there were 279,436 cars Sept. 30, 1951.† The composite result of 4 spot checks** in Greensboro and High Point, N. C., covering 6,474 cars revealed 64.74% equipped with radios.

* BMB Study No. 2
† N. C. Dept. of Motor Vehicles
Va. Dept. of Highways
** Greensboro & High Point Police Depts.
Member, High Point Fire Dept.
Hege, Middleton & Neal

Represented by Hollingbery

5000 Watts

CBS Affiliate
YOU MIGHT GET A 175-POUND WOLF*—

BUT...

YOU WON'T BAG MUCH IN WESTERN MICHIGAN WITHOUT THE FETZER STATIONS!

If you're gunning for bigger sales in Western Michigan, use the double-barreled power of the Fetzer stations—WKZO-TV in television, WKZO-WJEF in radio.

TV—WKZO-TV is the Official Basic CBS Television Outlet for Kalamazoo-Grand Rapids, and also provides intensive primary service to Battle Creek and dozens of other important cities and towns in Western Michigan and Northern Indiana. The WKZO-TV signal effectively reaches more sets than are installed in metropolitan Kansas City, Syracuse or Louisville! A recent 24-county Videodex Diary Study made by Jay & Graham Research Corporation shows that WKZO-TV delivers 54.7% more Western Michigan and Northern Indiana homes than Station "B"!

AM—WKZO, Kalamazoo, and WJEF, Grand Rapids, are far and away the best radio buys in Western Michigan. Bought in combination, they cost considerably less than the next-best two-station choice in Kalamazoo and Grand Rapids, yet deliver about 57% more listeners! BMB figures prove great rural circulation, too. WKZO-WJEF's unduplicated BMB Audience is up 52.9% over 1946 at night—up 46.7% in the daytime!

Get the whole Fetzer story—write direct or ask Avery-Knodel.

*A wolf weighing just over 175 pounds was killed on Seventy Mile River in Alaska.

WJEF
WKZO-TV
WKZO

ALL THREE OWNED AND OPERATED BY

FETZER BROADCASTING COMPANY
AVERY-KNODEL, INC., EXCLUSIVE NATIONAL REPRESENTATIVES
Advertising is one of the few enterprises where the boss can walk into your office, find you reading a magazine, and not get apoplexy. But the working day isn’t long enough, so you go home with a bundle under your arm and read magazines. Man (or lady), we’re for you, and we’ll reward you with some intelligence about our favorite topic, Iowa:

1. Annual cash farm income, $2,125 billion
2. Total industrial income, $4,737 billion
3. Radio families listening to WMT every week, 338,680
4. Spot check: Last month 189 spot advertisers used WMT; 138 of them are on a 52-week basis.

Want to make it 190? Whisper Katz Agency into your telephone (or try our open transom).

---

**CEDAR RAPIDS**

**BASIC CBS RADIO NETWORK • 5,000 WATTS • 600 KC**

**REPRESENTED NATIONALLY BY THE KATZ AGENCY**

---

**‘OVERLAP’ FIGHT**

**FCC Acts in WMEX Protest**

HEARING on question of overlap of 26 mv/m contours of WMEX Boston and WHIL Medford, Mass., was ordered by the FCC last week.

Action was taken after WMEX submitted proof of overlap and asked the Commission to revoke WHIL program authority and set license application for hearing. Commission set license application for hearing April 7 on overlap issue. It refused, however, to set aside WHIL program authority which permits Medford station to broadcast regular programs.

Comrs. Frieda B. Hennock and Benjamin F. Jones dissented.

Commission turned down previous requests by WMEX in the same situation. WMEX immediately filed a petition for review of the FCC’s order with the U. S. Court of Appeals. It alleged that the Commission’s failure to revoke WHIL program authority is illegal.

WMEX operates on 1510 kc with 5 kw. WHIL operates on 1640 kc with 250 w daytime. Commission rules specify that no application may be granted if station is less than 40 kc apart and the 25 mv/m contour overlaps with an existing station.

In refusing to revoke WHIL program authority, the Commission pointed out that WHIL had relied on the FCC’s map of soil conductivites, which indicate no overlap. It also emphasized that notice of the grant was made public in February 1951 and that WMEX should have objected then, or up to 20 days thereafter as the rules prescribe.

"In this instant case," the Commission majority said, "notwithstanding the fact that this allocation has been departed from, there has been no showing whatever that a significant amount of interference has resulted.

The Commission continued, "we are unable to conclude at this time that serious harm will result from the continuance of program tests by WHIL...

The WMEX argument that program tests are illegal is "little more than a play upon words," the Commission said. It declared that program tests are just as much "licenses" as are other authorizations which it makes.

**Action Withheld**

Commission order also referred to WHIL petition requesting that recently renewed license of WMEX be reconsidered. FCC said it was withholding action on that petition for the time being.

Dissenting Comrs. Hennock and Jones argued that the program authority of WHIL should be withdrawn, since it was acknowledged by the Commission that 25 mv/m contours do overlap and thus are in conflict with the rules. They also emphasized that the interference resulted in an "unauthorized" modi-

fication of WMEX’s license.

"In mistakenly finding 'equities' on the side of WHIL to permit these tests without a prior hearing and a finding that there is no overlap, the Commission has done violence to its own concept of the public interest as expressed in its overlap rule, as well as illegally impairing the rights of an existing licensee," the dissenting commissioners said.

WMEX pleads to the Court of Appeals alleged that WHIL was operating without a license and that program authority cannot be continued as a license. It also stated that proof of 25 mv/m contour overlap had been shown and that the Commission is bound to revoke the program authority automatically.

**LANDBER INDICTED**

**Mail Fraud Is Charge**


The New York trial is expected to be held in the fall upon return to the U. S. of Sah Waagenaar, president of Circle Film Enterprises, distributor, on world tour.

Defraud charges concern the operations of Mr. Lambert’s International Religious and Education Films and similar titled firms which are headquartered in Hollywood, according to Assistant U. S. Attorney Albert Blinder.

The indictment alleges Mr. Lambert represented to the trade he had all rights to the French film “Golgotha,” while the picture actually is owned by Mr. Waagenaar in the U. S. and Canada. The counts also charge Mr. Lambert leaned to defraud Loxy Films, subsidiary of Loyola U., Los Angeles, and Variety Film Distributors by false representation through mails.

Mr. Lambert recently was named one of the principal defendants in a $5 million damage suit filed in Los Angeles Superior Court by Preferred Pictures Corp. It charges conspiracy and alleges false representation that he was distributing two religious films, “Pilgrimage Play” and “Upon This Rock.”

**Canadian Award**

**ANNUAL**

Canadian General Electric Award to Canadian stations has been changed to cover not only the work of Canadian stations but is to be given this year and in future to stations individuals for outstanding technical service" or "for outstanding service to the broadcasting industry in the technical field," according to an announcement of the Canadian Assn. of Broadcasters. Award will be made at the annual CAB convention to be held at the Royal York Hotel, Toronto, March 24-27. Entries for the award are now being received at CAB headquarters at Ottawa.
When Foley and Company decided to introduce their new cough-restraining product, FOLEY QUIT-ITS, in the Chicago and Midwest market, they naturally turned to Station WMAQ, master sales medium of the Middle West. A schedule of announcements was placed in the "Early Norman Ross" program, broadcast Mondays through Saturdays between 6:15 and 6:55 a.m.

And again WMAQ produced as expected!

Here is the report from Wendell Walker, account executive for Lauesen & Salomon, Foley and Company advertising agency:

"We have been most gratified, during the introductory campaign for FOLEY QUIT-ITS, at the number of druggists and consumers who said they heard about them on the 'Early Norman Ross' show.

"No salesmen contacted druggists on behalf of FOLEY QUIT-ITS, either before or during the campaign. But thanks to the consumer demand created by radio advertising, the majority of the druggists in the WMAQ area found it highly advantageous to stock."

Again and again advertisers find proof in their sales records that WMAQ is the sales medium which delivers the buying audience. Your WMAQ or NBC Spot salesman will be glad to give you the complete story.
GRESHAM'S BUSINESS DISTRICT
is spread over a wide area in typical suburban fashion. Easy access to shopping centers makes it a favorite trade area. Bank deposits total more than eight millions; population has more than tripled in the past 10 years.

CIVIC LEADERS
"We know the value of radio advertising for automobiles and in this area KGW does it best. KGW is always willing to help in civic activities and keeps in touch with local people. We know our area is behind this station's effort 100%," say Car Dealers Gordon Swan and Ross Fanning, both past-presidents of the Gresham Chamber of Commerce and active community leaders.

FARMER  "KGW is our 'main line' for news, weather reports, crop and stock prices, and has our wholehearted support for its community efforts. This station knows local people and local people know KGW. For the best possible job in the Portland area it can't be beat," reports C. A. Becker, president of the Gresham Berry Growers and long-time resident of the agricultural district near Gresham.

Local people are 'for' KGW because they know KGW is 'for' local people. All the advantages of selling-influence-prestige with the station that has the 'local' touch. Markets are people and KGW realizes every business, local or national, must keep in touch with people and keep that touch local. You cannot adequately sell the Portland area without KGW, because it is the 'Pioneer' station in Portland with more than 30 years continuous operation. Naturally it has top listener loyalty in this section of Oregon. As anyone living in the Portland area can tell you, KGW is the station at six-two-oh on the radio dial! For the advertiser seeking the highest possible return from his investment in radio time, KGW offers the quality that produces greatest results. If you're not on the KGW band wagon, investigate now because it is true you cannot adequately 'sell' the Portland area without KGW.
KGW BRINGS GRESHAM AREA ENTERTAINMENT, NEWS, SERVICE FEATURES

HOUSEWIFE  "KGW is our favorite family station and besides the entertainment value it brings me news of products that help make my shopping easier," reports Mrs. M. A. Ferris, Gresham housewife.

DRUGGISTS  "The top station here is definitely KGW with top entertainment, news and topics of interest to local people. It's very true that KGW advertised products increase in sales and no one can beat this 'local' station for quality," according to Gresham Druggists Stafford Dowsett and E. L. Welling.

STUDENT  "My favorite programs are on KGW and the over-all coverage of events gives me 'talking points' for school and social activities," volunteered Gresham high school student Gwen Bacon.

GROCER  "When national brands are advertised on KGW, sales increase more than 30 per cent. It is definitely the station in the Portland area," says Carl Zimmerman, 12-Mile Store owner, near Gresham.

in Gresham  Agricultural center of Multnomah county, serving a retail trade area of more than 40,000 persons, located less than 15 miles from Portland's city center, the 'People's Choice' IS KGW...

REPRESENTED Nationally by EDWARD PETRY & CO., INC.
OPS’ RADIO

Woodhouse Answers Charges

Office of Price Stabilization series of radio broadcasts featuring well-known celebrities and anti-inflation messages cropped up in the Senate last Wednesday.

Sen. Burnet Maybank (D-S.C.) inserted in the Congressional Record a letter from an OPS official challenging certain published reports that the agency sought to use the programs to further price control. The Joint Senate-House Production Committee, of which Sen. Maybank is chairman, had requested the data.

Sen. Maybank said his committee had received "many inquiries" on the 13-week series. He took no side on the issue in his floor statement but inserted the letter "in the interest of presenting the facts." The letter was signed by Chase G. Woodhouse, Office of the Special Assistant to the Director of OPS.

Mr. Woodhouse rejected claims that the agency is using fan dancers to popularize price controls. He noted that a number of celebrities, including Bob Hope, Dinah Shore and Bob Crosby, had volunteered their services without charge, and that stations could use the transcribed series, Stars for Defense, as a public service. The programs have drawn fire from GOP quarters [BT, Feb. 25, 18].

The OPS official stressed the importance of public information in stabilizing prices, and claimed the broadcasts are not used to advocate extension of the Defense Production Act on Capitol Hill. He conceded that it would be "most improper and illegal to use federal funds in a propaganda campaign."

Mr. Woodhouse added:

There were naturally certain expenses in producing and manufacturing these recordings. The agency felt those expenses to be small in relation to the importance of the information job and its importance in effectively administering price controls. The high-priced radio stars did not receive a penny for their services. The agency does not pay for broadcasting time. Radio stations, which wish to do so, broadcast these programs free of charge as a public service.

CINCINNATI IRE

Meeting Slated April 19

DR. D. B. SINCLAIR, president, Institute of Radio Engineers, will make the principal address at the spring technical meeting of the Cincinnati section of IRE April 19.

Among topics to be discussed are color and UHF television. Registration may be made through Prof. A. B. Bereskin, Electrical Engineering Dept., U. of Cincinnati, Cincinnati 21, Ohio.

PEABODY AWARDS

N. Y. Unit Recommends

NEW YORK listening post committee announced last week that it had recommended the following programs for consideration by the National George Foster Peabody Awards committee:

Radio:

Network Education programs: The Nation’s Nightmare, OBS, and the documentary series, U. S. S. R. ABC.

Regional Education program, Inside New York, WMCA New York.

Local Education Program: Citation to WLIB New York for service to and by the Negro population of the city.

New citation to Howard K. Smith, CBS.

Entertainment: "The Big Show," NBC.


Programs promoting International understanding: "World Theatre," NBC, with a citation to the Ford Foundation for its Paris broadcasts of U. N. General Assembly meetings.

Television:

Network Education Programs: "American Inventory," NBC-TV; "How Do They Get That Way?" ABC-TV; and "Horizons," ABC-TV.

Local Educational Programs: "Wild Life" series, WOR-TV New York; "It’s A Problem" series, first telecast locally on WNBT (TV) New York, but now a network show; and a special citation to WNYE New York and WPIX (TV) New York for their cooperative production of "Living Blackboard," program for confined children.

Entertainment: "Celanese Theatre," ABC-TV.

News: Edward B. Murrow for "See It Now" series, CBS-TV.


Recommendations were made in the order of listing, except for children’s TV programs which were recommended without classification.

WVBT’S CALIF. FAN

Reported by RNN

LONG distance record for regular FM reception was claimed last week by the 13-station Rural Radio Network, which reported that WVBT (FM), its station at Bristol Center, N. Y., has a regular listener in Berkeley, Calif.

A recent letter from the West Coast listener said, in part, "although your signal is weak, we spend many happy hours with our ears pressed close to our FM speakers, listening to the fine programs you broadcast from WQXR [New York] . . . in addition to the music, which we sorely miss on Sunday mornings, we much enjoy "Freddie and the Popinjay."

WVBT is on a 2,100-foot mountain 30 miles south of Rochester, N. Y., and was designed to service the Rochester area and the Genesee Valley, according to Donald K. deNeuf, Rural Radio General manager. He said that, to his knowledge, this was the longest range over which FM broadcasts had been heard on a regular basis.
On the surface most discs look pretty much alike. And for some jobs, their characteristics may seem fairly similar, too. But can you depend on them? Are you sure that the discs you use will give consistently fine performances for any kind of job day in and day out?

You can if you select PRESTO.

That's why, in the final analysis—when the chips are down—more and more stations, studios, and schools are choosing PRESTO.

They appreciate the craftsmanship that goes into the manufacture of each disc—the meticulous preparation of the aluminum base, the use of the finest lacquers, the careful curing in the world's most modern disc plant. They know that the PRESTO label stands for a consistently good disc.

When the chips are down...
DISCUSSING KLZ Denver's new recorded Fred Waring program are (seated, l to r): Dave Glissman, formerly of Waring network cast; who is program m.c., and Jack McMurtry, McMurtry Productions' sponsor. Standing, Jack Tipton, KLZ acct. exec., and Gus Parmet, WHIM acct. mgr., and Eugene S. Stolz,ard, Tom Axelson Agency.

CENTR OF attention is Chrysler Fire Power engine as Brady-Frazier, Chrysler-Plymouth agency, signs one-year pact for World and Local News on WHIM Providence. R. L. L to r: "Wash" Frazer, agency v. p.; Gus Parmet, WHIM acct. mgr., and Eugene Fee, Bredy, pres. of auto firm.

CHARTING spring paint campaign on KSL Salt Lake City is principals for station and sponsor. L to r: Harold W. Pickering, agency representative; Margaret Masters, KSL homemaker; A. D. MacEwen, adv. chief, Bennett Glass & Paint Co., program sponsor; and Paul F. Royall, KSL acct. exec. Firm is using KSL's Allen Jensen news show and participation in Masters programs.

EMORY U. MEET
Adv. Executives to Speak
CROSS-SECTION of topics and speakers highlights the third annual Atlanta Advertising Institute to be held March 21-22 at Emory U. Robert D. Sweezy, executive vice president of WDSU-AM-TV New Orleans, will talk on "Paying the Piper in Television" at the first day's session. The institute, sponsored jointly by the university and by the Atlanta Advertising Club, is expected to attract some 200 professional people in addition to advertising students at the university. Among the dozen other speakers listed during the two-day session of clinics and lectures are Bud Grove, advertising manager, Marshall Field & Co., Chicago; Frederick Schneller, vice president, D'Arcy Adv. Co., St. Louis, and Claude Gizzard Jr., Atlanta advertising executive. Richard Joel, journalism professor at Emory and vice president of the Atlanta Ad Club, is general chairman.

WOFOX Ownership
OWNERSHIP of WFOX Milwaukee was incorrectly given in item on its objections to WEMP Milwaukee TV application amendments last week (At Deadline, March 10). Charles J. Lanphier is president, majority stockholder, general and commercial manager of WFOX. Item erroneously referred to WFOX as Hearst owned.

BROADCASTING • Telecasting
1st in News
Seventy-five Network newscasts weekly. Big names with authentic news. More network news than any other San Antonio station.

1st in Sports
Major league, All-Star, World Series Baseball, Football, Auto and Horse Races, Boxing. More than all other San Antonio stations combined. Big time sports.

1st in Kid Shows
One solid hour daily of big name kid shows; just for kids. More than all other San Antonio stations combined.

1st in Mysteries
KMAC carries more high-rated mysteries than any other San Antonio station. By far, first in the mystery field.

1st in Public Service
If it's big it's on KMAC. Regular and special features of broad public interest. Free time to more than 150 organizations. More than any other San Antonio station.

1st in the Service of the Lord
More quarter-hours of religious programs weekly than all other San Antonio stations combined. Featuring outstanding National, Regional and Local religious leaders.

1st in Hillbilly

1st in Drama
More BIG dramatic shows weekly, featuring top Hollywood and Broadway stars, than any other San Antonio station. Drama, comedy, love stories, adventure.

KMAC
MUTUAL ON 630
SAN ANTONIO, TEXAS

Represented nationally by the GEORGE P. HOLLINGBERY CO.
FULL CREDIT is due Producer-Director Albert McCleery and Scripter Guy de Vry for daring to utilize America's favorite soaps in the presentation of "Peer Gynt" on the Cameo Theatre. Credit goes also to NBC and to the sponsors of the Monday evening program—Regent cigarettes and Hazel Bishop cosmetics—for authorizing the experiment.

Too often an hour, and frequently a half-hour, is thought enough time for most televisions of dramatic classics, even Shakespeare. Insistence on more time for all things, even though it means serialization, is a move to be encouraged.

But in choosing "Peer Gynt," Ibsen's poetic fantasy, as the vehicle to test their theory, Messers. McCleery and de Vry must have been motivated by some consideration other than audience appeal. "Peer Gynt" is seldom seen on the American stage and after watching it on TV this reviewer believes he knows the reason. Fantasy, satire, and philosophy, not the ingredients of the drama, comprise a delicate cargo that does not come through the transition from Norway to America and from 1875 to 1952 in any good shape.

As presented on NBC-TV, in any case, "Peer Gynt" was a series of individual episodes whose diversity of situation and locale combined to render the logically developed story of a self-centered soul, neither good enough for heaven nor bad enough for hell, which is the whole point of the play. Only in the final installment, when the aged Peer Gynt is stripped of pride and hope alike, did the teleplay gain dramatic significance.

All members of the large cast did well by their unusual roles. This was no small accomplishment, for many of the speeches were long and with words and sentences foreign to modern Americans. In maintaining faith with Ibsen, Mr. de Vry's script set a difficult task for the players. To their credit, and to that of Mr. McCleery, there was no fluffed line or missed camera cue discernible to the home viewer in the entire triple telecast.

Douglas Montgomery gave the title role a full interpretation, from the significance of the lusty youth to the sobbing repentance of the aged derelict, aging believably in the process. Frances Reid was appropriately sweet as the ever-faithful Solveig. Wesley Addy, as the Button-Moulder who for three weeks tried earnestly to put Peer Gynt into his boiling cauldron, was dramatically effective in a trying role that was made easier by Mr. McCleery's fondness for close-ups which at times moved the camera in until it seemed about to take up residence with the players.

Leonore Shawinese ran the gamut of emotions as Ase, Peer's proud through put-upon mother whose death scene gave the first installation a few moments of quiet sentiment that contrasted nicely with the general bolderousness of the rest of that telecast. Rista Gam was vividly emotional as the stolen bride, Claire Luce touchingly lustful as the Woman in Green, and Renee Goddess vividly wriggling as Anitra.

Howard Bay, afforded a designer's field day with scenes ranging from the troll king's cavern to an Egyptian madhouse and the prow of a ship in a stormy sea, was responsible for sets, costumes and make-up that throughout the lengthy production provided appropriate visual settings for the dramatic action.

A word about the commercials, particularly in mid-program spots, that were chosen fully of the type copy and completely destroyed the mood and tempo of the drama they interrupted: The word is "annoying."

ADV. COMPLIANCE
Noted by New York BBB

NEW enforcement plan, instituted by the Better Business Bureau of New York City to improve sales methods for radios, television receivers and service home appliances has received such a complete condemnation in recent months from any business concern, that the result has been the only practical explanation for the voluntary cooperation which all advertisers have shown. Since the plan started, a few complaints have reached the Bureau, and in that case the advertising objected to has not since been repeated.

OSU SPEAKERS
Include Walker, Webster

OSU CHAIRMAN Paul A. Walker and Comm. Edward M. Webster will take part in Ohio State U.'s 22nd Annual Conference for Education by Radio and Television in Columbus April 17-20 [B*T, March 10].

Jackson Walker has agreed to serve as a panelist for the special interest session on organized listener groups scheduled for Saturday, April 19. The group will attempt to answer "Are organized listener groups really doing an effective job?" FCC's representative on the panel discussing broadcasting to foreign countries will be Comm. Webster, who will answer "How has international broadcasting been affected by allocations conferences of the last six years and by the most recent Geneva allocations conference — What lies ahead." This also is scheduled for April 19.

Speaking on broadcasts for foreign countries will be representatives of Voice of America and the French Broadcasting System in North America, with Gerald Kean, acting director of United Nations Radio, as chairman. Gen. Frank E. Stoner, coordinator of communications for VOA, will speak on international shortwave systems, while Leo Lenthall, chief of the program evaluation division of the Office of International Broadcasting, will outline consumer activities being conducted in international broadcasting.

Three general sessions will be featured during the four-day meeting, along with more than 30 special interest sessions, according to the institute director, Dr. I. Keith Tyler, who expects about more than 1,000 persons to attend.

TORNADO DISASTER
WEKR Serves Public Well

WHEN a tornado struck Fayetteville, Tenn., two persons were injured and causing extensive property damage. WEKR's power was cut off by the violence of the cyclone at 4:28 p.m. Five hours later, power was restored and the station remained on the air until 1:30 a.m. the following day, flashing bulletins.

James Porter Clark, WEKR partner, reported that the subsequent two days were given over to dissemination of information pertaining to the disaster. Relief agencies used the studio facilities to relay vital messages.

Mr. Clark added, "While we feel that 'commercial' radio did a good job in the emergency, due credit should also go to Miss Judy Tucker, the station's chief engineer, who served as headquarters for the ham operations into and out of the area. It is the only practical source of communication between the outside world of relatives and the people of Fayetteville."
You’re working in the city. Turn on your radio. Listen to one of your AM commercials. It’s coming through, clear as a bell, from that big transmitter nearby. Sounds fine, doesn’t it?

But there are many places in the country where that commercial of yours can’t be heard at all—even though it’s broadcast from an AM station right in the neighborhood.

For in many places “radio climate” is such that the AM signal is torn to pieces by static, garbled by interfering “crosstalk.” The folks you’re trying to sell can’t hear your message at all.

FM solves that problem for you in many areas. FM is clear as a bell whatever the “radio climate.” So in making your time schedules—Don’t Overlook FM.

NOTE: During its recent spot radio campaign on Zenith Hearing Aids, Zenith used separately keyed spots on FM and AM stations in many cities.
In several cases, returns from FM outnumbered those from AM.
In others, FM was—on the basis of cost per inquiry—the best broadcast buy. Here’s real proof of the growing importance of FM!
Federal Telecommunication Laboratories, Inc., an associate of the International Telephone and Telegraph Corporation, has appointed Graybar Electric Company, Inc., as national distributor for its complete line of Television Transmitting and Studio Equipment.

The combined facilities of these companies provide the broadcaster with a complete line of outstanding high quality Television Transmitting and Studio Equipment, plus the added advantages of distribution through Graybar—since the start of the industry a leading supplier to broadcasters.

Prominent Television Stations in North and South America are now on the air with FTL Transmitters and Auxiliary Equipment. As an I.T.T. associate, FTL has the benefit of the facilities of a world wide organization with extensive research and development laboratories.

The FTL-Graybar Line includes VHF and UHF air-cooled transmitters, complete line of Auxiliary Equipment, including Control Equipment, Monitors, Single and Dual Scanners, and Synchronizing Equipment; VHF and UHF Antennas, complete Camera Equipments, TV Microwave Relay Links, and Mobile Television Units.

Federal Telecommunication Laboratories, Inc.

An Associate of the International Telephone and Telegraph Corp.

500 Washington Ave., Nutley, N. J.

COMPLETE SERVICE TO THE INDUSTRY

In addition to FTL's high quality Television Equipment, Graybar brings you broadcasting's best accessories — speech input equipment, microphones, lighting, towers and transmission lines, tubes, wiring supplies and devices—in fact, everything electrical to keep you on the air.

Your nearby Graybar representative is now ready to serve your television and accessory equipment requirements. Call today!

KEY CITIES WHERE GRAYBAR REPRESENTATIVES ARE LOCATED:

<table>
<thead>
<tr>
<th>City</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td>Atlanta, Ga.</td>
<td>Kansas City, Mo.</td>
</tr>
<tr>
<td>Boston, Mass.</td>
<td>Long Island City, N.Y.</td>
</tr>
<tr>
<td>Chicago, Ill.</td>
<td>Los Angeles, Calif.</td>
</tr>
<tr>
<td>Cincinnati, Ohio</td>
<td>Minneapolis, Minn.</td>
</tr>
<tr>
<td>Cleveland, Ohio</td>
<td>Philadelphia, Pa.</td>
</tr>
<tr>
<td>Dallas, Texas</td>
<td>Pittsburgh, Pa.</td>
</tr>
<tr>
<td>Houston, Texas</td>
<td>San Francisco, Calif.</td>
</tr>
<tr>
<td>Jacksonville, Fla.</td>
<td>Seattle, Wash.</td>
</tr>
<tr>
<td>St. Louis, Mo.</td>
<td></td>
</tr>
</tbody>
</table>

Graybar Electric Company, Inc.
Domestic Distributor: 420 Lexington Ave., New York
Offices and Warehouses in 108 Principal Cities
ensue apparently would be clarified.

FCC staff members (except professional assistants of the Commission) would not be permitted to make recommendations to the Commission on disposition of "adjudication" cases in which hearings are held.

(This provision retains the intent of the McFarland bill to minimize staff authority with respect to cases in hearing. Its reference to "recommendations" in defining these functions, however, is designed to clarify Secs. 5 and 17 of the McFarland bill.)

FCC would not be allowed to adopt "any rule or regulation of substance or procedure" that discriminates against persons primarily engaged in the publishing business. No application for a construction permit, station license, renewal, modification or transfer could be denied "solely" because of the applicant's newspaper interests [B&T, July 25, 1951].

(While it has been the long-standing policy of FCC to deny licenses to non-newspaper applicants where there is more than one applicant competing for a facility providing qualifications of all applicants are equal, FCC has never spelled this out in a rule or regulation. Thus, the effect of the House amendment, if retained in the bill, would be questionable.)

A section of the Communications Act retained by the House committee makes review by the U. S. Supreme Court in cases of license revocation or denial of license discretionary (plaintiff must petition court for writ of certiorari). The McFarland bill would have granted such appeals as a matter of right. It was learned that representatives of the Supreme Court asked for the House committee to reconsider.

In reporting the McFarland bill, which has been sponsored since 1949 by Senate Majority Leader Ernest McFarland (D-Ark.), the House committee members spent 23 days in executive session.

It is an enviable duty for any committee whether studying communications or the foreign aid program.

Rep. Oren Harris (D-Ark.), ranking majority member of the committee, was charged with writing the report on S 658. When his work in directing the staff's compilation is completed, the bill will be placed on the House calendar, after the House Rules Committee clears it.

Thus, if the House approves the measure (it could amend it at will on the floor), it will go to the Senate for approval. If the Senate passes the bill as is, although unlikely, the bill would go to the White House for President Truman's signature.

More likely, the Senate will disagree with the House amendment—for example, Sen. McFarland has staunchly favored the section on "double jeopardy" as written in his bill—and the upper chamber will set up a conference.

What could happen in a Senate-House conference is conjecture. Action in clearing the bill would depend on the views of the conference members (and 2) whether they can come to quick agreement.

Minimum of Conflict

Bills have been known to die a slow death in conference when the legislators cannot see eye to eye. However, such a development is unlikely, authorities concede, because of a minimum of conflicting issues in the two versions.

When an agreement is reached in conference and a report written, the battle will be over. Since the McFarland bill is technical in nature, most likely both houses will accept the conference report in toto. Thus, what becomes of the bill will depend on the President's signature and a new Communications Act will govern FCC's procedures in the regulation of over-the-air and television industry.

Reorganization of the Commission as provided for in the McFarland bill is also retained in the House version. Bulk of this recommendation is already a fait accompli.

A provision in the House bill retaining authorization for the FCC to divide itself into panels is considered to be a minor change.

Full text of the committee's explanation of its amendments follows:

The amendment strikes out everything after the enacting clause of the bill as passed by the Senate and inserts a substitute.

In many respects the amended bill is the same as the bill passed by the Senate, but contains many modifications, as well as the principal changes which the amended bill would make present law, may be summarized as follows:

The provisions of the Senate bill relating to the reorganization of the Commission have been retained substantially intact. These provisions constitute a statutory confirmation of the reorganization already effectuated by the Commission which divides the Commission into four functional bureaus (namely, the Broadcast Bureau, the Common Carrier Bureau, the Safety and Special Services Bureau, and the Field Engineering and Monitoring Bureau) and four staff offices (Office of General Counsel, Office of Chief Accountant, and the Office of Secretary). Each Commissioner would be provided with a professional assistant of his own choice.

The members of the Office of Opinion Review (consisting of the Chief of the Office of Foreign Hearing Assistants) as well as other employees of the Communications Division (professional assistants of the Commissioners) would be prohibited from participating in any reorganization with respect to the disposition of adjudication cases in which hearings are held (for example, cases involving the granting, renewal, or revocation of station licenses).

The provisions of the Communications Act authorizing the Commission to divide itself into panels which would have been eliminated by the added bill are retained in the amended bill.

The amended bill retains the Senate provision requiring the Commission to hold a public hearing on the record of an original application for a broadcast license or permit. Thus, if the Senate version of the other bill is adopted, it must notify the applicant and other known parties in the proceeding that the Commission is obligated to grant the application without a hearing. The applicant must be given an opportunity to reply and the case may be set down for hearing by the Commission only after consideration of such reply.

The Commission must notify the applicant and all other known parties in the proceeding that it cannot hold a public hearing on the application and that it will grant the application without a hearing. The applicant must be given an opportunity to reply and the case may be set down for hearing by the Commission only after consideration of such reply.

The amendment provides for setting an application down for hearing. Parties in interest, if any, may appeal to the Commission for the Commission's inability to grant the application without a hearing. The applicant must be given an opportunity to reply and the case may be set down for hearing by the Commission only after consideration of such reply.

With respect to the renewal of broadcasting licenses, the Committee amendment provides that such renewal may be granted by the Commission if such renewal would not be against the public interest. The amendment provides that the renewal may be granted only after a public hearing if the Commission finds that the renewal would not be against the public interest. The renewal may be granted by the Commission only after such a hearing if the Commission finds that the renewal would not be against the public interest.

With respect to the renewal of broadcast licenses, the Committee amendment provides that such renewal may be granted by the Commission if such renewal would not be against the public interest. The amendment provides that the renewal may be granted only after a public hearing if the Commission finds that the renewal would not be against the public interest. The renewal may be granted by the Commission only after such a hearing if the Commission finds that the renewal would not be against the public interest.

The amendment provides that the renewal may be granted only after a public hearing if the Commission finds that the renewal would not be against the public interest. The renewal may be granted by the Commission only after such a hearing if the Commission finds that the renewal would not be against the public interest.

The amendment provides that the renewal may be granted only after a public hearing if the Commission finds that the renewal would not be against the public interest. The renewal may be granted by the Commission only after such a hearing if the Commission finds that the renewal would not be against the public interest.
Let your imagination squeeze itself down to the infinitely small spaces within the crystals and molecules of steel. In that microscopic world, research men take advantage of the same laws that govern the stars and planets to manipulate atoms and molecules of a piece of steel. Their work makes steel harder, or tougher, or springier, or more resistant to heat, so that hundreds of variations in steel are available for everything from watch springs to steels that can “take it” in a tank gear.
Based on the actual experiences of Matt Cvetic who for nine years posed as a communist for the F.B.I.

"I want to commend and congratulate Ziv on this new show...the outstanding production of the year.

"We feel that this show is a must for our station...it is a great public service!" Larry

Each half-hour a complete episode • Transcribed for local and region
AS A NIST F.B.I.

H. W. Slavick, General Manager, WMC, Memphis, Tenn.

H. W. Slavick, Commercial Manager, WWL, New Orleans, La.

STARRING DANA ANDREWS

WHO LIVES THIS DYNAMIC ROLE!

SPONSORSHIP • WRITE, WIRE OR PHONE
**Lost**

AMONG the more fascinating reading we’ve always found in the daily papers is the classified advertising department, especially the Lost and Found ads which chronicle, in their abbreviated way, the little tragedies and triumphs of life.

Who knows what is in the brief case lost in the something-hundred blk. of Elm St., suit. rewd. (sentimental val.) or in the lady’s o’night bag, inadvertently left in lobby of Baltimore Hotel Sun. mor.

While skimming through the Lost column of the Washington Evening Star one day last week, our eye caught upon this entry:

**BRIEF CASE—Small zipper portfolio or brief case; name inside; return to CCH. PAUL WALKER, Federal Communications Commission, Reward, Executive 3620, Ext. 9, or Emerson 6655.**

One may only speculate as to what was inside. The tacitly-accepted code of privacy that obtains in the fraternity of those who place, read or answer classified ads forbids inquiry. Did the case contain state papers, the—heaven save us!—of the final television allocations report, a pack of treasured love letters, the Chairman’s lunch? We must be content to wonder.

**Elements of Impact**

LONG overdue is a marshalling of radio’s basic facts—an analytic story of the medium’s impact on the nation, along with the traditional “who, what, when” and “why.”

In all of the 32-year radio history this obvious and fundamental job has never been done in a comprehensive manner.

There have been, of course, helpful probings and dissections but no one has ever presented the whole story of radio advertising’s place in the national economic and cultural picture. Hence the recent decision of the NARTB AM Committee to undertake a research project designed to round up the facts and make them available in usable form.

The fundamentals of advertising media have seldom been subjected to the cold, calculated analysis which has determined their prominence in the life of 160 million Americans. Even the older printed media can offer little documentary evidence, for example, of what happens to a periodical after it enters the home.

It’s time broadcasters do something about their own image. All too frequently, by competitive shooting from publication ranks as well as by the exaggerated claims about television’s effect on radio listening. Perhaps NARTB’s study, if properly supported, will produce long-awaited facts about radio’s costs in relation to other media. Perhaps, too, it will yield helpful information on the secrets of successful radio advertising and suggest better management methods.

**Put Up or Shut Up**

WE COULDN’T help but be dismayed at the information given to Broadcasting & Telecasting a week ago by Rep. Joseph W. Martin (R-Mass.), who has been a leader in the campaign to get radio and television re-admitted to House hearings.

Broadcasters, said Mr. Martin, “don’t seem to be interested” in their own case. He thought it “remarkable” that broadcasters had taken their exclusion so lightly.

We think it “remarkable” too.

Remarkable and regrettable.

The thought immediately comes to mind: If the press were suddenly ousted from the House, would publishers and editors take it lightly? You can bet they would not. That would be one issue on which all shades of publishing opinion would come together.

The fact that publishers and editors would unanimously rise in outrage is taken so for granted that any legislator would ever try to bar the press from Capitol Hill.

Quite obviously legislators entertain no such respect for the medium on radio and television, why? Well, the answer is in Rep. Martin’s statement.

If broadcasters don’t seem to be interested when they are kicked out of hearings which other uses of the public have accomplished freedom to attend, one can hardly imagine what kind of ill fortune would arouse their interest.

As long as they endure their exclusion without more protest than they so far have played, broadcasters cannot claim to deserve an equal place in the news media family.

To deserve an equal place is to accept the responsibility of both gathering and distributing news, a process that certainly cannot be adequately carried out by any medium that is denied access to the U.S. Congress.

If radio and television pretend to the high status of honest and purposeful news media, broadcasters must join the fight that so far has been conducted for them.

**Out on the Limb**

A STATION, which for the purposes of this editorial is nameless, last week reported with considerable glee the “success” of a promotion stunt which put its call letters and the name of one of its disc jockeys on every tongue within the sound of its signal.

The stunt also succeeded in:

Cauing the arrest of the disc jockey.

Creating a “major traffic snarl.”

Getting fans of the disc jockey ticketed for traffic violations.

And, we suspect, causing a great many sober-minded people to henceforth doubt announcements on that particular station and possibly to unconsciously, perhaps, question other news on other stations.

Briefly, what station spokesmen described as the “gag,” involved a break into a regularly scheduled program with an urgent announcement that the disc jockey had disappeared along with a large amount of cash from the station’s safe. Subsequently a mobile unit was sent in search of the man and “found” him in a tree, with hanging money to people below.

The police moved in, hustling the disc jockey to jail. The station then announced it was having difficulty raising the $100 bond which was required and asked listeners to loan the bond money. When listeners rushed to the police station they caused a traffic jam and were given traffic tickets. The station reported to be bondsurrounded and agreed to pay all parking tickets.

We are sure that there was no intention on the part of the station management to do anything but promote interest in their disc jockey. But the method they used was, to use the kindliest word that comes to mind, irresponsible.

A broadcaster, any broadcaster, has a duty to his listeners. He must entertain and he must inform. Stunts like this, which deliberately misinform, do all radio a disservice.

**our respects to:**

THOMAS CHAPMAN McCRAY

IF IT HAD not been for a five-dollar bet, Thomas Chapman McCray now might be president of the Old Timers Club of Travelers Insurance Co. instead of director of radio network operations for NBC Western Division in Hollywood.

Mr. McCray, who is Tom to his legion of friends, was an accident underwriter for Travelers in Hartford back in the early ’30s when the insurance company decided to go into the radio business.

Like all Travelers’ employees, he watched the approaching debut of WTIC there with keen interest. But despite the fact that he had studied voice for a few years, he had no thought of switching his budding career from insurance to the new medium of radio.

Even when the company sent a routine memorandum to all employees inviting them to audition for the new station, he didn’t take it seriously or personally. Not until the fellow at the next desk dared him to request an audition and backed up the dare with a five-dollar bet.

Five dollars being worth five dollars in those days, Tom McCray took the bet. He has been in radio ever since.

As an old insurance man, he still thinks it’s a good risk, television or no.

In the past 28 years, Mr. McCray has amassed a curious number of “firsts.” Among events in his career that he looks back upon with particular pride are: One of the first husband-and-wife programs on the air, in which he and Mrs. McCray were the talent; building of the NBC Hollywood production unit; signing of Martin and Lewis for NBC when the two nancies were little known beyond confines of the night-club circuit; and giving Dave Garroway his first network break.

Mr. McCray was born in Hartford on April 18, 1901. His mother was a descendant of one of the city’s founders. He made his home there until going to New York in the early ’40s, except for one year as cashier of a Travelers’ branch office in Camden, N. J., his first job.

He attended Hartford public schools and while in high school sang in the glee club and took part in musicals. His baritone voice, which was to be responsible for his eventually getting into radio, was an inheritance from his paternal grandfather, Calvin Curtis McCray, who had been a singer in the era preceding the Civil War.

The grandfather is still a legendary figure in the McCray family. He was a soloist in the Brooklyn church where Henry Ward Beecher

(Continued on page 69)

BROADCASTING • Telecasting
There’s no such thing as an advertising medium that reaches everybody.

In the KYW coverage area, for example, 88% of the people don’t see America’s best-circulated magazine.

61% of the people don’t see Philadelphia’s biggest daily newspaper.

60% of the people don’t have television sets. And 4% of the people don’t have radio receivers!

So... the greatest possible coverage we can offer you on KYW is 96% of the market. But within this 96%, advertisers find a huge multitude of customers... men, women and children who have a habit of tuning in to KYW day after day, week after week, year after year. For details, check KYW or Free & Peters.

**a frank comparison**

**PHILADELPHIA**

50,000 WATTS

NBC AFFILIATE

WESTINGHOUSE RADIO STATIONS Inc

WBZ - WBZA - KDKA - WOWO - KEK - KYW - WBZ-TV

National Representatives, Free & Peters, except for WBZ-TV, for WBZ-TV, NBC Spot Sales

**RADIO - AMERICA’S GREAT ADVERTISING MEDIUM**

Repeat... RADIO - AMERICA’S GREAT ADVERTISING MEDIUM
front office

E. D. HOLMES, part owner of KFDL Floydada, Tex., named general manager of Texas Plains Stations, newly formed three station sales package including KPAN Hereford and KVMC Colorado City in addition to KFDL. WAYNE ROBISON assumes station management at KFDL.

JAMES L. KELEHAN, commercial manager at KIOA Des Moines, Iowa, named general manager succeeding MARVIN L. ROSENFELD, transferred to WLQR Minneapolis in same capacity [BT, March 3].

HERB BAYLISS, sales service supervisor, Don Lee Broadcasting System, Hollywood, promoted to supervisor of general services. Succeeding him is ED DOUGLAS JR., sales service department.

C. L. DOTY, station manager of WJZ-AM-TV New York, to sales staff of Edward Petry & Co., that city.

THOMAS BOISE, KSFO San Francisco sales staff, joins local sales staff of KNBC, that city.

JACK IRVINE, assistant manager, KOOS Coos Bay, Ore., to KULA Honolulu as account executive effective April 1.

WILLIAM J. FLYNN, sales staff, WEEK Peoria, Ill., appointed local sales manager.

K. E. MEEHAN, sales staff, WOSH Oskosh, Wis., to WISN Milwaukee in same capacity.

R. C. LOCKMAN, account executive, KTIV (TV) Hollywood, to KECA-TV that city in similar capacity.

BILL BRUCE, program director, KGIF Pueblo, Col., moves to sales staff.

WALTER J. SMITH, KYW Philadelphia, traffic manager, promoted to sales staff, replaced by RITA B. WHALEN.

ROBERT BEAUCHEMIN, WTH Port Huron, Mich., to sales staff, WHBF Rock Island, Ill.

GEORGE C. SHRUDEN, former commercial manager of WTND Orangeburg, S. C., to WMFC Monroeville, Miss., as station manager.

JOSEPH H. MCGILLIVRA Inc., N. Y., appointed national representative for KATL Houston, Tex.

ALFRED W. WALTZHALL, program director, WSVS Crewe, Va., named station manager at WMJA Orange, Va.

BURN-SMITH Co., N. Y., appointed national representative for WAAF-AM-FM Chicago.

JACK ROACH joins WKBZ-AM-FM Muskegon, Mich., as sales representative.

WILLIAM G. RAMBEAU Co., N. Y., named national sales representatives for WMMW Meriden, Conn.

GENO CIOE, Bolling Co., Chicago, to Headley-Reed, same city.

HEBER SMITH, KNBC San Francisco sales staff, moves to newly established post with NBC spot sales, that city.

PAUL LaRIVIERE, commercial manager, KBIS Bakersfield, Calif., to KXO El Centro, Calif., in same capacity.

A. G. SEABROOK, commercial manager, CKCK Regina, to CJIB Vernon, B. C., in same capacity, replaced by ROY M. MALONE, account executive of CKCK.


PERSONALS . . .

NAYLOR ROGERS, executive vice president of Keystone Broadcasting System, Chicago, recuperating in Chicago Memorial Hospital from recent appendectomy . . . LESLIE C. JOHNSON, vice president-general manager, WTRF-AM-TV Rock Island, Ill., appointed member of committee heading building campaign for city's YWCA . . . SYLVESTRE L. WEAVER, vice president of NBC New York, to speak at Advertising and Sales Executives Club of Montreal on March 19 . . . GRAEME ZIMMER, manager, WCAV Norfolk, Va., named chairman of city's Red Cross Council . . . ALAN C. TINDAL, president, WSPP Springfield, Mass., discussed future of radio-TV in that area at last week's Rotary Club meeting . . . ROBERT H. WESSON, national sales, program and promotion manager, KHQ Spokane, named one of three judges for 1952 Paul Bunyan Trophy Awards Contest of city's Chamber of Commerce.


MUSIC TRUST FUND

Got $1,800,295 in '51

CONTRIBUTIONS to the Music Performance Trust Fund during 1951 totaled $1,800,295, with disbursements amounting to $1,629,988, according to the annual statement by Samuel R. Rosenbaum, trustee for the fund. Cash balance as of last Dec. 31 was $1,100,266.

The contributions came from 1,024 phonograph and 127 electrical transcription manufacturers. The trustee allocated $800,000 in the last half of 1951 and $700,000 in the first half. The annual report gives a detailed review of performances staged in Ohio during the first half of 1951, to illustrate the services provided under fund auspices.

New AFRS Series

ARMED Forces Radio Service, Hollywood, is inviting 2,500 radio stations in U. S., Alaska and Hawaii to record actual sounds and activities in each immediate vicinity for new radio series, Way Back Home. AFRS will then edit recordings and gather material into seven quarter-hour weekly programs for distribution to its overseas stations and hospital bedside networks.

HEARING RIGHTS

WJLK Again Refused

NEWSPAPER-owned WJLK Asbury Park, N. J., which last year won a court ruling specifying that the free press guarantees of the Constitution extend to radio, last week in another battle for rights on a parity with those of the printed press is confident it will win again.

The station applied for and was refused permission to broadcast a New Jersey legislative committee's public hearing Thursday on a bill to legalize Bingo. Acting Gov. Harold W. Hoffman said the request was the first of its type and that leaders of the legislature felt the subject needed more study before broadcasts of committee hearings are permitted.

Officials of Asbury Park Press Inc., licensee of WJLK and publisher of the Asbury Park Press, issued this statement:

The officers of the legislature feel they need more time to study the request by WJLK for permission to broadcast a public hearing by a legislative committee and this we regard as reasonable. We do not, however, abandon the viewpoint set forth in the Asbury Park case, namely that radio is entitled to parity with the press in reporting the news, especially in matters involving the general welfare. We will await determination of a petition by the station of the State of New Jersey, confident that the viewpoint expressed by Judge Schettino in the Asbury Park case will prevail.

In the Asbury Park case, WJLK appealed to Superior Court Judge C. Thomas Schettino and won the right to take its microphones into the city council chamber to broadcast a tax hearing, on the grounds that "free press" includes radio.

OFFICERS ELECTED

STOCKHOLDERS of Broadcasting Co. of the South March 7 in Greensville, S. C., voted to re-elect all presently active officers and company directors and to add Charles A. Batson, company's TV director, to the board of directors. Mr. Batson, formerly NARTB TV director, supervises planning and preparation for television and is headquartered at WIS Columbia. S. C. B. Calhoun Hipp is president of the company which operates WIS as well as WSPA Spartanburg, S. C., and WIST Charlotte, N. C., and has video applications pending for Charlotte and Columbia.
LABOR POLICIES

GOVERNMENT authorities have focused their attention on nation-wide manpower problems the past fortnight, with evidences that electronic manufacturers and broadcasters alike stand to benefit from a new "hardship" policy.

The policy touches on unemployment or surplus labor conditions in key cities of the U. S. and stems from a study by the Office of Defense Mobilization, the National Production Authority and the Dept. of Labor.

While manufacturers and radio-TV broadcasters have been only minutely concerned until now, results of recent activities portend decisions bearing more directly on future of plant facilities and construction of radio and television stations.

New policy envisions special considerations for the awarding of defense contracts to companies beset with unemployment and the commencement of construction for commercial and industrial (radio-TV station) building.

It is on this latter eventuality that NBC largely has based its appeal for materials to build two new TV studios at Burbank, Calif. [B*T, March 10]. The Defense Production Administration, the network noted, has designated the Los Angeles area as "critical" and earmarked for special consideration. Stressing its competitive talent fight with CBS, NBC claimed it would suffer hardship not sustained by others in the industry, and introduced evidence showing that 10,000 skilled laborers are unemployed in the Los Angeles area.

It was learned last week that NPA will base second-quarter construction decisions, expected momentarily, on this factor of hardship areas to a large degree. This would extend this special consideration to industrial classifications and emerge as a major factor in any materials grants made by NPA for the period starting April 1. Major criterion still will be the materials requested and the requirement that the station or other project construction be already underway.

NPA, the operating arm of DPA, previously announced that it had approved all applications now on hand for new commercial construction projects in seven "employment hardship" areas—Los Angeles, New York, Boston, Washington, D. C., Portland, Ore., Seattle and San Francisco.

Those seven areas, NPA announced, are reportedly the "hardest hit" by lack of peacetime construction with no jump in defense building to take up the slack.

There also were recurring reports last week that DPA is evolving a policy for approving the start of major radio-TV and other industrial projects [B*T, March 3]. The policy would be launched after July 1, start of the third quarter, and permit initial planning for fall construction.

NPA Administrator Henry Fowler also announced Wednesday that hard-pressed, small consumer goods manufacturers would be granted sufficient materials to avert shutdowns.

The employment situation is perhaps less acute now in electronic-producing areas than it was six or nine months ago. Other industries—notably the automobile and textile—have been harder hit. Chief bottleneck for electronics lies in component parts and machine tools.

Hardship Factor

This hardship factor will be analyzed and "if giving special consideration to a specific area would have a major effect on the operation of the entire industry," hearings will be held, according to Defense Mobilizer Charles E. Wilson. Thus, if needed to sustain electronics production for the military, steps will be taken assuring that consumer goods makers-turned-defense producers will benefit from this policy.

The Labor Dept. has designated 27 "surplus manpower" areas with firms eligible for military orders despite any lower bids which could be obtained elsewhere. Defense Chief Wilson's Manpower Committee in ODM acts on the Labor Dept. designations and makes recommendations to DPA, the Defense Dept. and General Services Administration. This new policy has stirred some protest on Capitol Hill, principally from the Southern contingent.

Among such key areas are Detroit, Wilkes-Barre and Scranton, Pa., and Providence, R. I.

From where I sit by Joe Marsh

Ed Got Red
In His Own "Hot Water"

Big Ed started a huge "Pay-Your-Bill" campaign last week and ended up with a slightly red face. Ed's been our Water Commissioner for ten years, and for ten years now he's been getting riled up over slow payments of bills.

So, he finally decided to do something drastic about it. Last week he sent out notices that if the slackers didn't pay up by Friday, he'd shut off their water.

Naturally, some still didn't square accounts. Ed ordered their water turned off, and 14 homes went without all week end—the Commissioner's among them. Seems Big Ed forgot to pay his bill!

From where I sit, Ed's mistake is one we all make at times. We are too quick to accuse other people while forgetting our own faults. Lots of us do it, for instance, over a difference in taste for a soft drink or a friendly glass of beer. Let's respect each other's preferences and we'll all stay out of "hot water."

Copyright, 1952, United States Brewers Foundation

March 17, 1952 • Page 61
CHURCH GROUPS
KCBQ Policy Stymied

KCBQ San Diego, Calif., is caught in the middle of a fight between two Protestant organizations, according to Charles E. Salik, KCBQ president. The organizations are the San Diego Council of Churches, using free public service time on KCBQ, and National Asn. of Evangelicals, advocate of commercial radio programming, he said.

Difficulty started in January when KCBQ cancelled its contract with the Southwest Baptist Laymen for a Sunday morning period. The commercial contract was inherited when the station bought the station in 1948, Mr. Salik said, but it is enforcing a no-paid-religion policy established at that time.

Post Card Protest

Despite a post card protest running into the hundreds, and other pressures, the station has suffered no contract cancellations, according to Mr. Salik. He added that Graham H. Moore, KCBQ sales director, had been informed by Mr. Biny Hedricks, described as AE western representative, that commercial accounts were being urged to cancel KCBQ contracts.

KCBQ recently decided to add morning and evening devotional programs in cooperation with the radio committee of the San Diego Council of Churches. First broadcasts in the series were scheduled March 17, with all faiths invited to participate.

The problem was discussed at a conference between NAE and station officials. Mr. Salik said NAE spokesmen argued a national movement is under way to restrict use of radio time by NAE ministers and churches. He added that NAE conceded it had no organized group in San Diego. NAE is said to have turned down an offer of a free Sunday half-hour in which it would be stipulated that no pleas for money would be made.

Mr. Salik said he invited NAE members to participate in the new series of morning and evening devotionals but NAE insisted on having specific days of the week and separate identification. He quoted NAE officials as charging him with suppression of free speech. KCBQ tape-recorded its meeting with NAE.

NEWLY-ELECTED board members of the Oregon State Broadcasters Assn. (B*T, March 10) in the Eugene Hotel are (1 to r) Ted Cook, program manager, KOIN Portland, director; Chet Wheeler, general manager, KWIL Albany, director; Dick Brown (standing), general manager of KOJQ Portland, director; Tom Gideck, president of KNPT Newport, director; Bud Chandler, manager of KFLW Klamath Falls, president, and Joe Schertler, KEX Portland, secretary and auditor. Not present was S. W. McCreary, new vice president, who is general manager of KUGN Eugene.

SURPRISE CD TEST
Staged in New York

FIRST surprise civil defense test of emergency communications network—involving all AM, FM and TV stations in New York State—was held from 11:45 p.m. to midnight Wednesday.

Notified that the test would be held sometime during the week, the stations had 45-minutes “standby” warning from local civil defense directors, but no other signal. With the alert, station engineers monitored the state C. D. frequency for further instructions. Thirty seconds before the test, its exact starting time was announced, and all stations were expected to cancel their scheduled programs for broadcast of a special message from Lt. Gen. Clarence R. Hueber, director of the state C. D. Commission.

Although there was no way of knowing immediately how successful the test had been, a review check of radio and TV outlets in New York City indicated that most of them had met test requirements.

Gen. Hueber, who spoke from a secret control center outside New York City, stressed the importance of maintaining communications for defense in emergency. Since this was the first alert, he said it could not be expected to be perfect, but that similar tests would follow.

MORRIS & FCC
Declares Inside Track

REDUCTION of a $847,500 fine by FCC to $8,000 highlighted a portion of the testimony of Administration clean-up man Newbold Morris last week before the Senate Investigation subcommittee looking into surplus ship deals.

Mr. Morris told the subcommittee that four tankers, owned by United Tanker Corp., violated a section of the Communications Act which requires that FCC licensed radio operators of American citizenship be carried as part of the crew.

The Communications Act assesses a $500-per-day fine for each day that any American flag ship is at sea without such personnel. Each of the four tankers was last at sea for a period ranging from 289 days for one to 543 days for another.

Mr. Morris is president of the China International Foundation Inc. United Tanker Corp. is a subsidiary of CIT. It was the latter company which bought the four tankers from a group headed by former Rep. Joseph E. Casey (D. Mass.). The group included Edward R. Stettinus Jr., former Secretary of State; Fleet Admiral William F. Halsey Jr., retired, and Julius C. Holmes, U. S. Minister to London.

Committee Probing

The permanent Senate Investigating Committee has been probing the methods by which the Casey group bought war surplus ships from the Maritime Commission and made $8,250,000 in profits on an investment of $101,000.

It was brought out during Mr. Morris’ testimony that the four tankers carried oil to China a short two months before the Korean War broke out.

Mr. Morris is also a member of the law firm which represents both CIT and United Tanker.

Mr. Morris said he interceded with the FCC last year to help get the $847,500 fine reduced. He said that the fine was reduced because of a conflict of law between two sections of the Act. He denied using any influence.

At FCC, a spokesman pointed out that fine in such cases were usually mitigated when proper explanations were made. In these cases, he said, the ships’ owners stated the American crews had left the ships at the expiration of their contracts and that the ships’ masters had gotten permission from U. S. counsel to hire foreign seaman—including foreign registered radio operators.

It was admitted that these totaled the highest fine in the history of the FCC.


WJKO
5,000 watts
Springfield, Mass.

announces the appointment of

GILL-KEEFE and PERNA inc.

New York Chicago Los Angeles San Francisco
APPLICATION to the FCC for TV Channel 2 in Centralia, Ill., and another for the transfer of his interests in WNT-FM-AM Centralia to the Southern Illinois Broadcasting Corp. are being prepared by George F. Issac, president of WONT Inc. While the stations are $150,000, exclusive of quick assets.

WNT is a 1 kw daytime station on 1210 kc.

Principal stockholders of Southern Illinois Broadcasting Corp. are C. W. Rodgers and his mother, Grace S. Rodgers, Cairo, Ill. The Rodgers own a number of theaters in southern Illinois, Missouri and Arkansas. Mr. Isaac will continue in active management of the stations pending FCC approval of the transfer.

The WNT television application will call for a 5 kw GE transmitter with a 3-bay antenna which will give a field effective of approximately 30 kw. This is the only VHF channel at present allocated to southern Illinois.

Mr. Isaac is a veteran radio man with some 25 years of experience. He expects to stay in radio and television. While his future plans are not firm it is understood he is considering the purchase of a network station in a major market. Mr. Isaac was formerly with WGN Chicago, Lord & Thomas and WCFL Chicago.

TIS THE DAY

For the Irish—and KWK

FAITH and begorra, the saints preserve us, 'tis the day for the wearin' o' the green—the Irish and the shamrocks and shillelagh—and for KWK St. Louis.

For 'tis today—March 17—that KWK also celebrates its 25th anniversary in the hallowed traditions, when Irish have been Irish and Patrick a fine brood of a lad, the late Thomas Patrick Convey who founded the station.

To point up the occasion, the Globe-Democrat outlet has devised an invitation gimmick calculated to call attention to a combination cocktails-buffet-music party. The novel invitation, sent to 10,000, is signed by Robert T. Convey, son of the founder and KWK's president and general manager.

KWK has experienced steady growth since its founding at St. Louis' Chase Hotel. In 1936 it increased power to 5 kw daytime and added MBS affiliation, becoming exclusive Mutual affiliate in 1941. In 1949 KWK began day and night 5 kw operation and the St. Louis newspaper also acquired minority interest in the station. KWK filed an application for TV in February 1948. Station now is quartered in the Globe-Democrat Bldg., into which it moved three years ago. KWK is affiliated to two groups of people—the Irish and those who wish they were.

Strictly Business

(Continued from page 18)

the magnificent sum of $6 a week.

Two years earlier he had started the first full page radio column in any Canadian newspaper on the former Regina Daily Star, on which he was a general news reporter. His newscasting and radio column were so successful that Harold Carson of Calgary, then an unknown radio promoter and forming what is now All-Canada Radio Facilities Ltd., offered Mr. McDermott a job at $25.00 a week. The latter turned it down—because, with radio and newspaper work, he was making $27.50 a week.

Mr. McDermott was born at Port Hope, Ontario, Feb. 24, 1918. His family moved to western Canada and he was educated at Regina. While still in high school he started reporting school activities, particularly sports, for daily newspapers.

He soon was earning more money on space rates than junior staff reporters on salary. So, within a short time, he had the distinction of being a paid staff reporter on a Regina daily while still going to high school. The paper found this to be more economical.

For some years after graduating from high school young Mr. McDermott toured North America on railroad passes and reported for newspapers throughout Canada as well as in Chicago and New York. Then he went back west to Canadian再度, rejoined the former Regina Daily Star and in 1930 transferred from the editor to the advertising department.

Soon after he moved to Toronto where he joined Joseph Herashy McGillvra, who then was operating as a Canadian station representative.

In Radio Since

Since that time, Mr. McDermott has been continually in radio, moving from the Toronto office of the McGillvra organization to New York office and as an executive in the Allied Radio Sales Co., and then to the world-wide Canadian Broadcasting Co., and taking charge of the Toronto office.

When Mr. McGillvra sold out to the Allied earlier this year Horace Stovin and William Wright, a Toronto advertising executive, took the firm over and with the deal also as manager of the Toronto office.

In the summer of 1942 he took leave from commercial radio to join the Royal Canadian Air Force as first director of the radio branch of its public relations department.

This organization is the farthest afield Europe, through the invasion and into occupied Germany until late in 1945 when he returned to Canada with rank of squadron Leader and rejoined Stovin & Co. as sales manager at the Toronto office.

During the next few years Mr. McDermott became well acquainted with the advertising through a number of stations throughout Canada which Stovin & Co. represented in eastern Canada. He also saw the possibilities of Canadian advertising, especially for the British, on American television stations.

He organized a television division in the Stovin firm and developed some of Canada's first television accounts to use U. S. TV stations, as well as creating some directed at Canadian audiences in southern Ontario, who have become tuned to American television for some years because there are no television stations as yet in Canada.

Last summer Mr. McDermott formed Radio & Television Sales Inc. to represent a growing group of French language network stations with CKVL Verdun as the key station.

In the wider field of broadcasting, Mr. McDermott has been busy for a number of years on the sales advisory committee of the Canadian Assn. of Broadcasters, as a member and now chairman of the radio advisory committee of the Ryerson Institute of Technology at Toronto, as a member and director of the Toronto Advertising and Sales Club and as an organizer of the Canadian Radio Station Representatives Assn.

In 1941 he married Elizabeth J. Bourget at Regina. The McDermotts now live in Toronto with their three children—Paul, 9, Patsy, 6, and Elise, 2.

When Mr. McDermott is not busy with radio broadcasting or taking pictures of his children, he finds time to be chairman of the Oakville Separate School Board and to be radio publicity chairman on various local community organizations. He is the only radio salesman with a membership in the Toronto Men's Press Club and is a member of the Canadian Military Institute and the Oakville Club.

NEW WQXR STUDIO

Features Latest Facilities

WQXR-AM-FM New York's newest and largest studio, permitting the stations for the first time to originate live programs from their own headquarters before an audience of some size, was to go into use yesterday (Sunday).

The new studio, with a seating capacity of 189, covers 3,000 sq. ft. and has a 20-by-30-foot stage, glass-enclosed control room, and is equipped with a motion picture projection room and a 12-by-12 movie screen.

The control room is equipped with a Collins console control board and a push button address system utilizing 10 studio loud speakers. There are outlets for 28 microphones. Most of the equipment, spokesmen said, was custom built. Construction of the studio had been under way since October. The firm of Shreve, Lamb & Harmon was the architect, working with WQXR Chief Engineer Louis J. Kleinwachter and the mechanical department of The New York Times, which owns the stations.
last-minute decisions

by these busy buyers can put a medium on or off the list

The advertiser has outlined the sales job; set approximate money limits.
(Late, of course. Fast-changing times. Tough policy decisions. You know!)
The account executive and the "plans group" have established the broad outlines of the campaign.
(Late, of course. Last minute change in client plans. You know!)

then, at last, the media department is asked for schedules... fast!

Newspapers. Which?
Radio needed in some spots?
How about TV? ... Business publications. Which?
Every question raises another... every answer suggests an alternate solution... every conclusion demands adequate defense.

there's drama in the Media Department when a list is being built!
Out of this welter of activity the media men build a tentative program. Experience, supplemented by the calls of media representatives, helps them organize the broad outline. Facts and figures help them fill in the details. They have the tools of their trade close at hand; chief among them a set of Standard Rate & Data Service and Consumer Markets.

Note how the media men depend on and use these SRDS Services . . .
- to study populations in sales territories
- to check trends against client experience
- to analyze coverage figures
- to figure costs
- to recommend specific publications; and/or stations
- to list alternate selections

Much of this information comes from Consumer Markets. Much comes from the media listings in the separate SRDS books; data that has been painstakingly assembled by the SRDS staff; data that has to be accurate, reliable, and above all, up to date. These are the basic facts, uniformly arranged, uniformly presented.

but what about the media information that can't be standardized?

In the course of making their first eliminations—building their trial lists—the media department men need the fullest possible information about the things that make each publication or station different from its contemporaries—information that they cannot expect to find in the SRDS listing.

What is the comparative influence of these two papers in this market?

What kind of merchandising service does this station offer?

Which of these magazines carries the most food advertising?

What is the nature of this business paper's particular readers—not by titles but by functions?

These, and dozens of questions like them, need answering, FAST. Seldom do the buyers have all the time they need to call in all the representatives that they'd like to ask to dig out further information.

so, here's how Service-Ads help

So, last year, approximately 1,050 publications, radio and TV stations supplemented the information in their regular listings in Standard Rate (and their markets' listings in Consumer Markets) with Service-Ads designed to remind buyers of the important differences about their media values that they've been registering through their promotion and their representatives' contacts. Thus they keep wanted information instantly available—on the spot—to help the media buyer when he's on the spot.

Helping buyers buy, helps sell space and time!

srds

STANDARD RATE & DATA SERVICE, INC.
the national authority serving the media-buying function

Walter E. Botthof, Publisher
1740 RIDGE AVENUE · EVANSTON, ILLINOIS

SALES OFFICES: NEW YORK · CHICAGO · LOS ANGELES

publishers of consumer magazine rates and data · business publication rates and data · national network radio and television service · radio rates and data · television rates and data · newspaper rates and data · transportation advertising rates and data · A.B.C. weekly newspaper rates and data · consumer markets, serving the market-media selection function
JAMES CO. ADV.

Expansion Announced

JAMES MFG. Co., Independence, Kan., has announced plans for a coordinated national advertising and sales program to be launched late this year for its James dishwasher.

Radio announcements, embodying the clipped accent of "James," an English butler, and a musical ditty, already are being used in some markets.

Filmed TV spots are in preparation at Alexander Film Co.'s Colorado Springs studios.

More than 40 leading department stores from coast-to-coast reportedly now handle the company's product. In addition, distributors have been set up in nearly all major markets throughout the country. The machine has been produced in assembly-line volume less than a year.

Stanley Silber, general sales manager for the James company, also announced the appointment of Galen E. Broyles Co., Denver and Colorado Springs, to handle advertising.

In all advertising, the symbol of "James" will be used.

**AFFILIATES HONOR NBC**

**Tender Anniversary Plaque**

COMMENORATING NBC's 25th anniversary last November, a silver plaque was presented to President Joseph H. McConnell last Thursday by Jack Harris, general manager of KPBC Houston, who described it as "a spontaneous gesture" from all NBC radio and TV affiliates. Mr. Harris, chairman of the 1961 NBC Stations Planning and Advisory Committee, also presented personal gifts to Mr. McConnell and NBC Board Chairman Nilles Trammell.

Text of the plaque: "In commemoration of the silver anniversary of the NBC, 1926-1961, its affiliated radio and television stations present this plaque in recognition of NBC's outstanding leadership in the broadcasting arts and its distinguished service to the people of the U. S. throughout the nation. Nov. 15, 1961."

**WSB Promotes Radio**

EXTENSIVE promotion folder plugging radio in general and WSB Atlanta, Ga., in particular, has been released by that station, which last week celebrated its 30th year on the air [BET, March 10]. Copy features comments made by station personnel on programming and fundamentals of broadcasting. Also included in the brochure are sample courtesy spots and typical radio ads.

**FREEZER-FOOD PLAN**

**Booms With Radio, TV**

IN a little more than two weeks of advertising, Producers Wholesale Food Co., Chicago, has increased its weekly radio and TV budget from less than $2,000 to $5,000. The company, in a unique offer, sells the housewife a brand-name home freezer at the regular retail price and frozen food products of all kinds at wholesale prices.

Radio and TV announcements and shows, now on WBBK (TV) WGN-TV, WIND, WCFL, WAIT and WJJD, all Chicago, stress that the housewife can save enough on food in 15 to 18 months to completely pay for the freezer. Brands are International Harvester, Crosley and Amana, with Regulation W applying on all purchases so that the down payment is 15% cash with the remainder payable in 18 months.

Six-months supply of frozen foods of top-quality can also be purchased on time, with both financed at low interest rates through a bank, said Art Holland, owner of Malcolm-Howard Agency, Chicago, which took over the account three weeks ago. He figures the average family, which spends $1,800 yearly on food, can save from $400 to $600 yearly in purchase of frozen meats, poultry, fish, vegetables, juices and fruits at wholesale prices.

Mr. Holland sees no leveling-off of the advertising campaign because of the rapid growth and large response in just a fortnight. He expects to buy on other Chicago radio and TV stations, and to expand the advertising into nearby cities.

GILBERT KINNEY

**JWT Executive Dies**

GILBERT KINNEY, 67, senior vice president and a director of J. Walter Thompson Co., New York, died March 12 at his home in New York after an illness of three weeks.

A native of New Haven, Conn., and a Yale graduate, Mr. Kinney began working for the Thompson agency in 1905 as an office assistant. He resigned two years later to take over the vice presidency of Paul Block Inc., but returned to JWT in 1917 as vice president and treasurer.


Surviving are his wife, Mrs. Anna Hart Jackson Kinney; a son, Gilbert Hart Kinney; two stepsons, and a stepdaughter.
**WFIL HITS 30TH**

**Airs Special Shows**

WFIL Philadelphia marks its 30th anniversary today (Monday). Special programs will commemorate the day in 1922 when the station first went on the air, and will review its progress since then.

At the same time, WFIL's local radio sales manager, Harold Simonds, will observe his own 30th anniversary as an employee of the station. His radio career began on March 17, 1922, when he sang as a member of the male quartet on the initial broadcast of WFIL, then calling itself WFTI. Since that time, he has served as announcer, script writer, program supervisor, newscaster, sports commentator and sales manager.

Other WFIL staff members who have compiled a record of service with the station are Engineering Supervisor Jack Schantz, 25 years; Television Salesman Max Solomon, 20 years; General Manager Roger W. Clipp, 17 years; and Chief Engineer Louis E. Littlejohn, 15 years.

The average length of service of the station's executive and supervisory personnel is 11 years.

The WFIL-TV building in West Philadelphia was the first structure ever built in this country specifically for television operations, the station claims.

The station claims its television newswheel was the first daily motion-picture newswheel in television and the first TV news program ever to win the National Headliners Club award.

WFIL-TV was the first affiliated station to join ABC television network and was the first to originate a sponsored program for that network.

**‘TIMES’-KIRO PACT**

**Plan Joint Promotion**

THE SEATTLE Times, afternoon and Sunday newspaper, and KIRO, Seattle affiliate of CBS, "have entered a contract for joint public service," according to Saul Haas, president of the station.

"It is my hope that all will be able to make a contribution to this new joint venture with such great possibilities for good," Mr. Haas said in a statement to the KIRO staff announcing the agreement.

First cooperative venture following the agreement was the broadcasting of Seattle city election returns direct from the Times newsroom over KIRO last Tuesday night. The results were reported by Carroll Foster, public affairs director of the station, and interpreted by Mr. Cunningham, associate editor of the Times.

**INTERNATIONAL** magazine United Nations World has placed 26 one-minute transmitted spot announcements on five stations of Inter-Collegiate Broadcasting System through Thomas F. Clark Co.

---

**MILESTONES**

- WMDB Peoria, which in February 1927 began operations in a private home, is celebrating its 25th anniversary. In that quarter-century, WMDB has grown from an original 500 w station "with sporadic programming" to its present position as a 5-kw CBS affiliate. Charles C. Caley is vice president and general manager. The station now has an FM affiliate, WMBD-FM. Free & Peters is national representative.

- CFBF Toronto, Ontario, which claims to be the world's first batteryless radio station, celebrated its 20th anniversary last month.

- AS a tribute to their record for continuous daily broadcasts on one station, 68 radio outlets in 31 states joined in the 18th anniversary program for Johnnie Lee Wills and his western band at KVOO Tulsa, Okla. Program represented their 3,000-plus appearance before a KVOO microphone since they began their show in 1934. William B. Way, KVOO general manager, also paid tribute to Mr. Wills, his manager, O. W. Mayo and the band. Those stations joining in the salute currently feature Mr. Wills' daily transcribed broadcasts under sponsorship of General Mills, Minneapolis.

- NBC-TV's Original Amateur Hour will mark its 900th telecast with its regularly scheduled program March 18. Program will celebrate its fifth year on TV and 18th on radio. Ted Mack, who first became associated with the Original Amateur Hour 17 years ago when it was conducted by the late Major Bowes, is m.c.

---

**WFIL BIRTHDAY**

**Started March 16, 1922**

WFIL Philadelphia is celebrating its 30th birthday.

WFIP went on the air March 16, 1922, sharing time jointly with WFAN, then owned by the Levy brothers of CBS, operating on 1 kw daytime and 500 w night. In the early 1930's under the presidency of Benedict Gimbel, Jr., the WFAN interests were absorbed by Gimbel Bros. and WIP operated full time on 610 kc.

Many of WIP's current sponsors have been with the station 10 to 15 years. One celebrates its 21st anniversary with the station this month.

WIP claims to be the first station to broadcast a description of a football game; the initiator of the original kiddies programs, known as Dream Dodger and Uncle WIP Show. In 1922 the station presented the first remote broadcast of a dance band, Charlie Kerr and his orchestra.

In 1923, grand opera was broadcast by WIP when it aired the complete "Aida" from the Metropolitan Opera House.

Mr. Gimbel put WIP on a 24-hour-a-day operation in 1928, Philadelphia's first station to operate all night.

Looking ahead, Mr. Gimbel said, "It's been an exciting 30 years. The next 30 are going to be more exciting. Many people have been depreciating radio and its effective ness. We at WIP feel differently. The year just past showed an increase of 2% in local billing over the year before—the highest in the 30 years of WIP's existence."

**SCOTT PROTEST**

**Draws CBC Comment**

CANADIAN Broadcasting Corp. officials, commenting on the action of Robert Harold Scott of Palos Alto, Calif., asking the FCC to close down ABC-owned stations because they carried a CBC network play allegedly offensive to non-believers [B*T, March 10], stated the play was based on an Ellery Queen Magazine story, "The Trial of John Nobody" by H. A. V. Carr. CBC pointed out that the play was fiction and not an expression of opinion as claimed by Mr. Scott. The officials stated they are criticized sometimes for religion, but this is the first time they have been criticized for attacking atheism.

Mr. Scott, a professied atheist, asked that the FCC punish ABC by suspending its own stations licenses for a temporary period because the network refused to give him time to answer what he called anti-atheist propaganda.

The play, Blasphemy, was a CBC origination last November and was broadcast over the ABC network in this country. ABC is expected to answer the complaint shortly.

---

**Why WFRB is BIG in Baltimore**

This is the top morning show in the Baltimore area. It got that way by offering what listeners want... warmth and a friendly spirit in the morning, plus music, news, weather and birthdays judiciously sprinkled throughout.

The audience loyalty to this show is something to warm the cockles of a sponsor's heart.

Ask your John Blair man or contact any account executive of...

ABC BASIC NETWORK

---

March 17, 1952  * Page 67
BEVERAGE ADV.

Wine, Beer Spending
In Radio-TV Given

WINE industry in the U.S. spent an estimated $1,750,000 on TV advertising and $158,000 on radio advertising in 1951.

These figures, giving specific breakdown for wine spending, and others, presenting a more general analysis of expenditures, are included in the radio and TV releases of the National Advertising Research Foundation, issued in the Senate on S 2444, the bill to ban liquor advertisements on radio-
TV [Clayton CIRCUIT, Feb. 18].

| Mr. Frank

John Wilkoff, Broadcast Advertising Bureau, N. Y., executive staff, to NBC's Co-op Sales Dept. as promotion manager.

| Claude Taylor, disc jockey, WIVY Jacksonville, Fla., to WMIB that city in same capacity.

| Claire Miller, KBZ Otawa, Iowa, to KOE, Oelwein, Iowa, as on-air editor.

| E. Conville, announcer-news-

caster of CJOC Litchfield, appointed promotion director.

| Gordon L. Smith appointed business manager of television training institute at Northwest Broadcasting School, Portland, Ore.

| CPL Norman Weinstock, former announcer at WHAY New Britain, Conn., transferred to Far East Command with U.S. forces.

| Liles Olsen joins announcing staff of WKIZ-AM-FM Muskogee, Mich.

| Howard S. Keffe, promotion manager, WSPR Springfield, Mass., appointed to the city's Centennial Celebration Committee as chairman of publicity subcommittees.

| Frank Huston named film editor at WAGA-TV Atlanta, Ga.

| Kathleen Lockhart, N.Y. radio-
tv actress, assigned role in MGM feature film, Plymouth Adventure.

| M. N. Wee, WJZ-AM-AM Owens-
boro, Ky., appointed assistant program director.

| W. Howard Parsons, Erie Times-
to WICU (TV) Erie, Pa., as public relations and promotion manager.

| Matt Goukas, sports director, WPEN Philadelphia, awarded place in city's outstanding basketball announce.

| Bob Wolff, WWD-CW Washing-
ton sportscaster, in Orlando, Fla., for four weeks with Washington Senators' players in training there.

| Harry Mitchell, disc m.c., KCBQ San Diego, Calif., elevated to announcer-producer.

| For liquor advertising expenditures, the Distilled Spirits Institute Inc., supplied the committee with an overall figure showing $46.1 million in 1953. The measure is based on the Johnson-Case legislation by the Senate Interstate & Foreign Commerce Committee Jan. 30-31 and Feb. 6-7 [Bent Feb. 11, 4]. The committee has not yet taken up the bill but it is understood the members have been setting the printing of hearings before considering action.

| Wine Spending

Wine estimate, submitted by the Wine Institute of San Francisco office, showed $2,487,000 spent by the industry for magazines, $2,500,000 for newspapers and more than $500,000 for outdoor advertising.

Estimated total expenditures by the beer industry for 1951 showed 360 breweries operating that year to have spent "an average of $115 per barrel to sell approximately 83.7 million barrels of beer. This amounts to about one third of a cent per bottle." Figures were supplied by the U.S. Brewers Foundation.

No breakdown on media was given.

| Howard S. Wilson returns to WHP-
AM-FM, Hopkins, Ky., as director of sports and special events after serving 16 months with U.S. Navy.

| Madge Dalzell, WIBC Indianapolis continuity director, transferred to WHFM-AM-AM Benton Harbor, Mich., as promotion director.

| Gloria Bizar, production department, KNBE (TV) Hollywood, joins Hollywood head-
quarters staff of KTRG Avalon, Calif.

| Tom Carlisle, announcer, WLCK Campbellville, Ky., to WROL Knoxville, Tenn., in same capacity.

| Elizabeth Colclough, program director for ABC's America's Town program, appointed to program development division, Voice of America.

| Don Tarbell, usher at KNX Hollywood, promoted to assistant in sales promotion department.

| William Froeg, director of program writing, Columbia Pacific Network and KNX Hollywood, to conduct 12-week course in radio writing at U. of Calif., extension, L. A.

| Robert C. Furman, D'Arcy Ad.

Co., St. Louis, to WHC-TV Lichi-
dale, Ky., on production staff.

| Don L. Pierce, program director, WRRF Washington, N. C., appointed Beaumont County chairman for Easter Seal Sales campaign there.

| Harvey Olson, program manager, WDRG Hartford, named as one of several judges for scholari-
writing awards sponsored by Hartford Courant "Parade of

| Chuck Bednarik, U. of Pennsyl-

vania all-American, to WGBA Bethlehem, Pa., as part-time disc mousee.

| Hal Moon named program director at KGHP Pueblo, Col.

| Norman Teska, KDKA Denver, joins KGHP as chief ann-

ouncer.

| Bill Wright, WSGN Birmingham, to WPIN St.

Petersburg, Fla., as announcer-disc jockey.

| Nancv Read, director of traffic and continuity, KCBO San Diego, Calif., joins KGHP.

| Lloyd H. Gaynes, former producer-
director, WTIV (TV) Miami, receives commission March 21 from Air Force Officers Candidate School, San Antonio.

| Key Howard, singer, KCS San Francisco, and Jo Anne Hansen, Prove, Utah, announce their engagement.

| Dave Melton, chief announcer,

KCBQ San Diego, Calif., father of boy, Guy Allen, March 1.

| Everett Tomlinson, program exec-

| John Halverson, program manager, American Forces Network in Berlin and Bremen, Germany, to KCBQ San Diego, Calif., as news chief.

| Donald Bruce, WIRE Minneapolis

newscaster, presented distinguished service award by Junior Chamber of Commerce for civic contributions during 1951.

| Harry Case, newscaster, WORC Worcester, Mass., and Barbara Farnsworth were married March 9.

| Roger Thompson, WUSI Iowa City, Iowa, to news staff of WHBF Rock Island, Ill.; Harvey Hedstrom, KWWL Waterloo, Iowa, joins WHBF announcing staff.

| Bruce Barrington, news editor, KXOK St. Louis, to attend luncheon meeting of Communications Workshop March 23 at McKendree College, Lebanon, Ill.

| U. of ILL. Script Contest

Three $500 Prizes Offered

ANNOUNCEMENT of the opening of the Pay Division for writing educational radio programs was made last week by Robert B. Hudson, director, U. of Illinois broadcasting.

Composers enter three $500 prizes for scripts on health, international relations and community action.

Both professional and amateur writers are invited to submit scripts for 15-minute programs in any one of the fields, plus outlines for three additional programs in that field. Winner in each category will be expected to complete outlines and finish scripts for a series of four broadcasts, to be aired by the university stations, WILL and WUCF (FM) Urbana.

Entry blanks may be obtained from Mr. Hudson at U. of Illinois, Urbana.

Lamb Trust Fund

Edward Lamb, broadcaster-publisher, last week announced he has set up a trust fund for business and administration students of Gannon College, Erie, Pa. Mr. Lamb's announcement followed approval by the college's board of control.

The fund will be administered by the students with the advice of Erie businessmen and a faculty advisor. An initial gift of $2,500 is contemplated to begin the fund. Mr. Lamb reportedly plans to add to the fund as he accumulates his income during each of the next five years. The money will belong to the college. In addition to being publisher of the Erie Dispatch, Mr. Lamb owns WICU (TV) there as well as WTNY (TV) Columbus, WTVD Toledo and WHOOM-AM-AM-AM Orlando, Fla.
preached his fire-eating antislavery sermons and where, on one occasion, he auctioned off a slave to the congregation.

During the year that young Mr. McCray was in Camden, he took weekly trips to Philadelphia to study voice. When he went home for week-ends, however, he spent as much time as possible with another aspiring singer, Dorothy Baldwin, whose father was superintendent of music for Hartford schools.

Their duets proved so harmonious that they were married on June 23, 1923. By that time, Mr. McCray was back in Hartford working as an accident underwriter and never suspecting that a first bet was soon to change his career.

The audition which won Mr. McCray the bet also won him a job as WTIC part-time announcer. He continued in the insurance business for a year but gave it up for good when WTIC offered him a fulltime spot as singing announcer, without which no self-respecting station was complete in those days.

Thorough Radio Understanding

Radio has been his life ever since and he constantly amazes associates with his grasp of the many, ever-changing facets of the business.

In the Western Division of NBC, where stations often feel that they are far-flung outposts whose peculiar problems are not comprehended by the network’s New York headquarters, Tom McCray has proved to be an easterner who not only knows that a three-hour time differential can affect a station’s programming, but is often one jump ahead of everyone else in anticipating problems and what can be done about them.

This know-how came over the years. By 1926, Mr. and Mrs. McCray were doing their pioneer husband-and-wife show on WTIC—the same sort of song and chatter which was later to be the stock in trade of Frank Crumit and Julia Sanderson and many others who have brightened daytime radio.

Mrs. McCray also was the original Ma Parker of Seth Parker’s Singing School, a WTIC program which later went to NBC as Sunday Night at Seth Parker’s. She retired from radio when she became too busy with duties at home, including two young McCrays—Alden, now 28, and Kent, now 24.

By 1929, Mr. McCray was WTIC assistant manager. He continued in that capacity until early 1943 when he went to New York to join the Office of Censorship’s International Division. A year later he was made NBC eastern program manager. In another year he became national program manager for the network.

Program Strengthening

In this capacity he was faced with the task of filling holes left in the network’s program schedule by CBS “raids.” Under his direction, the NBC program department became a top-notch creative organization, which, for the first time since the early days of the network, built its own commercial programs with outstanding stars and audience-attracting formats.

In addition to Martin and Lewis, these include The Halls of Ivy, starring Mr. and Mrs. Ronald Colman; Dragonet; Night Beat, starring Frank Lovejoy; Dangerous Assignment, starring Brian Donlevy; Radio City Playhouse and Living series.

During his regime as national program manager, NBC received more awards for public service programming than it had ever before.

Since Tom McCray more than any other person was responsible for making the NBC Hollywood program department a production center for new program ideas, it was only natural that he was sent to the West Coast in 1946 to head up the radio network operations in that city.

Although still loyal to the East in such matters as wearing a hat as well as coat and trousers which match, he has become a loyal Californian in his two years in Hollywood. The McCrays make their home in Hollywood proper, just a five minute ride from NBC Radio City.

Paints in Spare Time

Despite the fact that he works long and hard at the many details of his job, he still finds time to paint. His oils have appeared in a number of exhibits. He is also a member of the Bel-Air Country Club but his golf game, which he calls a talent as “awful,” is not a major hobby.

Mr. McCray’s youthful baritone is no longer exercised, not even in the privacy of his shower, but his love for music continues. Last winter’s meetings of an informal musical group which he joined developed into an NBC Western Network series called Music for the Tired Businessman.

In addition to Bel-Air Country Club, he has membership in Radio Pioneers, Hollywood Advertising Club, Toastmasters Club and newly formed Hollywood Radio Executives Club.

Central Ohio “Goes Steady” with WBNS

Here’s a romance all Central Ohio eavesdrops on regularly. WBNS Radio has a steady date every time listeners turn on their radios.

Smart sponsors are cashing in on WBNS’ hold on listeners’ affections. A lot of wooing went into the winning and now it’s paying off...

In the September-October Hooper, WBNS led every other station in every rated period with the twenty top listening steps: WBNS has a wealth of locally-loved personalities with immense followings: [4663 responses to just 3 one-minute spots]... listeners stay tuned, program after program; WBNS reaches an audience that spends over $1 Billion annually.

ASK JOHN BLAIR

March 17, 1952 • Page 69
Top Network Posts (Continued from page 26)

Now 57, Mr. Bannister is a native of New York City and started his business career as a salesman in the motion picture field, followed by four years of sales duties with the American Drugists Syndicate, two years with Park & Tilford, and four years with the duPont organization.

He entered radio via the old WMBC Detroit sales staff in 1931, moving after a short time to WJR Detroit and then to WWJ as a salesman on Jan. 1, 1933. He became sales manager in April 1935 and had been general manager since November 1941, adding the networks for the WWJ FM and TV stations as they went on the air.

High Standards

He campaigned long and hard for industry standards of good taste, and self-imposed across at WWJ-TV in 1947. He has not hesitated to reject network shows as WWJ-TV as well as WWJ is an NBC affiliate—he regards them as locally unsuitable.

As an example of his faith in TV’s future, NBC pointed out that for 10 years WWJ paid rent on building tower because it knew the site would ultimately be needed for a television antenna.

Mr. Meighan, returning to CBS Inc.’s general executive group, left New York for a month’s vacation in Mexico last Wednesday. Now 45, he is a vice president of CBS Inc. and served as a vice president and general executive before the company's divestiture of radio and television activities led to his appointment as president of CBS.

With CBS since 1934, he started as an account executive in Radio Sales. He became director of station administration in 1946, and subsequently became vice president in charge of Columbia-owned stations. He has been made vice president and general executive in 1948 and the network’s chief executive officer on the West Coast in 1949. He returned to New York headquarters shortly before the establishment of separate radio and television divisions last summer.

Mr. Murphy, 46, who took over the CBS Radio presidency last Wednesday, joined CBS in 1936 and was named head of television activities in 1958. He has been closely associated with CBS Television affairs since that time, and is credited with a large share of CBS’s success in winning FCC approval for the long-drawn color television fight.

Elected vice president and general executive of CBS in 1946, he became head of CBS Labs, which coordinates the company’s electronic developmental work, including color TV in its various applications, when that division was set up concurrently with separation of the CBS Radio and Television network activities last July.

Mr. Murphy joined the Signal Corps in 1942, serving subsequently with SHAPEF and as assistant chief of ICD under Brig. Gen. Robert A. McGuire.

Crosley ‘Star Search’

ENTERTAINERS in Ohio, Kentucky, Indiana and West Virginia will get an opportunity to compete for cash prizes and WLW Cincinnati contracts in the Crosley Broadcasting Corp. second annual “Star Search,” soon to be launched. William Robinson, president in charge of programming, announced that 250 movie houses in the four-state area will cooperate.

Network Clients (Continued from page 28)

asked the talent on both programs for lower budgets for next fall. If, as reported, the stars refuse to accept the offer, Chesterfield conceivably could drop the plan, thereby posing a problem for the respective networks. The networks, it was speculated, would be almost obligated to retain the high rated shows for which BBDO has been looking if unable to sell them to other advertisers.

Another comedy show, CBS Robert Jack Benny program, is somewhat in the same indefinite state, with the advertiser, Lucky Strike, currently trying to convince the comedian to appear on a weekly or alternate week TV show. The cigarette company has a firm order for the Thursday 9-9:30 p.m. CBS-TV time starting in early fall. Plan would be to place its This Is Show Business in that period and put Jack Benny on the Sunday segment now occupied by Show Business. BBDO, New York, is the agency.

Meanwhile, effective April 1 Camel cigarettes has bought the Thursday 9-9:30 p.m. time for its Men Against Crime show on CBS-TV until fall. William Esty, New York, is the agency (Closed Circuits, March 10).

One show, however, that is likely to retain the same time and sponsor is the Milton Berle Show, Tuesdays, 8-9 p.m. on NBC-TV, despite frequent reports to the contrary. The Texaco Co. has agreed to all but a few minor points on the contract and the signature of all parties concerned is expected shortly. Kudner Agency, New York, handles the account.

Riggo Tobacco Corp. (Regent cigarettes), sponsor of Cameo Theatre, Sundays, 10:30-11 p.m. on NBC-TV, effective April 15 moves from Brooke, Smith, French & Dorrance, New York, to Riggio, New York. Account totals about $300,000 in billing.

P. Lorrillard Co., New York, on Wednesday will announce its new product—a filtered cigarette called Kent (named after the president of the company, H. A. Kent). Young & Rubicam, New York, will handle the account, and it is expected to use a radio and TV spot schedule to introduce Kents.

The Crosley Division of Crosley Mfg. Corp. has divided its advertising function as follows: BBDO will handle Crosley television and radio products in all media, and Benton & Bowles, which had handled those products, will take on the new line of Crosley Air Conditioners and will continue with the Crosley appliances.

Blitz Beer, through William H. Weintraub, New York, last week renewed for another 52 weeks, effective in June, the Amos ‘n Andy Show on CBS-TV, Thursdays, 8:30-9 p.m. Copyright.
Affiliates Group (Continued from page 85)

against CBS Radio's renegotiation of affiliation contracts.

Approval and encouragement of "the many affirmative steps taken during the past year to sell radio as an advertising medium, with endorsement particularly of BAB activities and of individual "sell radio" campaigns such as those conducted by stations in Detroit, Los Angeles and Tulsa.

With obvious reference to such efforts as those of Procter & Gamble and General Mills to secure lower nighttime rates, one committee man stated the view that, in correlating night and day rates, it is "just as logical" to double daytime rates in order to put them on a par with night rates.

Like printed media, it was pointed out, radio should remember that its own operating costs have gone up and should consider boosting its rates.

Overall, the committee continued, radio stations should always remember that cutting rates or accepting special deals will in the long run harm themselves and the industry as a whole. Yielding to "deal" demands from one advertiser, it was emphasized, will inevitably bring on demands for similar concessions to others.

Radio Short-Changed

On the subject of research and radio-promotion, committee man felt radio is seriously short-changing itself by its present practices. It was noted that Look magazine in recent advertisements took a 5 million circulation and built this up to show 65 million readers.

But radio, it was pointed out, takes the reverse tack: It has 105 million units to start with, but reduces these to 42 million radio homes, breaks this figure down to sets-in-use, derives rating and winds up showing, for example, 800,000 listeners to a specific program.

The committee felt the current concept of "radio homes" should be replaced by a showing of "individuals" to the advertiser. It was emphasized it makes no difference where listeners listen—in cars, on

PARTICIPANTS in the second annual Town Meeting of television dealers in Buffalo included (seated l to r): Moderator Edward J. Wegman, assistant TV program director, Ralph J. Kingsley, technical director, and Alfred H. Kirchhofer, vice president, all of WBEN-Am-TV Buffalo; Dr. Lyman R. Finck, chief engineer, TV department, General Electric Co.; Chairman Albert T. O'Neill, vice president, Niagara Mohawk Power Corp., and C. Robert Thompson, general manager, WBEN. Standing (l to r): Richard R. Gravata, vice president for TV, Admiral Corp.; Joseph B. Elliott, vice president, RCA Victor; Camden, N. J.

the beach, in bars or in homes.

"Radio is much the cheapest medium in relation to dollar value of sales—that's what we want to prove," a committee man stressed.

Development of a yardstick to show radio's full impact and full listenship in all its phases is vital not only as a direct aid to radio, but also as a service to help advertisers use radio more intelligently and more efficiently, the committee asserted.

It feels that radio, if it allows advertisers to use it inefficiently, "is committing suicide."

There appeared no doubt that committee men regarded NBC's effort to effectuate its new rate formula as killed. They privately expressed the view that not only is the proposed new rate system dead, but also NBC's original plan to add up to 260 bonus affiliates and the inclusion of TV penetration in computing radio rates.

Indeed, spokesmen said, "the committee finds nothing to support the theory that there can be a formula which can be applied nationally in setting rates."

They conceded that NBC had won a number of affiliates over to its rate plan, but insisted the network had not been able to win enough major stations "which it had to have to make the plan work."

Regarding CBS Radio's efforts to put new contracts into effect permitting the network to change affiliates' network rates quickly in event competitive developments make changes advisable, one member observed: "If there ever was an emergency that justified it, that emergency has passed."

This was taken as a clear reference to the NBC rate plan.

The committee meeting was held Monday and Tuesday at New York's Hotel Ambassador with Mr. Morency presiding and 10 of the 13 members participating. These present: Chairman Morency; Edgar Kobak, WTVN Thomson, Ga.; Clair R. McCollough, Steinman Stations; Richard M. Fairbanks, WIBC Indianapolis; G. Richard Shafro, WIS Columbia and WSPG Spartanburg, S. C., and WIST Charlotte, N. C.; Robert D. Sweezey, WDSU New Orleans; John Strouse, WWDC Washington and Kenyon Brown, KFWT Wichita Falls, Tex.

Absent were George B. Storer, Fort Industry Co. stations; Hugh Terry, KLZ Denver and Leonard Kapner, WCAA Pittsburgh.

WCMY BEGINS OPERATION

Carl Meyer Is Owner-Manager

SHORT ceremony to begin operation of WCMY Ottawa, Ill., on 1490 kc with 800 w daytime, was held March 6. Mayor Philip Bailey and James Riordan, president of the city's Chamber of Commerce, welcomed Ottawa's first station.

Carl H. Meyer, one time chief engineer at KFUEO St. Louis and later an engineering consultant in Chicago, is owner and operator. Staff includes Jene Holden, commercial manager; Bill Pureckel and Bill Sweda, announcers; Joe Prechtel and Ed Keiber, engineers; Ann Flynn continuity and Alma Irion, traffic. National representative is Sears & Ayer.

WWRL Woodside, N. Y., is broadcasting Roller Derby Games on exclusive basis in New York-New Jersey area from 10:30-11 p.m. Thursday, Friday and Saturday over nine-week period.
AAA EXAMINATIONS

Draw 456 Candidates

TOTAL of 456 candidates in 25 cities took the sixth annual American Assn. of Advertising Agencies' examinations for advertising on Feb. 18 and 25. It was announced last week. Explaining the "moderate decline" from 524 examinees in 1961, sydney H. Gellerup, chairman of the committee on AAA examination and partner in Marschul & Pratt Co., stated, that "this decline was not as great as we expected in view of the military... situation, and the higher examination fee this year ($20 vs. $15 in the past)."

According to AAAA spokesman, current examinations were given in more cities than ever before, as in previous years, included both aptitude and temperament tests, and optional tests of practical knowledge of the trade. It's the kind of advertising work. Examinations—prepared by more than 300 advertising executives in AAAA agencies—would be appraised on basis of studies of over 4,500 people actually employed in various branches of advertising.

PRISON RAID

WQAN Joins Police Squad

WHEN authorities raided a cell block in the Lackawanna County jail in Scranton, Pa., local station WQAN had a tape recorder right there.

Cecil Woodland, general manager of WQAN, reports the station has taped the jail break plans and had Newman Hugh Connor in the group of FBI agents, county and city police, who rushed the area. He described the raid and recorded interviews with the district attorney and prison and police officials. Program Director Bob Flanagan broadcast news of the planned break and how it was being quashed as he sat in front of the jail in one of the station's two-way shortwave radio cars.

The recording was broadcast on WQAN's late afternoon news roundup, one of two half-hour news programs broadcast daily.

GATES

Your ONE SOURCE Supply for ALL Broadcasting Equipment NEEDS

These Offices to Serve You

Quincy, Ill. TEL. 8202
Chicago, Ill. TEL. 6316
Houston, Tex. TEL. 3656
Washington, D. C. TEL. 7777
Montreal, Que. TEL. 9933
New York City TEL. 6554

Your Local Gateway to the World of Broadcasting

Page 72 • March 17, 1952
DONN A. CLAYTON
Dies in Auto Crash

DONN A. CLAYTON, 49, acting manager of KSJB Jamestown, N. D., died Monday of injuries received in an auto collision the previous day at Stanley Corners, S. D. The accident hospitalized Mrs. Clayton who received lesser injuries and severe shock.

Mr. Clayton, native of Minnesota, joined the Minnesota Broadcasting Co. in posts of assistant manager and program director of the station from 1928 to 1937, traveling to Hollywood where he freelanced in production for two years.

In 1939, Mr. Clayton went to Minneapolis as radio director with the McCann Advertising Co. A year later, he became vice president in charge of programming for North Central Broadcasting System and resigned in 1945 to take charge of KFBO. Mr. Clayton had just taken a leave of absence from the station to study television and, with Mrs. Clayton, was on route to Hot Springs, Ark.

Study was to have been in television program production and general operation in the interest of the North Dakota Broadcasting Co. which is applying for TV permits in Minot and Jamestown. Mr. Clayton had served as secretary for the radio firm and was a stockholder and member of the board for KCJB Minot. Besides his wife, Mr. Clayton is survived by his mother in St. Paul.

NABET AND NEWS GUILD
Expected to Approach CBC

UNION activities at the Canadian Broadcasting Corp., Toronto program headquarters have increased this year and there is now a possibility that NABET and the American Newspaper Guild will apply for certification for unions within the CBC.

Since the CBC is a crown corporation, unions cannot be local, but must be on a national scale, embracing a majority of the CBC employees in the coast-to-coast in the particular field of the union. Thus the engineers will have to have a majority of the engineering personnel across Canada before being able to apply for certification and ANG will have to have a majority of newsspace employees.

With different attitudes on unions in various parts of Canada, this will delay unionization in the heavily industrialized areas of Canada as far as CBC is concerned, it is believed.

YANKTON STORM
WNAX Cited in Emergency

"IT WAS a job that only radio could do. It was a completely unselfish service to a loyal audience with goodwill justification for the existence of commercial radio 'in the public interest.'"

That's the way WNAX Yankton-Sioux City, S. D., recounted its coverage of the recent disastrous blizzard that was called "Operation Snowbound."

The station reported hundreds of letters from grateful listeners expressing appreciation to civic organizations, newspaper praise and a gubernatorial pat on the back for its emergency role.

When WNAX was deluged with storm warnings, it cancelled all commercial programs to air quarter-hour emergency messages. Its broadcasts took on an a tense air as listeners tuned to WNAX for news of their children snow-bound in schools and other lost or stranded people.

As the storm abated, WNAX sent Farm Director Chris Mack and Herb Howard out by plane to record with camera and portable tape machine eye-witness accounts in storm-hit areas. Reports were edited into a special hour-long documentary, Operation Snowbound.

Station reported its broadcasts were responsible for saving many lives and thousands of dollars in property, including rescue of school children. Appreciation was forthcoming from the press, which praised WNAX "for generous service to the public," and from Gov. Sigurd Anderson of South Dakota, who described it as "a job well done."

WNAX's Chris Mack (I) interviews a South Dakota rancher who lost hundreds of thousands of dollars in the recent blizzard. In foreground is head of cattle that perished in storm.

PROTESTS RULING
Opposes WQAN Switch

INITIAL decision of Hearing Examiner Hugh B. Hutchison, which would grant WQAN a permit to change its frequency from 630 kc with 500 w daytime to 1450 kc with 250 w fulltime [B•S•T, Jan 28], has been protested by Curtis B. Plummer, chief, FCC Broadcast Bureau.

Mr. Plummer, in a petition requesting that the initial decision be rescinded and another decision issued which would deny Scran'ton application, said program service cannot be the criterion for deciding whether a grant should be made.

"Program service, however meritorious and regardless of its non-network character, is not a sufficient justification for the serious violation of the allocation principles involved in this case."

Mr. Plummer said.

The original initial decision [B•T, Nov. 12, Oct. 1, 1951] denied the station's application. It was remanded to the examiner on petition of WQAN which claimed the decision had been based on error.

In the later initial decision, Examiner Hutchinson said some engineering standards might not be met but the station had evolved such an outstanding program schedule he felt engineering factors should be overlooked.

KAMD
CAMDEN, ARKANSAS

COMEDY CLINICS
NAG Announces Expansion

COMEDY clinics are expanding nationwide, according to the National Assn. of Gagwriters. Director George Lewis has announced that NAG is organizing the clinics for one-month meets under his supervision in various parts of the country.

Mr. Lewis plans to visit different cities for one night meetings on a Thursday, Friday and Saturday basis. Clinics already are underway in some of the larger cities of the nation with the New York City's Wednesday meetings being continued. The latter clinic, which has been conducted for the past six years, according to Mr. Lewis, "stimulated the expansion."

Clinics are held by the Gagwriters Institute Comedy Development Center, under sponsorship of NAG. Organization explains the comedy clinic's function as blending, testing and analyzing "talents of both network and comedy writers."

Local clinics can be held "wherever comedy-minded individuals want to meet, to develop by activity," Mr. Lewis said. Address is Room 902, 202 Madison Ave., New York.

KCMC
1230 Kc
TEXARKANA
TEXAS-ARKANSAS
ABC and
KCMC-FM
98.1 Mcs. • 40,000 W.

Texarkana is the key distributing point for a four-state area rich in oil, gas, lumber, agriculture and livestock. Over 100 diversified manufacturing plants in Texarkana alone. Red River Arsenal (largest in U.S.) is here.

Put your sales message on the station that serves these prosperous, buying people. 239,330 live within KCMC's .05MV/M area.

FRANK O. MYERS, Mgr.
NATIONAL REPRESENTATIVES:
O. I. TAYLOR COMPANY

Thousands of residents employed in vast paper mill, furniture factories, lumber industry and agriculture. Camden is the home of one of the largest Navy Ordnance installations. Reach them all through this prime station of South Arkansas serving Ouachita County.

KAMD
CAMDEN, ARKANSAS

March 17, 1952 • Page 73
HAWAII'S 'CONNALLY CARAVAN'
Is Spirited by Aloha Network Campaign

HAWAII's Aloha Network was the driving force behind the nationally publicized trip to the U.S. of irate Hawaiians protesting remarks made by Sen. Tom Connally (D-Tex.) during a Senate debate relating to Hawaiian statehood. Sen. Connally was quoted as saying: "I think I am a better American than a great many people who live in Hawaii. I have been to Hawaii. The majority of the people there are not of American ancestry or descent."

Islanders interpreted these remarks as a reflection on Hawaiian patriotism.

Irreconcilable group from the islands, who made the trip as the result of disc jockey Hal Lewis' radio campaign, met with Sen. Connally, chairman of the Senate Foreign Relations Committee, last Monday. Mr. Lewis is known as J. Aku Heid Pupule on his show aired by KHON Honolulu, one of four stations comprising Aloha Network.

The protesting Hawaiians were made up of combat veterans of the 442nd Regiment and the 100th Battalion which rescued the Texas 36th Division in Italy during World War II fighting. A gold star mother also accompanied the group.

Mr. Lewis led a 48-hour campaign on the Aloha stations. He suggested the combat veteran group be formed and be sent to the United States. Response, according to R. M. Fitkin, president, Aloha Broadcasting Co. Ltd. (KHON), was "amazing, gratifying and almost frightening."

As a result, the "Connally Caravan" was formed with a campaign for funds launched by the station, again cooperating with the network. "Again the results really amazed us," Mr. Fitkin commented, and "we were snowed under with people bringing in their money in all four stations of the network. As a matter of fact, we had to set up collection points on every island where volunteers agreed to receive donations and the Gray Line agreed to pick them up from these many points." Hawaiian Airlines volunteered to fly money from outer islands to Honolulu.

Stopover in Texas
The group also stopped in Texas to pick up a member of the 36th Division.

The delegation met with Sen. Connally for an hour's conference. They felt left "very happy" over their reception by the Texan.

Later in the day, Sen. Connally told the Senate he had been delayed in getting to the floor on the tidelands bill because "I have been surrounded by a delegation from Hawaii and "they left me in a good humor." The Senator from Texas has not been entirely to their satisfaction, but they were contented."

According to Sen. Connally, "there was no valid reason for the people in Hawaii getting excited or sending a delegation to Washington to see me."

He said he had no dislike for the people of Hawaii. "I just wanted to be just and fair to them." The Senator said the "misunderstanding" had come about because of the way the remarks were misinterpreted on the Senate floor.

But, Sen. Connally noted, "in my view, the visit of the delegation from Hawaii was a propaganda effort."

As a result of the Hawaiian statehood bill and their stopping in Dallas and Austin, Tex., was motivated by political considerations, interests and efforts.

NEWSPAPER FEATURE
To Promote Radio, TV

THEY will give prominence to time, station, program title and sponsor credit and include copy about program stars in which readers would be interested. Feature will appear adjacent to program logs. Some 33 newspapers in markets of the major networks already are lined up, Mr. McGraw said.

West Coast office for "Dialings" will be Portland, Ore. Eastern sales representative is Howland & Howland, New York and Chicago, and West Coast representative is Keenan, Hunter & Dietrich, San Francisco and Los Angeles. Pacific National Adv. will handle advertising and sales promotion.

Magazine Gross Up

MAGAZINE advertising during the first two months of 1952 was up 6.5% in dollars and 2.8% in pages, over the like period of 1951, according to Publishers Information Bureau records, despite the fact that three leading magazines had one less issue in the two-month period this year than last. Sunday newspaper sections for the same period, according to PIB, showed a 20.7% decline in dollar volume and a 19.1% decrease in space. January-February 1952 advertising in 94 general and farm magazines totaled 11,129 pages worth $874,790, compared with 10,830 pages worth $84,609,000 for the first two months of 1951. Sunday newspaper sections for the same two-month period totaled 600 pages and $7,667,566 this year against 741 pages and $9,607,039 last.

COMPONENTS
Progress Meet May 5-7

THREE-DAY conference to review progress in electronic components will be held May 5-7 in Washington under joint sponsorship of Radio Television Mfrs. Assn., Institute of Radio Engineers and the American Institute of Electrical Engineers.

Defense Dept. and National Bureau of Standards will support the conference, which follows the pattern of a similar session held in May 1951.

Some two-score technical papers on new components, materials and fabrication techniques will be presented. The program will review available components with military and commercial reliability needs in mind. Chairman of the symposium is J. G. Reid, Jr., Bureau of Standards. The program is being arranged under direction of A. F. Murray, electronic consultant to the Research and Development Board, Defense Dept.

The RTMA Engineering Dept. is setting up an engineering committee to gather information for end equipment designers on the proper ratings and environmental conditions of tubes and other components.

Baltimore Mishap

Stations Cover Spot Story

WHEN a grandstand section collapsed just prior to the March 6 opening of the "Bonita Henie Ice Review" in Baltimore, local radio and TV stations were on hand to report the scene of the injured amid the splintered wreckage. Some 270 persons were hospitalized, of whom 30 were seriously injured.

WMAR (TV) reported it flashed news of the collapse within 15 minutes after it occurred. Within less than three hours, WMAR telecast a film report of removal of stretcher cases and efforts of firemen removing the injured. WYFB quickly aired a complete eye-witness account of the collapse on its 11 p.m. newscast, according to station spokesman.

Fifth BBM Survey

FIFTH STUDY of the Bureau of Broadcast Measurement, Toronto, is now being compiled with ballots received from about 400 different areas throughout Canada. It is hoped to have the BBM station reports and maps ready early this summer for use when fall business is being considered, according to Charles J. Follett, executive secretary.

BROADCASTING * Telecasting
Old Advertising Adage:

**MARKETS EAT WHAT MARKETS SEE—**
**IF THEY SEE IT ON TV...**

...particularly if they see the brand displayed, used, and demonstrated on local cooking shows over their favorite TV stations...particularly when they see that the product is given an all-out endorsement by home economists and femcees they know.

Boom your product's distribution and sales in these markets by using participations in the cooking shows with the greatest housewife following and loyalty.

These shows are on the TV stations listed here. They feature prominent home economists. They are strong distribution builders. They sell forcefully.

<table>
<thead>
<tr>
<th>TV Station</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td>WSB-TV</td>
<td>Atlanta</td>
</tr>
<tr>
<td>WBAL-TV</td>
<td>Baltimore</td>
</tr>
<tr>
<td>WFAA-TV</td>
<td>Dallas</td>
</tr>
<tr>
<td>KPRC-TV</td>
<td>Houston</td>
</tr>
<tr>
<td>KHJ-TV</td>
<td>Los Angeles</td>
</tr>
<tr>
<td>KSTP-TV</td>
<td>Mpls-St. Paul</td>
</tr>
<tr>
<td>WSM-TV</td>
<td>Nashville</td>
</tr>
<tr>
<td>WTAR-TV</td>
<td>Norfolk</td>
</tr>
<tr>
<td>KPHO-TV</td>
<td>Phoenix</td>
</tr>
<tr>
<td>WOAI-TV</td>
<td>San Antonio</td>
</tr>
<tr>
<td>KOTV</td>
<td>Tulsa</td>
</tr>
</tbody>
</table>

**REPRESENTED BY**

**EDWARD PETRY & CO., INC.**

NEW YORK • CHICAGO • LOS ANGELES
DETROIT • ST. LOUIS • SAN FRANCISCO • DALLAS
KTLA creates its own top-rated TV programs—shows that win and hold large and loyal audiences. Sponsored on a spot basis, these KTLA programs produce highly satisfying results—more sales per advertising dollar!

Typical of KTLA-developed programs is "The Spade Cooley Show," sponsored by American Home Foods, Boyle-Midway, Minute Maid and Liggett & Myers. (33.0 January Hooperating). . . Another top KTLA sales-producing program, currently partially available for participating sponsorship is "Frosty Frolics," spectacular ice revue (24.1 January Hooperating).

For an audition print, wire, write or telephone . . .
KTLA Studios • 5451 Marathon St., Los Angeles 38 • Hollywood 9-6363
Eastern Offices • 1501 Broadway, New York 36 • BRyant 9-8700

PAUL H. RAYMER COMPANY • NATIONAL REPRESENTATIVE

Write for a copy of "The Story of the Fabulous KTLA," just off the press.
ALLOCATIONS

FCC worked on TV allocations all last week, found going smoother after rough weather early in the week.

Work on new TV rules and engineering standards—as well as general criteria—was due to be completed by the end of this week. Consideration of city-by-city assignments is scheduled to be taken up next.

Target date is still last week in March, it is understood, although there is talk that Chairman Paul A. Walker may unveil the final report when he addresses the NABT convention April 2.

Snag last Monday was concerned with mileage separations between stations and high powers scheduled for VHF outlets.

Commissioners had generally aged to 170 mile transmitter-to-transmitter separations for co-channel VHF stations in crowded areas, 190 miles west of the Mississippi, and 220 miles for the Gulf Coast areas. It had also agreed that Channel 2-6 stations would get 100 kw and Channel 7-13 stations 316 kw.

At issue, it is understood, was question plaguing some commissioners whether large area coverage for VHF stations will not make low-band channels so desirable, none will want UHF. Theory-behind objections to high powers and wide separations is this:

Won't VHF channels be put virtually in position of clear channel AM stations, covering huge chunks of territory, while UHF stations are constricted in coverage—-even though someday maximums of 1,000 kw may be reached, permit far greater coverage?

Commission's desire to foster UHF—even to point of giving it some advantage over VHF band—is fundamental in this thinking. Repetition of FM fiasco is what some commissioners fear.

Commission was in executive session practically whole of Monday. It continued going through report next day.

Commission also decided to give applicants 90 days as "grace" period before beginning to make grants. Talk had been 60 days, but immensity of job impressed Commissioner. Waiting period will be for filing of new applications, also for revisions of pending ones.

Still to be tied down are the northern border allocations. Commission has not yet formally gotten Canadian approval to plans. Educational world and broadcasters were jolted last week when Dr. Lewis A. Wilson, New York Commissioner of Education, stated that a total of 10 or 11 TV channels for noncommercial, educational purposes in New York state may be granted by the FCC. This would be two or three more than proposed in the Commission's "Third Report."

The state commission had requested that the original, tentative allocations of eight educational TV, be increased by three, he reported in a mid-week statement to Gov. Thomas E. Dewey.

"It is my understanding that the request has been approved," Dr. Wilson said.

[Dr. Wilson has had no such assurances from the FCC, Chairman Walker told BROADCASTING • TELECASTING last week. It was known that the Commission had not even reached city-by-city allocations.]

Anticipating FCC approval and concerned that "a New York City institution will immediately file an application for a license for the New York City channel," Dr. Wilson wrote Gov. Dewey to urge "that all educational organizations, including the public and private colleges, the public and private schools, the museums, art galleries, libraries, historical associations, as well as the state departments, have an opportunity to share [the television outlets] on a cooperative basis."

"It would be extremely unfortunate to have one institution secure such a license and in this way deprive all other educational and cultural organizations access to the utilization of the only noncommercial channel allocated to that particular area of the state," he wrote.

When the education commission requested an additional three TV channels, Dr. Wilson explained, it sought one each for the New York City area, the central-Hudson River area and upper New York state. He said he did not know whether they would be so designated, nor how the total allocations within the state would be divided.

(Continued on page 87)

TOWER SITES

FEARS that the high antenna requirements of TV applicants might run into Civil Aeronautics Administration snags have so far proved true in only some trouble areas. Those cities are Chicago, Boston, Norfolk and Nashville, among others.

That is the experience of those who have laid their cases before regional airspace subcommittees. Airspace subcommittees are composed of representatives of the CAA, military and civilian pilots' associations and private flying organizations.

CAA approval is necessary for any tower that is more than 500 ft. above the ground.

Consensus among Washington consulting engineers and attorneys is that CAA and the fliers have been cooperative.

Item: One engineer asked for a 1,000-ft. structure in a midwest city, got approval for 948 ft.

Item: Another asked for a 750-ft. tower in a western city, first was turned down, later got approval.

Item: Another asked for a 1,500-ft. tower in a southwest city, had long, arduous fight, finally got okay.

Such successes have not attended the problem cities. Each has peculiar flying conditions that make it difficult to put up 1,000-ft. towers.

Since high towers are virtually going to be the rule in UHF areas where there are no natural peaks—the plainslands of the Midwest and the Southwest—applicants in those areas have been concerned about CAA approval.

Should Get Together

This apprehension led to the suggestion that broadcasters get together in each city threatened by CAA disapproval of desirable TV sites and persuade it and the airlines to revise air traffic patterns so that one section of the city might be cleared of air traffic [see editorial, B-T, March 10].

Such a move would permit the installation of tall towers without fear of their being a hazard.

Some cities already have this situation in actuality. Air traffic approaches already skirt existing high radio antenna towers or other structures. It becomes simple, then, to put another one or two tall TV antennas in the same locality.

There's an advantage to TV set owners in this practice, too. All TV radiators would be centralized in one area. This means that all receiver antennas could be oriented in one direction—not in several directions as is now often the case.

Theory of putting all TV transmitting antennas in one location has been put into practice in several instances the past year or two. In New York, all except WOR-TV are operating from the Empire State Bldg. In Los Angeles, all operate from Mt. Wilson. In Rochester, N. Y., WHAM-TV has invited all grantees to join it atop Finnhoe Hill. In San Francisco, KPIX (TV) is joining KGO-TV atop Sutro Mt.

Present FCC rules contain criteria for antenna heights and sites in relation to airports and airways. They are incorporated in

(Continued on page 87)
PARAMOUNT FILMS

COMPETITION will determine who gets feature films— theatre owners or TV stations.

In the same spirit of United Paramount Theatres President Leonard H. Goldenson, expressed during his testimony at the FCC Paramount hearings last week.

It was also voiced by John Balaban, president of Balaban & Katz, Chicago area theatre chain subsidiary.

But to the thinking of both men was this: That the answer to the use of film on TV is for producers to make special pictures for the broadcast medium. While continuing to make feature-length movies for theatre exhibition.

Mr. Goldenson was the final UPT witness in this phase of the FCC hearings into the qualifications of the licensees of WBKB (TV) Chicago. Station is owned by Balaban & Katz. Involved in testimony preceding Mr. Goldenson were Robert H. O'Brien, secretary-treasurer, and Walter R. Gross, vice president and general counsel, of UPT.

Mr. Goldenson was scheduled to complete his testimony Friday. After that, issues concerning the merger of ABC and UPT will be taken up. UPT officials will then resume the stand to testify in that part of the hearing.

Merger is considered the crux of the whole hearing, which began Jan. 16. It not only covers the amalgamation of ABC and UPT, but also the sale of WBKB facilities.

OPERATING COSTS Reviewed for WBKB (TV)

HOW ONE TV station grew in number of employees and payroll during its first two years, during its five-day-a-week test, closed during the FCC Paramount hearing last week by Balaban & Katz President John Balaban.

WBKB Chicago started late in 1940 with five employees and an average weekly payroll of $295.83. At $414.65.

In postwar 1946, it had 44 employees and was spending $2,854.90 weekly; in 1947, $2,474,6; 1948, 92 and $2,695.63; 1949, 190; and $3,669.25; 1950 and 1951, 120 and $13,165.49.

Figures for last two years broke down as follows: Administrative, 25 employees and $1,149,000; sales, seven and $1,694.59; programming, 42 and $4,172.26; engineering, 47 and $6,602.26; publicity and public relations, one and $100.

The Chicago area theatre chain has advanced $3,172,801.28 to WBKB since 1940. Station still owns parent company $1,619,214.34. Comparative station balance sheet through 1949 amounted to $2,489,605.67.

In 1950, however, WBKB made a profit of $832,621.71. For nine months of 1951, station made a profit of $1,28,610.00 [B*F, March 10].

MOVIES & TV

JOHN BALABAN, president of Balaban & Katz theatre chain and a director of United Paramount Theatres Inc., was asked during the FCC hearing last week for his views on whether there was anything incompatible with common ownership of was also asked to comment on the use of feature films on TV stations, and what he thought of theatre TV. His answers are excerpted below.

On common ownership of theatres and TV stations, he said:

"I think they are compatible. I can remember back in the middle twenties, business wasn't good. There were many complaints about the effect of radio on theatre attendance. I can still hear some exhibitors who are still in business in Chicago saying that radio was going to put us out business.

I remember Amos and Andy on Sunday nights. You thought you were listening to God when you were listening to Amos and Andy. Everybody listened to Amos and Andy. We put radios in our theatres, but they didn't deplete our business. In fact, they didn't want to pay for Amos and Andy. That is odd, but people were just nuts.

I don't remember my own fears at the time. They were probably not as great as the guy who was being affected by it. We were doing pretty well. We only had a few theatres in those days.

Then later—it is a matter of history—radio complemented the motion picture industry, including its theatres and production, and the theatre business complemented the radio business.

To be more specific, you take five, six, seven or eight of your most important radio stars, they are people who came from the motion picture industry. By the reverse of that, radio has created a lot of personalities, actors, entertainers, that the motion picture industry made use of.

I know that [Dick] Crosby, for example, was a fine motion picture star. But it wasn't until his radio popularity that he became the great star that he is. That is true of a number of other people. I know that radio gave us in the theatre business many, many .

Our company (Balaban & (Continued on page 108)

FCC Asks: Who Will Get?

TOP LEVEL United Paramount Theatres' executives conferring last week at FCC hearing were (1 to r): Robert H. O'Brien, secretary-treasurer; Leonard H. Goldenson, president; Walter W. Gross, vice president and general counsel; Herbert A. Bergson, ex-Ass't Attorney General in charge of Dept. of Justice's Anti-Trust Div., new special counsel for UPT.

would do if he were on the board of a network and a theatre owning company and a film was offered for TV. Mr. Balaban answered he would favor TV.

This point was made the subject of further inquiry by DuMont Attorney Juntilla who asked Mr. Balaban's attitude would be if the offer were made to be heard at a later date, week after week.

It is not true," Mr. Galane said, "that a repeated distraction of this kind would keep TV from getting the minimum product it wants.

After stating that Balaban & Katz's theatre investments were from three to four times that in television Mr. Balaban answered: "I suppose that could happen. I know that I have been granted a license by the FCC. I know that in order to continue to have that grant I have certain obligations to secure for the medium the best entertainment that is available, and also, of course, to render a public service. I would always favor the TV situation.

Mr. Balaban proded: Even if it meant destroying your theatre house investments?"

Mr. Balaban demanded that that was far in the future, if at all. However, he answered: "If that time comes and the theatres of this country cannot compete with TV... all the theatres will probably go out of business.

He concluded his remarks by iterating that in his opinion economic competition would decide the question of TV vs. theatre ownership.

Buyer-Seller Relation

During the course of Mr. Goldenson's testimony, he declared that the relationship of UPT with Paramount Pictures was solely that of a buyer-seller. He said that UPT had no plans for producing motion pictures nor for syndicating keystones of WBKB programs. (Paramount Pictures' KTLA (TV) Los Angeles syndicates keystones of several of its programs.)

Upon completion of the required divestiture of theatres, UPT will own 328 first run and 925 other movie houses, the theatre company's exhibit disclosed. When it was formed following the 1949 Supreme Court decision ordering the separation of Paramount Pictures producing company and a theatre owning company, it had 1,424 theatres, of which 976 were partly owned. It has already gotten rid of 385 of those theatres. It has 233 in operation. Last week UPT received court approval moving up the deadline for completion of divestiture to September 1953. Deadline had been March 1952.

UPT has total assets of $119,703,840. Total current assets are $39,471,575 and earned surplus $10,267,282. It had an income of $1,384,883 for the first nine

(Continued on page 108)
SUMMER VIEWING

VALUE of summertime television sponsorship is pointed up in a 5-page, documented study released by NBC showing high viewing levels during the hot-weather season and substantial gains among advertisers who stayed on or went on TV last summer.

The survey, covering the New York metropolitan area and conducted under the direction of the NBC-TV Research Dept., produced these findings as summarized by NBC for agencies, advertisers and newsmen in a presentation titled "Summer Television—Hotter Than July":

88.4 of TV families are available in the average summer week.

Watching television is, by far, the favorite summer activity in TV homes.

TV families are better customers and account for the bulk of retail sales—

in summer.

Summer television advertising improves more purchase potential than advertising in any other medium.

Summer TV advertisers increase their sales (by 28%) during the average summer day and all family heads averaged 76 minutes a day; two out of three of purchasers of products studied in the New York area were TV families, and, while brands which were on TV in the summer experienced sales gains, those which went off suffered dips in sales.

Covering a total of 3,163 men and women—"heads of households"—the August study permitted comparisons with results of NBC's "Television Today" survey, when it was found that 51% of New York area homes were TV-equipped.

The study of sales by product groups covered 31 brands which were on TV in both January and August, 21 which were not on in January but went on during the summer and 16 which were on in January but not in August.

Among the 31 "stay-on" brands, the average in January 1961 showed a 20% higher sales level among TV owners as compared to non-TV owners, while by August it was 37% higher, it was noted.

Among the 10 brands which went off TV for the summer, the average one in January had 14% more sales among TV owners than among non-owners, whereas this differential had dropped to 10% by August when the brands were off TV.

In other terms, the findings were expressed thus: "New brands which started on TV during the summer (21) did extremely well, with an average of 38,200 extra customers per month in the New York area alone. "Old brands which continued on TV during the summer (31) did even better, with an average of 51,100 extra customers per month in the New York area. "All summer brands showed an overall average of 45,900 extra customers per month."

The report concludes: "We believe that the very striking sales differences among viewers of summer TV advertising call for a realistic appraisal of all major media, a re-evaluation in the light of summer performance."

It was explained that in the sales effectiveness survey the "brands studied cover all TV networks and most types of package goods advertised on TV. For each brand, we obtained data on past-month purchases both by viewers of the program and by people who had not seen the program in the past three months. By comparing the purchases of program viewers with those of carefully matched non-viewers, we were able to estimate the sales effectiveness of the television program." For the first time, NBC found in its August survey that "TV ranks first among all major media in terms of time spent by all family members.

ADVERTISERS Gain, NBC Reports

Puck Survey

MEMBERS of TV families are more likely to read newspapers and magazines than non-TV owners, according to a report on the impact of TV on other mass communications media issued by Puck-the Comic Weekly. It states that those living in TV homes are less likely to turn to the radio, go to movies, read books than their non-TV neighbors.

Report is based on a survey made for Puck in the New York metropolitan area under the supervision of Professors Harvey Zorbaugh of New York U, and C. Wright Mills of Columbia U, with sample drawn and interviews conducted by the U. of Chicago's National Opinion Research Center. The survey technique is not explained in the report, but comparisons of radio-listening "on an average weekday evening," movie attendance "once a month or more," magazine reading "weekly," reading of "one or more books in the preceding month," with daily and Sunday newspaper reading "usually," made by the report, are apt to evoke a skeptical attitude among research-minded readers.

Analyzing "what happens to other media in TV homes," Puck Bureau reports a 49% decline in radio audience and a 55% drop-off in weekday evening listening time (among listeners, for video families as compared to NBC's "Television Today," when the New York survey was made by the U. of Chicago, NBC is "virtually certain" that the decline in radio audience and drop-off in weekday evening listening time is more than that for whom TV is more of a novelty.

BROADCASTING • Telemagazine

March 17, 1952 • Page 79
Baltimore DeSoto Dealers who signed for saturation campaign over WBAL-TV Baltimore (9:30 p.m., Feb. 25) over front row, 1 to 7: Bob Kassen, Sol Penn, Ben Reznik, Ewing Brand; (second row, 1 to 7: Fred Foulke, Al Hall, Robert Quante, Bob Livie, Matt Mitchell. In background are Merritt Trot, WBAL-TV sales representative, and Brent Guntz, station personality.

FILM RIGHTS

"ANY TIME my name or likeness is associated with a product I believe it's taken for granted that I approve the article."

So stated Gene Autry, cowboy singing star, in giving his definition of "commercial endorsement" in Los Angeles Federal Court last Monday at the start of a permanent injunction suit to prevent Republic Pictures from releasing 64 of his old western movies to television.

It is only in theatre exhibitions of pictures that no commercial advertising is involved, he contended. Mr. Autry's suit is similar to that won recently by Roy Rogers, another cowboy star, against Republic. That ruling is being appealed by the film studio [B.T., March 10].

Mr. Autry claims that release of his old movies would cheapen his own TV activities and he would be in competition with himself.

In his argument, Martin Gang, attorney for Mr. Autry, stressed the commercial tie-up clause in his client's contract with Republic. He asserted telecasting of the old movies constitutes an endorsement by Mr. Autry while the contract clause gives the star the right to control his movies in video.

Public Expectations

Both Messrs. Autry and Gang declared the public doesn't expect sponsors when it pays admission to theatres but does, however, when it sees or hears a star on radio or TV. Furthermore, viewers don't associate a star with product commercials in a theatre, they contended.

Judge Ben Harrison, hearing the case without jury, asked Mr. Autry if he recommended Wrigley Gum (sponsor of Mr. Autry on radio and TV for many years) and puts his "personality behind it."

"Yes, for the past five years I've read their commercials," Mr. Autry replied.

On cross-examination, Herman Selvin, Republic attorney, asked Mr. Autry if it was his impression that viewers of the recently telecast UCLA-Washington basketball game considered that the players on both teams endorsed Richfield Oil, the sponsor.

Directed to answer the question, Mr. Autry replied affirmatively. However, because the telecast of the Japanese peace treaty signing was a public service program, he noted, viewers considered it a matter of public interest and consequently didn't think it commercial advertising for Richfield.

Mr. Autry thought viewers consider baseball players as endorsing beer if a brewing company sponsors the telecast.

Roswell Metzger, vice president and director of radio and television for Rutrauff & Ryan, Chicago, told the court he believed the showing of an Autry film on TV would constitute a direct testimonial by the star of the product advertised. In his view, the longer a TV show goes on and the longer the association between the star and product, the greater the appeal, endorsement value and advertising impact.

Martin Allen, Productive Adviser, Los Angeles, testified that Mr. Autry's reputation made a series of his films valuable as a commercial advertising medium. He told the court he obtained the films for two of his agency's clients solely on the "value of his name" because it assured the advertisers a large audience as a prospective source of sales. The pictures themselves weren't so important, he noted, because they were standard western fare.

Mr. Selvin, at the start of the hearing Monday, asked that argument be confined to contractual interpretation. Judge Harrison, however, said he would allow Mr. Gang to conduct his case the way he saw fit to bring in the issues, subject to Mr. Selvin's standing objections.

TV GROSS UP

Jan. '52 Far Above Jan. '51

TV Networks in January had a combined gross time sales total of $15,713,702, a gain of 76.7% over the gross of $8,852,839 for January 1951, according to Publishers Information Bureau.

Individual network figures show rank order of the video networks unchanged in the year and that each network has had approximately the same percentage increase in gross time sales in that time.

Jan. '52 Jan. '51

ABC $2,007,314 $1,328,719

CBS 5,100,023 2,661,185

DuMont 717,148 425,527

NBC 7,389,307 4,187,222

Total: $15,213,792 $8,552,633

Combined TV network total for January exceeds by three quarters of a million dollars the combined total of the four radio networks (see story, page 24), NBC- TV's excess of $3 million over the ABC radio billings for the month and the ABC network radio billings of ABC and CBS over their TV networks and of Mutual over DuMont.

Relinquish ABC-TV Show

AT the request of ABC-TV, two advertisers, Lever Bros. and Warner-Hudnut, agreed to relinquish sponsorship of the $40,000 a week production, Francis Langford-Don Ameche (12 noon-1 p.m., Monday through Friday), effective last Friday. Advertisers were sponsoring six of the 20 quarter-hours per week and network felt production costs were too much.

Need a Good Film Spot...

AT A MODERATE PRICE TO FIT A LOW BUDGET

FILMACK can make it, as they’re doing for hundreds of advertisers the country over.

For 35 years FILMACK has produced top-quality film titles and messages for theatres and agencies. Experience counts. Our staff, complete lab, sound studio and camera equipment can save you time and money.

Send in your copy for estimate. Our low prices will surprise you.

Filmack Studios

BROADCASTING • Telecasting

1331 SOUTH WABASH AVENUE • CHICAGO 5, ILLINOIS
San Francisco has 3 TV stations. These stations give primary coverage of the San Francisco Bay Area and secondary coverage throughout Northern and Central California. The leading San Francisco TV station is KRON-TV. This leadership is clear-cut month after month because with the market's highest TV antenna, KRON-TV provides unparalleled "Clear Sweep" coverage.

KRON-TV presents the largest number of top-rated shows—more than the other two stations combined (Pulse and Tele-Que).

KRON-TV attracts the most viewers in every audience segment—men, women, teenagers, children (Tele-Que—Pulse does not measure).

KRON-TV serves the largest number of advertisers (Rorabaugh).

KRON-TV offers the greatest percentage of audience...both day and night, and throughout the week (Tele-Que).

Check with FREE & PETERS for availabilities!

THE SAN FRANCISCO TV STATION THAT PUTS MORE EYES ON SPOTS

KRON
SAN FRANCISCO CHRONICLE • NBC AFFILIATE
SELL MORE ON CHANNEL 4

Nothing like it in the industry!

30 ADVANCED FEATURES

✓ Interchangeable with most existing television cameras

SEND FOR THIS NEW BULLETIN — Complete specs, diagrams and photographs of this new G-E TV Studio Camera Channel. Wire or write us for Bulletin ECB-5. General Electric Company, Section 232-17, Electronics Park, Syracuse, New York.
Already in production and already in service, General Electric's Type PE-8-B represents another major engineering achievement in television from Electronics Park, world center for electronics research and development. Feature by feature—to give you unprecedented picture quality and simplicity of operation—this channel is far ahead of anything in its field today!

Check the advantages listed below. Compare them, point by point, with those of any other camera channel. Then call your G-E Broadcast Man and ask to see this new unit in action.

- Twice the back focal travel of conventional cameras! Now, for the first time you can focus on closer subjects with a long focal length lens. (See Fig. 1)
- Silent blower permits close-up operation without microphone pick-up.
- Special shielding around yokes and blower motor prevents picture distortion by eliminating effect of stray magnetic fields.
- Faster lenses supplied at no extra cost!
  - 50 mm — f/2.3
  - 100 mm — f/2.3
  - 152 mm — f/2.7
- Lenses are positively indexed.
- Circuits provide sweep failure protection for your $1200 I.O. tube. Quick change sweep expansion switch prevents underscanning effects on the face of the tube.
- Lens versatility. More than 15 different TV lenses can be mounted without special adaptation.
- Stabilized and friction-damped turret prevents oscillation or sagging when shifting lenses or tilting camera.
- Automatic engagement of focus control when side door of camera is closed.
- Low center of gravity in camera and Fearless pan and tilt head assure stability and smooth operation.
- Focus handle clutch protects against damage and misalignment.
- Removable I.O. yoke with ball-bearing slide assembly and plug-in electrical connections.
- Microphonics minimized. No signal circuits included in control console.
- Average brightness measurements of channel picture can be made at the channel amplifier.
- 14 kv independent power supply for monitor picture tube. Calibration input terminals supplied.
- Change-over switch for composite or non-composite signals.
- Waveform monitor includes IRE calibration scale.
- Simultaneous vertical and horizontal waveform presentation.
- Large quiet blower provides ample monitor cooling.
- Entire channel is factory-wired, with all plug-in interconnections.

You can put your confidence in—

GENERAL ELECTRIC
TELEVISION is still in the experimental stage as an advertising medium for department stores, according to a survey made jointly by the National Retail Dry Goods Association, and the Merchandising Department of NBC's O & O Stations Div.

Of the 92 stores replying to the questionnaires, only 35 use TV to any extent, and the replies indicated that those who are using the medium indicate little if any agreement on the proper video advertising procedure for retailers.

Stores responding to the survey are distributed over a wide range in size, from those with annual sales volumes of $2 million to those exceeding $50 million. Their time on TV runs from less than a year to five years, with the majority having used this new medium for one to three years.

18 types of TV programs mentioned by the stores, shopping shows were reported by eight retailers, more than said they were using any other type of video advertising vehicle. Descriptions reported by six stores; music, feature films and merchandise shows by four each; style shows and miscellaneous by three each; women commentators, sports, news, cooking, children’s, variety, civic and quiz with two mentions apiece; and a single store reported using amateur and quiz shows. Some stores use more than one type of program in their TV advertising.

Program Times Vary

Time used by the stores for their video presentations runs from eight seconds to 90 minutes, with quarter-hour and half-hour programs the most popular, reported by 14 and 12 stores respectively. Store programs are telecast from one to three days a week, with the extremes reported by more stores (10 using TV five days a week and nine using it once weekly) than any amount in between.

Twenty-five of the 33 stores reported their store staffs produced their TV programs, either alone or with an agency and/or the station. Five reported their shows as produced by agencies and three employed outside show producers. More than a third of the stores (14) reported that they alone prepared the commercial copy for their TV presentations, the others working with an agency or station (10) or leaving the task entirely to them (8). Manufacturers' films are used occasionally by 22 stores, rarely by one and never by 10.

Immediate sales were mentioned as the primary objective of video advertising by 20 of the 33 stores, with 12 reporting this as prestige as their main objective and four saying they aimed at both goals equally. Where immediate sales were the purpose, stores reported results as ranging from satisfactory to excellent, but with five stores admitting they do not know what they are.

Only six stores reported the percentage of their overall budgets allocated to TV, their answers ranging from one-thirtieth of 1% to 9%. Asked about the source of their TV expenditures, five stores reported that TV money was an extra appropriation above the regular media budget and nine described it as an extra appropriation plus vendor coop money. Five said the TV funds came from other media and eight from the general merchandising manager and 14 the advertising manager.

TV Important in Future

Asked about the present and future importance of TV as a store sales medium, only one store urged others to "get on the band wagon," now, but most stores reported the opinion that TV will be important in the future. Three said that when color TV is around, more will be a "must" for retail stores.

High cost retailers' main objection to TV today, cited by 18 stores, was the lack of personnel to supervise, five who said lack of good local time, three lack of good local talent, three lack of knowledge and three poor programming.

Of the stores who had tried TV but discontinued its use, 11 stated "too costly" as their reason, 13 blamed the failure of their TV campaigns to produce satisfactory sales results and six had seasonal shows.

Commenting on the survey results, Howard P. Abrahams, manager of the NRDGA Sales Promotion Div., pointed out that while retail stores were the first to use TV as they did other media—to produce immediate sales—results to date have not met the standards which retailing expects. The key to retailing TV, he said, might be found in a study of the successful retail shows now on the air, with emphasis on the items being advertised.

U. OF PA.-WPTZ (TV)

Educational Series Set

WPTZ (TV) Philadelphia, in cooperation with the U. of Pennsylvania, yesterday presented the first of a series of 10 Sunday telecasts.

The series combines the know-how of professional telecasters and the university's background of scholastic eminence.

To inquire of the credit of Station WPTZ and the industry that they have recognized television's use as a force for enlightenment and have rushed forward its achievement. . .

Coordinating for WPTZ are Mr. Loveman and Roland. V. Tooke, assistant general manager. Emer Jaspan of the station staff is producer-director.

**NBC-NRDGA SURVEY**

"Just Delivered the Latest Pulse Surveys"

KMA, Shenandoah, Iowa and KMTV, Omaha, are on top again!

**KMA**

The Most Listened to Station in Its Vast Rural Midwest Area

Pulse figures released in the 2nd quarter figures released in the 2nd quarter.

KMA today. KMA again! KMTV again! KMA today. KMA again! KMTV again! KMA today. KMA again! KMTV again!

**KMTV**

Omaha's No. 1 TV Station

KMTV has done it again!

Latest Pulse figures show that KMTV leads in 66 out of 100 Class A (6 to 11 P.M.) quarter-hours—Monday thru Friday. For the entire week, KMTV leads in 88 out of 140 Class A quarter-hours or 62.4% of all Class A quarter-hours.

KMTV has a bright picture on Afternoon ratings too, with a 53% share of the weekday afternoon audience and a 54% share on Saturdays. For the best in TV coverage of the rich Omaha area, contact the Katz Agency or KMTV today.

**KTV**

TELEVISION CENTER

2615 Farnam St., Omaha 2, Nebraska

ABC—Dumont—CBS

Dept. Store TV Ads

**IN STOCK AT ALLIED!**

**RCA-5WP II TRANSFER KINESCOPE**

We have the RCA-5WP II Transfer Kinescope in stock for immediate delivery. Our prices and conditions of sale are subject to those of other radio-television stations in the area, time and trouble—the only thing we want you to know is that we have the RCA-5WP II Transfer Kinescope in stock. Ask your Allied Audio 212-1799 for information.

**ALLIED RADIO**

Broadcast Division

833 West Jackson Blvd., Chicago 7

Call: Haymarket 1-7019
This Is The Brent Gunts Show!

... human interest

stars, gags...

fun, music, variety

At 9 A.M. fun really begins on the Brent Gunts Show. Stunts, stars, songs, surprises... every captivating caper that ever kept receptive eyes glued to a TV set. The Brent Gunts show is warm, friendly and entertaining.

Here is power-packed early-morning television programming that pays off big in profits for advertisers. The whole wonderful story is yours for the asking.

MORNINGS
9 TO 10 A.M.
MON. THRU FRI.

Television Baltimore
WBAL-TV
NBC In Maryland

NATIONALLY REPRESENTED BY
EDWARD PETRY & COMPANY
SNADER BUDGET

Having set up its budget for the fiscal year starting in June, Snader Telecommunications Corp. will spend more than $3 million on new TV film product for 1952-53 season release.

Firm also expects to gross in excess of $5 million, next year on "product we have produced and directed" and from "outside product we will take over for distribution through Snader Sales," according to Louis Snader, president.

Currently in New York to line up Broadway name artists and musical groups for the 21-minute filmed telecasts, Mr. Snader is also negotiating with James C. Pettrillo for 1952-53 season renewal of his AFM contract which includes the 5% royalty agreement clause.

Mr. Snader declared that product contracts now in force in 55 TV markets will gross his firm "in excess of $3 million this year."

"There are $2 million in contracts outstanding at the moment for 1952 and this is only mid-March," he said.

The building of new TV film shows, both dramatic and musical, with Snader Telecommunications establishing its own "original music" department supervised by Harry Zimmerman, musical director, is planned for this year.

KNBH New Break Rates

KNBH (TV) Hollywood starts new Class C station break plan. Time between 11 a.m.-5 p.m., Monday through Friday, is offered at $90 net for 20-seconds and $25 net for 10-seconds. Purchasers of introductory offer will be protected from further increases for 13 weeks from effective date.

Join CBS-TV Spot Sales

APPOINTMENTS of John A. Schneider and Arthur C. Elliott as account executives on the New York staff of CBS-TV Spot Sales were scheduled to be announced today (Monday) by Sam Cook Digges, eastern sales manager. Mr. Schneider has been transferred from CBS-TV Spot Sales' Chicago office where he served as account executive for two years, having worked previously in sales capacities for NBC and WGN Chicago. Mr. Elliott assumes his position after having represented the Dumont Network and its stations in New York, Washington and Pittsburgh for three years.

EDUCATIONAL SERIES

Seen on Detroit Stations

COOPERATION given by Detroit TV stations to Michigan colleges and universities reportedly has greatly reduced pressure in the state for a private TV channel for educational institutions. WXYZ-TV and WJBK-TV there have been telecasting programs which have an academic source.

At WWJ-TV, more than 2,500 registrations have been received for the second semester of the University of Michigan Telecourse, a half hour program televised weekly from the Ann Arbor campus. The first university commencement ever telecast in Michigan was handled by WWJ-TV Jan. 31 when 1,045 Wayne U. students were granted degrees.

A 30-minute program marking the 76th anniversary of the founding of the U. of Detroit was seen by the TV audience over WJBK-TV. University, state and city officials were guests on the program.

elsen . R. PALMER, President

ERNST C. SANDERS, Resident Manager

Davenport, Iowa

The Quint Cities

exclusive National Representatives

TWTT: 1935 -110,000

The building of new TV film shows, both dramatic and musical, with Snader Telecommunications establishing its own "original music" department supervised by Harry Zimmerman, musical director, is planned for this year.

KNBH New Break Rates

KNBH (TV) Hollywood starts new Class C station break plan. Time between 11 a.m.-5 p.m., Monday through Friday, is offered at $90 net for 20-seconds and $25 net for 10-seconds. Purchasers of introductory offer will be protected from further increases for 13 weeks from effective date.

Join CBS-TV Spot Sales

APPOINTMENTS of John A. Schneider and Arthur C. Elliott as account executives on the New York staff of CBS-TV Spot Sales were scheduled to be announced today (Monday) by Sam Cook Digges, eastern sales manager. Mr. Schneider has been transferred from CBS-TV Spot Sales' Chicago office where he served as account executive for two years, having worked previously in sales capacities for NBC and WGN Chicago. Mr. Elliott assumes his position after having represented the Dumont Network and its stations in New York, Washington and Pitts-
SAG CONTRACT
Ballots Are Due Today
APPROXIMATELY 8,000 ballots sent Screen Actors Guild members last week for voting their approval of new basic agreement covering film actors employed by major motion picture companies are to be returned to SAG today (Monday).
With the ballots, members also received a seven-page detailed summary of changes in the guild's new contract. It includes additional gains in improved working conditions, other than those announced at the time agreement was reached with the major producers.
As previously disclosed [BT, March 10], day player minimum is increased from $50 to $70 and weekly freelance minimum from $175 to $250. Basic wage rates are retroactive to January 1 with March 3 effective date for all other provisions.
With contract ratification by SAG members, it must have Wage Stabilization Board approval before being put into effect.
New contract retains major TV clause of former agreement. It gives SAG the right to cancel its contract with a producer if the latter released any theatrical films to television which were made after Aug. 1, 1960, without first negotiating an agreement with the guild for additional payment to the actors who appear in such movies.
New clause covers producers who

Allocations
(Continued from page 77) but he wanted to assure that they be kept available for cooperative rather than exclusive use.
Because the state legislature was trying to adjourn by Saturday, the Commissioner of Education also sought appointment of a committee with authority to act for the state in negotiating how the new channels will be allocated. Legislation establishing such a committee was expected to have been started by the end of the week.
Noting that it was doubtful if any up-state institution would apply for its own channel, Dr. Wilson recognized "a very definite possibility" that a New York group was set to go. If no one group seeks FCC licensing, the channels will remain available for operation under the proposed state plan, he explained.
The commissioner identified the state plan last month as operation by an advisory committee—to include representatives of the state health, conservation, mental hygiene and commerce departments—to help operate and manage the state-wide stations. Local management, it was suggested, could be effected through similar local advisory groups composed of local public and private institutions, museums and libraries. These same institutions would also be asked to contribute to the $268,510 per year necessary for central control and the additional $145,620 for operating each station.

might enter TV film production. It provides that the production company will first agree to negotiate their minimum wages and working conditions for actors employed in such product. However, if agreement is not reached and SAG refuses to furnish actors for the TV films, such a stalemate would not affect the basic contract covering theatrical films.
SAG started preliminary discussions last week on a new contract with Independent Motion Picture Producers Assn. and Society of Independent Motion Picture Producers. It is expected the same contract as negotiated with major producers and containing same TV clauses, will be signed.
Alliance of Television Film Producers and SAG negotiators are to get together Wednesday night to open discussions on wage and working conditions for actors in TV films [BT, March 10].

RTDG INITIATION FEE
Upped to $50 for TV
Hollywood Council of Radio and Television Directors Guild has rescinded its special $1 TV initiation fee. The standard initiation fee of $50 now applies to all new members, it was announced.
The dollar initiation was instituted in early days of Hollywood TV because low earnings of directors made the standard $50 a financial hardship, particularly for floor managers and associate directors, it was explained.
Growth of TV coupled with successful negotiations by RTDG for men at KNBH (TV)-NBC and KNXT (TV)-CBS dictates elimination of the special consideration, according to the guild. TV members now receive same consideration as those in radio and servicing of video membership requires greater expenditure of guild funds, RTDG Council noted.

Tower Sites
(Continued from page 77)
Part 17, and were worked out with the CAA a year ago.
If applicants come within the limits prescribed by the formulas, no CAA approval is necessary.
However, this applies only to antennas below 500 ft. All radiators above this figure have to be cleared with CAA.
Since it is most desirable to have CAA clearance before going into a hearing for a TV station—and since most such high towers are for areas where available channels will be hotly contested—most prospective TV applicants have been checking CAA regarding their tower heights and sites.
Where a conflict existed, regional airspace subcommittees have held informal hearings. Applicants have argued their cases so far with fairly good success.
There are 14 regional airspace subcommittees. It takes from 30 to 40 days to clear up antenna height-site problems with the CAA.

First
forced-air cooled tube
... still a favorite
Back when forced-air cooled tubes were just a gleam in our eye, it took upwards of 5 gallons of water a minute to cool a power tube of this class. Today, it's done entirely with air. Benefits: greater convenience in maintenance and operation.

Forced-air cooling is only one example of RCA's never-ending efforts to bring you the best in modern tube design. Insist on RCA quality tubes for your station operations.

Your RCA Tube Distributor can supply tubes for your station in minimum time. Call him!

RADIO CORPORATION of AMERICA
ELECTRON TUBES
HARRISON, N.J.

March 17, 1952 • Page 87
The motive is money

SHOULD YOU DO IT? You can do no better than buy "Files of Jeffrey Jones," new series of 26 half-hour mysteries filmed especially for TV. If you move fast. With the success of its companion series, "Cases of Eddie Drake," advertisers will be out in force to get Jeff Jones.
A ONE-MAN JOB? With Don Haggerty (who stars as rough-and-ready Eddie in "Cases of Eddie Drake") as Jeff Jones, the cast includes such outstanding Hollywood players as Gloria Henry as a girl reporter; Vince Barnett, Jeff's pal Joe; and Tristram Coffin, Lt. Doyle.

YOU'LL BE FOLLOWED. You can count on a huge viewing audience keeping you in sight from first case to last. Because "Files of Jeffrey Jones" is action mystery... with ex-MP Jeff as a sports-minded private eye who never loses when the game is murder.

WHAT A PAYOFF! It's a crime, the money you'll make with "Files of Jeffrey Jones." You can still buy first-run rights in your TV markets (subject of course to prior sale). Your CBS Television Film Sales representative will be pleased to give you a private première showing.*

*Also available:
Cases of Eddie Drake
The Gene Autry Show
World's Immortal Operas
The Range Rider
Holiday in Paris (under option)
Strange Adventures
Vienna Philharmonic Orchestra
Hollywood on the Line

CBS TELEVISION FILM SALES
New York, Chicago, Los Angeles, Memphis and San Francisco
NEARLY 75% of the people of San Diego believe that one of the TV channels to be assigned should be for an educational station.

That's the answer to a survey of 2,800 people by 28 students of a San Diego State College class in public opinion measurement. The survey was conducted during December 1961 and January 1962 in the Southern California city under the direction of Dr. Oscar J. Kaplan, associate professor of psychology. The people queried were divided equally between men and women who had been chosen to represent a cross section of the city.

This question was asked: "The government may license several new television stations in San Diego. Do you think that one of these channels should be set aside for the use of educational institutions or should all be operated on a commercial basis?" In reply, 74.8% said one channel should be for educational purposes, 12.4% said all should be commercial, 12.3% didn't know.

As people grow older, the less interested they are in TV, the survey found. In the 29-39 age bracket, 50.3% owned receivers; in the 40-59 group, 45.7% owned sets, and in the over-60 unit, only 25.7% owned sets. TV sets are owned by 44.4% of the population.

**Weekly Television Summary—March 17, 1952—TELECASTING Survey**

**City** | **Outlets on Air** | **Sets in Area** | **City** | **Outlets on Air** | **Sets in Area**
--- | --- | --- | --- | --- | ---
Albuquerque | KOB-TV | 13,000 | Louisville | WAVE-TV, WHAS-TV | 141,063
Amarillo | KAMC | 83,000 | Methuen (Mass.) | WRPS-TV | 45,000
Atlanta | WGAS-TV, WSB-TY, WTLV | 185,000 | New York City | WNEW | 50,000
Baltimore | WMAR, WSAI, WJZ, WJZ-T, WJZ-TV, WRJU | 425,000 | Miami | WMC | 75,000
Binghamton | WSB-TV | 53,585 | Nashville | WNMC | 90,000
Bloomington | WTVN | 90,000 | Mineola | W3999TV | 145,000
Salem | WTBS | 124,000 | Mount Vernon | WKDF-TV, WXTN-TV | 125,300
Buffalo | WKBW, WKBW-C | 432,536 | New Haven | WNEW-TV | 125,000
Chicago | WBKB, WGN-TV, WNBA-TV, WNL | 1,069,185 | New York | WJZX, WFD, WJS, WMB, WMBV, WNET | 2,980,000
Cleveland | WBNS, WNBK, WUOL, WZTV | 567,497 | Newark | WJZ | 150,000
Dallas | WBEST, KTS, WSBK | 50,000 | New Orleans | WDSU | 110,000
Denver | W722, W725, KTVW | 207,000 | Norfolk | WTVY | 130,500
Dayton | WTVG | 2,500,000 | Oklahoma City | KTVF, KWTI, KOKO, KXVA | 87,000
Detroit | WJBK, WDIV, WDIV-WTV | 267,000 | Omaha | KETV, WTV | 92,500
Dyag City (Includes Detroit, Monroe, Rock Is., E. Moline) | WHLO, WQLD | 257,000 | Philadelphia | WPTZ, WPTZ-TV, WPTZ-M | 125,000
Erie | WRFS | 82,740 | Phoenix | KPHO-F, KPHO-TV | 95,000
Ft. Worth | WALT, WAKT, WBAP, WBAP-TV | 571,848 | Pittsburgh | WJW, WTV | 88,000
Fresno | WCFS, KFS | 31,965 | Philadelphia | WPTZ, WPTZ-TV, WPTZ-M | 85,000
Fremont | WTVG | 45,900 | Providence | WJAR, WTV | 150,000
Fort Smith | WFTV | 96,000 | Richmond | WTDR, WTV | 130,000
Ft. Worth | KRLD-TV, WBAP, WBAP-TV | 157,848 | Rochester | WIVX | 130,000
Ft. Myers | WMCE, WFTV | 227,000 | Rock Island | WMTW | 100,000
Ft. Lauderdale | WTVT, WTVT-W | 750,000 | San Antonio | KEMP, KWAY, KSAT | 160,000
Grand Rapids | WOOD-TV | 192,490 | San Diego | KQDS | 90,000
Greenville | WITV | 165,000 | San Francisco | KGO, KTVU, KSFO | 100,000
Houston | KBFR, KPRC | 127,500 | Salt Lake City | KSL | 90,000
Honolulu | KHON, KSB | 14,000 | Savannah | WTOC, WTVT | 60,000
Charleston | WSAE-TV | 78,850 | Seattle | KEXP, KOL | 115,000
Indianapolis | WSBP, WSBP-TV | 214,650 | Syracuse | WFRN | 75,000
Jacksonville | WJAC | 195,674 | Toledo | WIMA, WSJO | 60,000
Joplin | WJCT | 13,000 | Tulsa | KOTV | 50,000
Kansas City | WDAF-TV | 82,000 | Utica | WTV | 60,000
Kalamazoo | WARR, KZTV | 52,000 | Washington | KTVK, KTVU | 80,000
KCMO | WDAF-TV | 195,674 | Whittier | WTV | 60,000
Kensico | WKQI | 15,000 | Wichita | WTV | 60,000
Los Angeles | KABC-TV, KTLA, KLAC-TV, KNBC | 1,232,000 | Wilmington | WDVE-TV | 80,000
KNTV, KRC | 92,000 | Estherville | WTV | 60,000
Total Markets on Air 64* | Stations on Air 109* | Estimated Sets in use 16,359,363

*Includes XEITV-Montevideo, Mexico

**Editor's Note:** Totals for each market represent estimated sets within television area. Where coverage areas overlap set counts may be partially duplicated. Sources of information are based on estimates prepared by broadcast stations, advertising agencies, and independent studies. Since many are compiled monthly, some may remain unchanged in successive summaries. Total sets in all areas are necessarily approximate.
How to get 6 spots for the price of 1

Unique TV Announcement Plan Multiplies Merchandising Impact

But one spot on WPTZ's daily "Hollywood Playhouse" hour and you get five additional visual and aural mentions within the program:

This means, not just a single visit to the 100,000 of Philadelphia's million TV homes that watch this show daily, but six times that. What's more, this theatrical thorobred, now celebrating its 2nd Anniversary, is one of America's highest rated, daily television shows. And you dominate the whole hour at single participation cost.

A few "Spots" left for sale

Speak to any Philadelphia dealer about the unusual selling effectiveness of this exclusive WPTZ "6 for 1" feature. Then speak to us—or NBC Spot Sales. Quickly though, because there are only a few left.

WPTZ - Philadelphia

More people watch WPTZ than any other Philadelphia TV station

1600 Architects Building, Philadelphia 3, Pa. LOCust 4-5500... or NBC Spot Sales
AROUND-THE-CLOCK TV Outlet Begins 24-Hour Day

WDTV (TV) Pittsburgh began commercial round-the-clock programming on a regular weekly schedule today. The DuMont station will program films from 1 a.m. to 7 a.m. five days a week.

Each of six sponsors has bought the new midnight-to-dawn Swing Shift Theatre for one day. Features are being supplied by Motion Pictures for Television Inc. Remaining of the early morning hours will be filled with shorts, serials and novelties.

Saturday sign-off was extended to accommodate feature film presentation after 1 a.m. Station will go dark at end of film on that day.

Only other station which programmed 24 hours a day was WCPO-TV Cincinnati. Late in 1950 it operated on a sun-up to sun-up basis for several months. At the present time the Cincinnati Scripps-Howard station runs from 7 a.m. to 1 a.m.

Decision to operate on a 24-hour basis was reached after requests from Pittsburgh swing shift workers for more TV after midnight, according to Harold C. Lund, general manager of the only TV station in Pittsburgh.

"More than 200,000 defense plant workers and others finish work at midnight," Mr. Lund explained, "and many of them have requested shows during the time they relax after their labors. The idea found immediate favor with sponsors too."

Feature films are sold on a package basis for 13-week schedules. Shorts, serials and other programming material after the main feature are being sold on a spot basis—$25 per spot in packages of 10.

Because of its position in a one-channel city, WDTV has had to adapt its programming schedules almost from the start of its programming in 1949. One of its most publicized arrangements was the rotation of top-rated network shows. In October, WDTV moved its sign-on from 11:30 a.m. to 9 a.m. In January the NBC-TV Today show with Dave Gararrow forced the station to open at 7 a.m. Late in 1961, the sign-off was extended from midnight to 1 a.m.

The six sponsors who have bought the new Swing Shift Theatre features are: Rand Drug Co. (through W. Craig Chambers), Monday; Carling's Beer & Ale (Cahot & Coffman), Tuesday; Charles Antell (TV Adv. Assoc.), Wednesday; Central Drug Co. (Sussman Assoc.), Thursday; Dyke Motors (Jay Reich Agency), Friday; Herbert's Jewelry (Rothman-Gibbons), Saturday.

About 50 spots were sold to local advertisers by the end of last week for the remainder of the early morning hours.

DU MONT ELEVATES MARX
To Direct International Div.

ERNEST A. MARX, general manager of receiver sales division, has been appointed director of the international division of Allen B. DuMont Labs, according to Stanley F. Patton, vice president, at the corporation’s Cliff- ton, N. J., headquarters.

In the newly created post, Mr. Marx’s assignment is to effect the same coordination and expansion that he managed when DuMont first undertook production of TV receivers. He will supervise all DuMont export activities, including licensing of foreign manufacturers for DuMont products.

Mr. Marx organized the receiver sales division after he joined the corporation in 1946, expanding the distributor representation to every TV market and to more than 2,000 retail outlets.

MICROWAVE RELAYS
TV Thaw Will Create Need

THAWING of the TV freeze will create a large demand for microwave relay equipment in TV stations with network facilities, William Balderston, Philco Corp. president, said last week in a letter to stockholders.

Mr. Balderston pointed out also that microwave radio relays are rapidly growing in importance and already represent one of the most promising industrial applications of electronics.

SMPTF Membership

INCREASED TV activity is stimulating new memberships in the Society of Motion Picture and Television Engineers, with 105 new members being added to the roster in February, according to board of directors’ report. SMPTF has also announced dates and places for its next four semi-annual conventions as: April 21-25, Drake Hotel, Chicago; Oct. 6-10, Hotel Statler, Washington, D. C.; April 26-30, 1953, Hotel Statler, Los Angeles; Oct. 4-9, 1953, Hotel Statler, New York.

CUBAN TV CHAIN
Four Stations Are Linked

FORMATION of the Interior Network of Circuito CMQ, Radiocentro, Havana, Cuba, has been announced by Goar Mestre, director general. Network consists of following four TV stations: Camaguey, Channel 6, and Matanzas, Channel 9, both using DuMont equipment and operating with 500 kw each; Santa Clara, Channel 5, and Santiago de Cuba, Channel 2, both using General Electric equipment and operating with 5 kw each.

Newspapermen, sponsors, advertising agents and Mr. and Miss Television of 1951 took a chartered plane March 8 from Havana and visited new installations. No large scale celebration was held. Inauguration consisted of a special program when announcement of the network’s formation was made.

Mr. Mestre will be fed kinestop programs from CMQ-TV Havana and eventually will be linked by microwave relay.

WILLIAM GRETZ BREWING Co., Philadelphia, is co-sponsoring Home Highlights Show on WCAU-TV Philadelphia, Tuesday and Thursday mornings, 11-11:30 a.m., effective March 11. Program is in addition to two others sponsored by Gretz, Ringedra After the Rover on Monday and Cuscoloids of Girls Thursday, both on WFIL-TV Philadelphia. Schiedler, Beck & Werner, N. Y., is agency.

WOW-TV...
leads the way in MIDWEST TELEVISION

★ WOW-TV serves one of the fastest growing TV markets in the United States

★ Every day on average of 125 families is added to the WOW-TV audience

★ Present total over 120,000 sets

★ Low-cost, high-rated participations now available

Wire or telephone your nearest John Blair—TV office or Fred Ebener, Sales Manager.

WEBster 3400

WOW-TV...
Channel Six
A MEREDITH STATION
OMAHA
FRANK FOGARTY, General Manager

BROADCASTING • Telecasting
NO TV STATION BEATS KNBH IN BLANKETING SOUTHERN CALIFORNIA!

KNBH
REACHES 100%
OF THE 1,232,000 TV HOMES
IN THIS GREAT BOOMING MARKET!

Growing by leaps and bounds...fantastically rich...and TV happy—that's the vast Los Angeles market. It's America's third largest retail sales area! And the powerful NBC television outlet—KNBH—is seen and heard by EVERY TV HOME within this 200-mile-wide market! For choice spot time, contact KNBH, Hollywood, or your nearest NBC Spot Sales office today.

TO SELL THE BUYING MILLIONS
IN AMERICA'S 2ND LARGEST TV MARKET
**TELLS SYRACUSE**

Dick Grossman, WHEN News and Sportscaster, can be counted on to be first with the important Syracuse local news.

Consistent news beats have established WHEN as the aggressive and reliable news station in Syracuse.

Complete facilities plus an alert news-gathering staff have made Dick Grossman's daily 6:20 and 11:00 P.M. news and sports programs a Central New York viewing habit.

---

**TV SCRIPT PRIZE**

**Edward Lamb Offers $1,000**

A $1,000 cash prize for the best original TV script has been offered by Edward Lamb, owner of WTVN (TV) Columbus, Ohio, and WICU (TV) Erie, Pa.

Mr. Lamb said "there is great need in the United States for encouragement of creative people. We want to stimulate interest in the production of good playwriting for television."

In addition to the cash prize, the winning script will be produced for television over WTVN next fall.

Final judges for the contest were listed as Max Liebman, producer of NBC-TV Your Show of Shows; Margo Jones, managing director of the Dallas Theatre Inc., and Earl Wilson, newspaper columnist.

Contest rules follow:

Script must be original, running time not less than one half hour, not more than one hour.

All entries must be clipped or fastened into a cover with name of playwright and address of sender on top.

All scripts must be typed, in script form preferably, on 8½ x 11 paper, double spaced.

If script is to be returned, sufficient postage must be included with self-addressed envelope.

Winning script will automatically become property of Edward Lamb Enterprises (for television and audio rights only).

All entries must be in or postmarked not later than July 31, 1952.

All entrants must register by not later than Match 15, 1953. This is to keep entrants informed on current progress of contest.

Winning script will be produced for the television public in the fall of 1952. Rights are reserved not to give the script to any individual who may win the award during the time specified above if no script of good caliber is received.

No employee or members of families of employees of the Edward Lamb Enterprises or its affiliates is eligible to win the contest.

All scripts, mail, inquiries etc. must be addressed to the Television Contest Editor, WTVN, Columbus, Ohio.

---

**Alexander Film Sales**

**10% Increase is Reported**

NEW yearly sales record—a 10% increase in 1951—was reported by J. Don Alexander, president of Alexander Film Co., Colorado Springs, Colo., at the annual stockholders' meeting.

The film company, which began in 1919, now has a syndicated library of 5,000 current TV spot commercials covering 82 different lines of business and in addition is producing specific theatre and video advertising films for some 50 of the nation's largest manufacturers, Mr. Alexander said.

Political Policy

POLITICAL business which would tie up three Baltimore TV stations simultaneously will not be accepted at WAAM (TV) that city, according to Ken Carter, general manager. Policy has been established because station officials feel viewers should be given a choice of television programs. WAAM, however, offers comparable time to parties affected by the ruling consistent with good over-all programming.

**'Big Town' on Film**

A NEW PLAN permitting concurrent sales of a Lever Bros. TV program to other advertisers in other markets has been announced. Effected through a four-way agreement among Lever Bros., its agency, Rathrauff & Ryan; Gros-Kraene Productions, and United Television Programs, the plan calls for filming and then for primary and secondary distribution of Lever's Big Town video series which has been sponsored live for the past two seasons.

Big Town telecasts will switch from live performances to film on April 3, with production to be in the hands of the Jack Gross-Phil Kraene production team. Lever Bros. will continue its sponsorship on the CBS-TV network and six other stations.

United Television Programs will simultaneously distribute the films for first runs in the 29 TV markets not used by Lever Bros. and will make the films available to local sponsors, if they request it, on the same days and dates as the Lever Bros. versions are shown in the original cities.

UPT also has secured distribution rights for second runs in all markets, starting next October. Announcement of the plan was made Wednesday by Willson Tuttle, vice president in charge of radio and TV for Rathrauff & Ryan.
FORD-MERCURY ENDURANCE TESTS
FILMED WITH A MAURER!

Camera-men know that cameras as well as cars take a beating at the Ford proving grounds. That's why the MAURER 16mm. was chosen to film the rough-terrain tests of the new Ford-Mercury. When the results must be perfect no matter what the operating conditions, MAURER is always the answer. In actual field operations both from the tropics to the Arctic and abroad, the MAURER has proved to be the first choice among professionals for accuracy, top-flight performance and simplicity of operation. Because it meets so many varied needs, more and more producers of fine films are specifying the MAURER 16mm. — the ideal camera for every phase of professional motion picture production.

maurer
means finer motion pictures!

J. A. MAURER, INC.
37-01 31st Street, Long Island City 1, New York
1107 South Robertson Blvd., Los Angeles 35, California

THE MODEL F PRIME RECORDING OPTICAL SYSTEM AND GALVANOMETER A complete light modulating unit for recording sound photographically upon standard film. Requires no special servicing or spare parts (other than recording lamp).

THE 16MM. SOUND-ON-FILM RECORDING SYSTEM combines the highest fidelity in 16mm., recording practice with wide flexibility and extreme simplicity of operation. For details on this and other MAURER equipment, write:
WITH distribution directed primarily toward local levels, Procter Syndications International Inc., New York Film distributor, announced last week the TV release of 68 features.

Thirty-three of the films were made in England, starring such British actors as Ann Todd, Deborah Kerr, Ian Hunter and Patricia Roc. American rights have been purchased outright, according to Paul White, FSI president, who added that most of the 33 films are very recent productions.

Another 35 features, produced between 1948 and 1960, have been obtained from Mutual TV. Like the British pictures, they include adventure stories, mystery and suspense films. . . .


William LeBaron, motion picture producer, and Boris Petroff, director of Broadway musicals, plan distribution of 13 half-hour TV films titled Muscomedy Theatre. Mr. LeBaron will serve as executive producer and Mr. Petroff as co-producer-director on films based on original stories and music, each film separate in itself.

Illustrate Inc., Hollywood, is previewing animated TV film, Peril Pinkerton, in major TV markets to provide necessary background information for the programs of future TV cartoon series. Peril Pinkerton satirizes old-fashioned melodramas for adult audience, and is animated to attract children. Package is offered on five times weekly quarter-hour basis at $10,000 per week, according to Don Dewer, Illustrate president. During previews, prizes will be offered to children writing in best review of picture. . . .

Production . . .

Educator Films, Hollywood, producing 13 half-hour educational TV films, Primitive Adventure, one in group of three completed, filmed in Guatemala, deals with Lacandones, nearly extinct descendants of the Mayan. Motion picture includes new Israeli Army Spanish government as it today.

A 40-minute color film of 26th Los Angeles Open Golf Tournament is available from Educator at no charge. . . .

New series of five-minute films titled The Handyman, starring Norman Brokenshire, to be produced by Princeton (N. J.) Film Center and David Lown Productions, New York. Series will be offered for local syndication beginning April 16. . . .

Marathon TV Newsreel, New York, announces completion of new film titled The Power to Fly, which will be released to TV and newsreel theatres. Konstantin Kalser, Marathon executive editor, also reports company is working on continuous newsreel titled Helicopters in the News. . . .

Sidney R. Ross Productions Inc., Beverly Hills, plans 39 half-hour western TV film series in color. Tom Keene, former western film star, will be featured in untitled series with studio and Yackineill vaudeville team. William Morris Agency, Beverly Hills, is program packager. . . .

Hour Glass Productions, Hollywood, headquartered at 6525 Sunset Blvd., newly formed with Wanda Tuchock, film writer, as writer-producer, and George de Normand, film actor, as director. First 13 quarter-hour color TV film series, Men of Tomorrow, already completed, deals with today's American youth and its activities. . . .


Film People . . .

Denual E. Tomkins, director of radio and TV program procurement, Campbell-Ewald Co., New York, since 1949, has resigned to open his own consulting service. . . .

### TV Films and Features

**Specialty Television Films. Inc.**

1501 BROADWAY
NEW YORK CITY
LONGACRE 4-5592
JULES B. WEILL, PRES.

- **New TV Firsts...** Hollywood features with well known stars are now available, CAGED FURY, FEAR IN THE NIGHT, SHAGGY, TAKE IT BIG, SWAMP FIRE, TORNADO, WRECKING CREW, WILDCAT; FOLLOW THAT WOMAN. Other available features are MAN IN BLACK, ROOM TO LET, WHAT THE BUTLER SAW, CONGORILLA, BORNEO, BABAONA, MARRIED ADVENTURE.

---

**Screen Gems, Inc.**

729 SEVENTH AVENUE
NEW YORK 19, N. Y.
CIRCLE 5-5044
Write *Wire* *Telephone* For Audition Prints

- **World's Greatest Music:** A series of 13 symphonic films with a fidelity of sound track that is amazingly realistic. Features the best-known compositions of TSCHAIKOWSKY • BEETHOVEN • SCHUBERT • WAGNER • MENDELSSOHN • GRIG. See and hear these masterpieces filmed with rhythmic beauty. Priced to suit every TV station's film budget.

---

**Explorers Pictures Corp.**

1501 BROADWAY
NEW YORK CITY
LONGACRE 4-5592
JULES B. WEILL, PRES.

- **For Your TV Viewers**
  - *Thrills*
  - *Excitement*
  - *Adventure*

  In 26 new jungle films, "The Big Game Hunt" top rated and sponsored in all markets now playing.

---

**Telecast Films, Inc.**

112 W. 48th Street
New York 36, New York
Judson 6-3460

- **A Series of 25 Mystery and Crime Detection Features**, starring such names as Dean Jagger in "Revolt of the Zombies," Gleiser Rogers in "Shriek in the Night," Melvyn Douglas in "Vampire Bat" plus other titles with Lyle Talbot, Donald Cook, Ralph Graves, Paul Lukas & Dorothy stone.

---

**Post Pictures Corp.**

115 W. 45TH STREET
NEW YORK 19, N. Y.
LUXEMBOURG 2-4870

- **So This is Washington** is one of the funniest pictures to date in our success-tested series of 6 Big Lum 'N' Abner features. With audience appeal established by 17 years on radio, these "hot-som-down" comedy partners offer side-splitting entertainment for the entire family. Lum 'N' Abner find themselves the park-bench advisers of the nation's big-wigs in 71 minutes of laughs that never let up.

---

For more information please write direct to the distributors.
VOA CRITICIZED

This Time by Jennner

CHARGE that the State Dept. spends “nearly every dollar” to foment “thought control over Americans” through the Voice of America and other information activities was unseated by a Republican Senator March 8.

Sen. William E. Jenner (R-Ind.), in a statement issued in Washington, said that the Voice pays out large sums of money to radio networks, movie producers and freelance writers to expound the State Dept. view.

State Dept. information officers categorically denied the accusations, which were reminiscent of similar charges made last year on Capitol Hill. At that time the department was flayed for hiring network radio commentators for information programs overseas.

Sen. Jenner questioned whether “American publishers, editors, radio broadcasters, telegraph and cable companies who get large checks from the Voice are going to criticize or tell the American people the critical remarks members of Congress say about the Voice.”

Lincoln White, State Dept. press officer, countered that this has never been “any secret” and that in trying to apprise other countries of American opinion “we pay them for those services.”

The GOP Senator is a member of the Senate Judiciary and Rules & Administration Committees. Budget requests for the VOA and other U. S. overseas information activities are currently pending before the Senate and House Appropriations Committees.

‘INSIDE OUR SCHOOLS’ IN N.Y.

WNBC, WNBT (TV) to Air ‘Life’ Educational Series

Both radio and television are being used to show New Yorkers the facts of public education. WNBC and WNBT (TV) New York, in cooperation with Life magazine, are conducting a series, Inside Our Schools, which began yesterday (Sunday).

During the coming four weeks, 70 different shows are to be aired, both on radio and television programs ranging from 15 minutes to three hours in length, Ted Sott, general manager of WNBC-WNBT, explained.

The series will incorporate programs designed to explain the theories and techniques of education from a general point of view as well as broadcasts to emphasize the particular aspects of the New York educational system. Specialists in various fields will be guest speakers.

Potential programs include three three-hour broadcasts conducted by City Council President Rudolph Halley to ferret out problems of New York education, with points ranging from the production of narcotics by school children to selecting sites for school buildings.

Television cameras have been invited into classrooms to follow typical radio and television, elementary grades and high schools, to telecast a meeting of the board of education, to report on what the children themselves think of their schooling, to show art classes and music studies, to attend parent-teacher meetings, to investigate how teachers are selected, to interview instructors, to watch night classes and adult education, to look at parochial schools and even to participate in school lunchrooms.

Use of radio and TV to educate children will be the subject of one program. Other characteristic New York experiments to be reported on are: Election of a parent committee to help operate a Bronx school; “class mothers,” who as parents participate in daily school classes; how a non-English-speaking girl gets adjusted and is absorbed into the school system; student drills for atomic attack; vocational programs for professional children of the theatre; visits to the S.S. John W. Brown where students are training for maritime occupations; vocational study of printing and garment-making and a kindergarten school in Flushing for city children.

Series extends the education study instituted by Life magazine last summer and already conducted on local stations in cities such as Louisville and St. Louis. Plans call for offering Inside Our Schools, with March of Time personnel to supervise local production on both radio and television, to most major markets.

PETERTON NOMINATION

Is Delayed in Senate

CONFIRMATION of the nomination of Ivar H. Peterson, former NAB attorney, as a member of the National Labor Relations Board was withheld by the Senate last week for a Senate Labor Committee consideration by the Labor and Public Welfare Committee.

The nomination hit a snag in the upper chamber and was passed over on objection from Sen. Herman Welker (R-Ia.) and in spite of floor support from Sen. Wayne Morse (R-Ore.), for whom Mr. Peterson has been executive assistant.

The Senate Labor Committee had unanimously approved Mr. Peterson without hearing, despite objection in a letter filed with the committee by Robert Denham, former NLRB general counsel, and with Sen. Morse’s office. The Senate will consider the nomination on the next call of the executive chamber.

Mr. Peterson was assistant general counsel of NLRB until January 1946, when he joined NAB’s Employee-Employer Relations Dept. as assistant director. He later transferred to the association’s Legal Dept. as an attorney. He resigned in the fall of 1948.

LIQUOR ADV. IN CANADA

May Seek Lift of Ont. Ban

POSSIBILITY of allowing direct liquor and beer advertising in Ontario was intimated by Premier Leslie Frost of Ontario when meeting a delegation of the Ontario Temperance Union, at the Ontario Parliament Bldgs., Toronto.

Ontario now forbids brand name advertising of liquor, beer and wine and only allows “public interest” advertising of an institutional nature. Neighboring provinces and neighboring states south of the international border allow radio advertising of liquor, and as a result “at present we have no control over such advertising,” the premier told the delegation.

“I am inclined to think it might be better to allow direct liquor advertising in Ontario, where we should be able to keep it under strict control,” he stated. At present publications printed in Toronto are distributed from Montreal to avoid the Ontario liquor licensing regulations. Similarly such advertising is heard by Ontario listeners from Quebec and U. S. stations, the advertising originating in Ontario.

FLETCHER FIRM

Uncle Joins Nephew

LT. COL. ARTHUR L. FLETCHER, active in labor relations and wage-hour activities, last week became associated in law practice with his nephew, Frank U. Fletcher, Washington radio attorney and former NAB vice-president. Offices are in the Munsey Bldg., Washington, and in Raleigh, N. C.

Lt. Col. Fletcher is chairman of the State Advisory Council on North Carolina Employment Security Commission, and is a member of the Small Business Committee. Before the war he was assistant adjudication officer, U. S. Dept. of Labor. During the war he was a member of the Presidential Appeal Board, Selecten Technical Services System. In World War I he was a captain in the Field Artillery. He is a graduate of Wake Forest College and U. of North Carolina.

In the new law office, Lt. Col. Fletcher will specialize in labor law and labor relations problems. His army status is lieutenant colonel, retired.

World Affairs Meet

SIXTH annual World Affairs Institute, sponsored by Crocey Broadcasting Corp. in cooperation with the Cincinnati Rotary Club and the Cincinnati World Affairs Council, was held March 7-8 in Cincinnati. It was attended by 600 high school students from the Ohio-Indiana-Kentucky-West Virginia area as well as by 400 adults. Internationally known news correspondents and congressmen were guest speakers. John Duncan Miller, chief American correspondent for the London Times, was principal speaker. His address was broadcast over WVL Cincinnati. A student panel recorded their discussion for Voice of America and for broadcast on WVL. North Atlantic Treaty Organization was main topic.

WHBI 30th Anniversary

WHBI Newark, N. J., on March 11 celebrated its 30th year of continuous broadcasting. Station began as WBS, later known as WADD, but has used call of WHBI for the past 20 years. Now owned and operated by the May Radio Broadcast Corp., WHBI is known as "The Gospel Station of the NAB Board" and of its policy of devoting 17 of its 18 hours of broadcasting to religious programming.
Film Report

(Continued from page 96)

as vice president in charge of production.

Norman Winters, editor, Hollywood Life magazine, to Jerry Courney Productions, Beverly Hills, as director of advertising and promotion.

Dorothy De Mayo, head of TV department, Lippert Pictures, Inc., Hollywood, to United Producers Studio, Beverly Hills, as studio manager.


Barney Sarecky, TV and feature film producer, to Revere Productions, Hollywood, subsidiary MCA, in similar capacity.


Abby Berlin signed by Roland Reed Productions, Culver City, to direct "Rocky Jones, Space Ranger," half-hour TV film series.


Phidian TV Productions, Hollywood, signs Raoul Kraushaar as musical director for half-hour TV film series based on Ernest Haycox stories.

Teddy Hart, vaudeville actor, head-quartered at Hal Roach Studios, Culver City, to produce and star in half-hour TV film series, "Knights of Sanitation.*


Richard Irving, TV film director for Revere Productions, Hollywood subsidiary MCA, also named story editor.

Arnold Marquis, president Arnold Marquis Productions, Hollywood, to write-produce-direct radio program commemorating Boys and Girls Week, April 26. For six consecutive years, Mr. Marquis has handled nationwide program.

PROTECT YOURSELF, your STAFF, your CLIENTS from the daily hazard of

LIBEL, SLANDER, INFRINGEMENT OF COPYRIGHT, INVASION OF PRIVACY

Arriving from Editorializing, Speeches, Newscasts, Ad Pubs, Financial Comment, Mystery Stories, Goodyear Announcements, Man-on-the-street interviews.

Hundreds of Broadcasters and Newspapers guard this continuous hazard with our special, tailored-to-their-need insurance.

USE CAUTION—LADY LUCK IS A DESERTER!
IT COSTS SO LITTLE TO BE SURE WITH INSURANCE:

For details, write to the Pioneer in this line.

EMPLOYERS REINSURANCE CORPORATION
Insurance Exchange Bldg. — Kansas City, Mo.
WEISS COMMENDED
Following NPA Resignation
REIGNITION of Lewis Allen Weiss, former network executive, as assistant administrator for the Office of Civilian Requirements was announced "with sincere regret" March 7 by Henry H. Fowler, administrator of National Production Authority [B&T, March 8].

Mr. Fowler praised the former board chairman of Don Lee "for the fine job you have performed in directing NPA's efforts to assure the flow of goods and services essential to the civilian economy during this national emergency." Mr. Weiss had been with NPA without compensation since Jan. 15, 1951.

The appointment of Walter J. Curry, deputy assistant in OCR, to succeed Mr. Weiss effective April 1 was expected momentarily. Mr. Curry formerly was representative of Aroco Mfg. Corp. and Standard Brands Ltd. in Europe.

Mr. Weiss will take an extended vacation in Europe before returning to the Hughes Aircraft Co., Culver City, Calif., where he is assistant administrator. He is expected to sail for Naples around April 22 and return late in July.

A veteran of the radio industry for over 25 years, Mr. Weiss was CBS board chairman from 1947 to 1949 and board member when he retired in November 1950. He also was president and director of the Pacific Northwest Broadcasting System, Don Lee Broadcasting System and California Broadcasters Inc. from 1943 to 1950. He also as a past director of the Television Broadcasters Assn.

PROCUREMENT POLICY
Centralized in Munitions Board
The greater civil authority for determining basic procurement policies of the armed services—for the procurement of electronics and other vital equipment—will be centralized hereafter in the Munitions Board, it was revealed last week.

Board Chairman John Small revealed the move on the basis of notification from Secretary of Defense Robert Lovett. While it has not been generally known, procurement policy hereafter has rested unequally in the hands of one committee—the Armed Services Procurement Regulations Conference, comprising members of all military branches. Representatives report to members of the Munitions Board.

Chairman Small told a House Executive Expenditures subcommittee that over 75% of procurement dollars are assigned to single or joint service programs and the remaining items, "with the exception of electronics, still relatively small in dollar value."

Communications Essay
DR. ARNO HUTH of the New School for Social Research, New York, has written a booklet entitled "Communications and Economic Development" for the Carnegie Endowment for International Peace, 405 W. 117th St., New York 27. In his essay, Dr. Huth pays high tribute to radio, which he describes as the "most powerful and most important medium of mass communication."

MORE TAX WRITE-OFFS
Granted Electronic Firms
INVESTMENTS totaling over $1 million for electronic manufacturers are included in a list of companies granted rapid tax write-offs by the Defense Production Administration for the period Feb. 4-16. Over 20 electronic applications were approved for expanded or new plant facilities estimated at $1,265,511.


These approvals are in addition to those granted for electronic firms for aircraft and related equipment. Total of $386,972,000 in investments was estimated for some 630 applications approved by DPA.

The electronic segment of the industry was capitalized at $1.26 billion in 1951, with about $250 million in new investment. The fastest growing segment of the industry was the broadcast equipment, with sales increasing at an annual rate of 18% over the last five years. By 1953, the industry was estimated to have a total of $1.5 billion in capital, with about $500 million in new investment.

EQUIPMENT STATUS
NPA Is Given Report
APPROXIMATELY 70 types of radio receiving tubes are in short supply and certain test equipment using nickel, cobalt and tungsten are acutely scarce, according to a survey prepared by the National Electrical Distributors Assn.

The results were revealed last Monday by the Electronic Parts and Components Distributors Industry Advisory Committee at a meeting with the National Production Authority. The group reported that some components manufacturers are giving more prompt deliveries on unrated defense orders. Rated goods delay delivery as much as 30 days, the committee said.

A majority of the committee, according to NPA, recommended that electronic tubes, component parts and accessories be excluded from rating lists to save paper work on the part of manufacturers. Ease of the general supply situation generally was attributed to decreased demands for television receivers.

In shortest supply, the unit reported, are test equipment, relays, connectors, panel instruments and other products using scarce materials. Flow of parts for repairmen and others using MRO (maintenance, repair and operating) supplies has proved satisfactory, the group reported.

Radio Industries Ruling
RADIO INDUSTRIES Inc., Chicago, Ill., manufacturer of radio TV parts, was ordered by the National Labor Relations Board last week to cease supporting its employees committee and discouraging membership in Local 1031 of the International Brotherhood of Electrical Workers (APL). In an intermediate report and recommend ordered handed down by Trial Examiner Lloyd Buchanan, it also was proposed that the firm reinstate one employee and make pay restitution to others. Radio Industries was absolved of engaging in "unfair labor practices" by discharging 14 other employees.

You're MISSING something
if you don't see the
COLLINS RADIO COMPANY
announcement ad in
Broadcasting-Telecasting March 24
SHOW whipped together with less than an hour's notice is enjoying wide success according to WICU (TV) Erie, Pa. Breakfast With the Staffers, aired 16 minutes daily since its inception a month ago, features Jim Caselle, Earl Welde, two coffee cups and an occasional guest. The 200 letters commented favorably on the show the first 24 hours, considered good enough reason to continue it as a regular program.

MARKET FACTS
REFERENCE folder containing facts about rich growing market in coverage area of KCMA-AM-FM Texarkana, Tex., and Ark., KRFC Hot Springs and KAMD Camden, both Ark., has been sent to station representatives and advertisers. In map fashion, tear sheets illustrate what area holds in ready sales and as a potential market. Rate card and program presentation form also are enclosed in the folder.

ECONOMY STRESSED
GOOD food buys are being aired weekly as a public service feature by Bernice Hulin on What's on Channel KSTP, St. Paul's women's program. Miss Hulin, in cooperation with the Office of Price Stabilization, prepares a "menu of the week" aimed at economy and nutritional value in meal planning. Menu lists costs of each food item and cost of the entire meal plan. Copies are mailed on request.

SUCCESS STORY
NINE-PAGE booklet, "The Story of the Fabulous KTLA," is being distributed to advertisers by that Los Angeles TV station. Copy calls attention to the business rea- sons for the station's success and emphasizes local live talent programs.

GUESTS APPEAR
LOCAL and visiting personalities in the Miami area will provide format for a new Monday program from midnight to 2 a.m. on WTVJ (TV) Miami. Interviews will be held on Clover Club Date originating from a downtown lounge of the same name. Art Green, radio-TV personality, is m.c.

NEW WHODUNIT
PROGRAM built around complete mystery story each evening with full clues and conviction of the criminal was premiered last week on WIP Philadelphia. Calls are made to armchair detectives at show's end. If listener can give exact clues, sponsor, Sealy Mattress Co., Phila., awards him $25. Failure to answer correctly adds $5 to the fund.

DRUG CAMPAIGN
THREE thousand drug stores in Ohio, Kentucky, Indiana and West Virginia are participating in a merchandising drive sponsored by WLW and WLWT (TV) Cincinnati, WLWD (TV) Dayton and WLWC (TV) Columbus, all Ohio stations of Crosley Broadcasting Corp. Featured in the drive are 42 WLW-advertised products. Stores have been supplied with kits containing banners, price markers and window posters pertaining to the campaign.

MONEY TALKS
STAFF members of WORC Worcester, Mass., make the rounds of city restaurants and night spots each evening passing out nickels as a goodwill to customers. Card suggests recipient use the coin to select his favorite on the juke box and during the day to tune in the station to hear favorite music. Card is signed by Dick Smith, WORC's early morning personality.

BEHIND MOVIE SCENES
NEWS analyst Edward R. Murrow of CBS-TV's See It Now has taken a camera crew to Hollywood to record the history of a motion picture scene from its conception till the time it is actually filmed. Example scene will be one from Sam Goldwin's film, Hans Christian Andersen" and will be seen on Mr. Murrow's TV show at an unannounced date.

CONTRIBUTION GIMMICK
LACK of Sunday elevator service in the building where WORL Boston is located resulted in unexpected donations for the Heart Fund and a free lunch for Alan Dary, disc jockey, and his engineer, Mr. Dan. A week afterwards, Mr. Daniel, who couldn't get to lunch, announced he would lower a bucket from seventh floor window in mid-afternoon and any donations in the way of food or contributions would be greatly appreciated. Response caused a minor traffic jam when a crowd arrived at the designated time to comply with Mr. Dary's request.

QUESTIONS ANSWERED
COMMUNITY and school ties are being strengthened in Cincinnati with UC in the Home on KRCO-TV, an informal weekly presentation featuring instructors from the U. of Cincinnati. Questions from teachers are answered by Richard H. Durrell, department of geology and geography, who plays host to program guests from the faculty.

HISTORIC SERIES
PRIDE in its community's heritage is indicated by WBRY Waterbury, Conn., in a series of programs dramatizing the history of the city. Research and writing of the series, planned for presentation a half hour weekly for six weeks, was done by Bob Noah, Bob Holzer and Walter Howard, all staff members. Series is titled Place Without Trees, which is the translation for Mattatuck, the city's original name.

WELCOME MAT
AVERAGE of 50 Tulsa newsmovers are greeted each week by personal letters from KTUL Tulsa's vice president-general manager, John Esau, and Program Director Karl Jansen, welcoming them to Tulsa and inviting them to enjoy the best in radio over KTUL. Letters are accompanied by printed promotional program schedule. Follow-up comes a week later with another letter from the KTUL promotion department containing a small pack of emory boards suggesting newspapermen "file" this thought: "Wherever You Go There's Radio—and in Tulsa, It's KTUL!".

REAL THING
SECOND semester internship in radio news know-how has begun at KQOO Spokane for college journalism students in three colleges in the Spokane area. Actual news editing experience under staff supervision is given with a student being assigned one edition of an entire semester. Hours when the student is to be in the studio are fitted to his college schedule.

WOMEN'S PROGRAMS
CHILDREN under 12 are invited to participate in Kiddies Jubilee Auction, new promotional program heard on KVOO Tulsa, Okla., for Hawk's Home Town ice cream and dairy products. Children bid for gifts auctioned in a local theatre with "Hawk Dollars" which may be obtained by turning in Hawk's ice cream cartons or milk bottle tops to the dairy plant.

THREE WAY PROMOTION
FOOD FAIR Supermarkets, Washington, D. C., and Mark Evans, WTOP - AM - FM - TV personality, team up for a grocery promotion program scheduled for 12 days commencing March 24. Twelve chain stores will feature "Mark Evans Week" in cross promotion in store displays, newspaper ads and radio-TV spots. Twenty Evans-sponsored local and national products are participating in three-way promotion.

TURNS TABLES
HOME Economist Sybil Johnson, seen daily on WKY-TV Oklahoma City's Cook's Book, turned tables on members of Farm Women's Club Council, Oklahoma City, and appeared at their cooking school as hostess instead of guest. Miss John- son, invited to conduct the school, asked the 100 women to join her on the morning show instead. Presentation enabled women all over the state to attend the school via their TV receivers.

What a Buy!

ABC PROGRAMS
For "Minutes" & Chain Breaks
in
YOUNGSTOWN, 0. 5000

WATTS
Serving America's 34th Market

WFMJ
REPRESENTATIVES
Headley-Reed Co.

March 17, 1952 • Page 101
March 7 Applications . . .
ACCEPTED FOR FILING
License Renewal
Following stations request renewal of license:

APPLICATION DISMISSED
WXW, Jackson, Miss.—DISMISSED application to change frequency from 1560 kc to 1300 kc, increase power from 250 w to 5 w, D -k, w, change transmittion, etc.

Trans-Pecos Bestg. Co., Fort Stockton, Tex.—DISMISSED application for CP to 1100 kc, 800 w, 250 w, D.

New Frontier Bestg. Co., Seminole, Okla.—Application for renewal of old AM station on 1050 kc, 250 w.

APPLICATION RETURNED
Key Bestg. System Inc., Bayshore Beach, Key West, Fla.—RETURNED CP, for new station on 1380 kc, 200 w, D.

March 10 Applications . . .
ACCEPTED FOR FILING
AM—1580 kc
WXW, Sarasota, Fla.—CP to change frequency from 1550 kc to 1580 kc, with change in location.

KXKX, Kansas City, Mo.—CP to replace CP which authorized changes in FM station.

FCC actions
MARCH 7 THROUGH MARCH 13
CP-construction permit
DA-directional antenna
ERP—effective radiated power
STL-studio-transmitter link
sync. amp.—synchronous amplifier
STA—special temporary authorization
ant-antenna
cond.—conditional
D-day
LS—local sunset
N—night
mod.—modulation
radio
unl.—unlimited hours

Grants authorizing new stations, changes in facilities, and transfers appear at the end of this department, accompanied by a roundup of new station and transfer applications.

Send applications to the Bureau.

March 11 Decisions . . .
BY FCC BROADCAST BUREAU
Raised STA
WCU(TV), Erie, Pa.—Raised STA to operate on commercial basis in accordance with current CP, except vis. trans., output power authorized and cur. of 250 w for period ending no later than April 26.

Granted Licenses
WKE Asheville, N.C.—Granted license to do business as WKE.

FOR FIRST TIME TAPE RECORDING
KXLL
Missoula, Mont.

Uses Magnecord

شهيرة ميغيل


Page 102 • March 17, 1952

BROADCASTING • Telecasting

COMMERCIAL RADIO MONITORING COMPANY
PRECISE FREQUENCY METER
Engineer on duty all night every night
JACKSON 9302
P. O. Box 7037
Kansas City, Mo.

VACANCY
YOUR FIRM’S NAME in this “vacancy” may be visible to the association owners and managers, chief engineers and technicians—appliers hereafter.

S A LES SALES & ERECTING CO.

4100 N. E. Columbus Blvd.
Portland 11, Oregon
CONSULTING RADIO & TELEVISION ENGINEERS

JANSKY & BAILEY
Executive Offices
National Press Building
Offices and Laboratories
1339 Wisconsin Ave., N. W.
Washington, D. C. 20005
Member AFCCE*

JAMES C. MCNARY
Consulting Engineer
National Press Bldg., Wash., D. C.
Telephone District 1205
Member AFCCE*

A. D. RING & CO.
26 Years' Experience in Radio Engineering
MUNSEY BUILDING
WASHINGTON 4, D. C.
Member AFCCE*

Everett L. Dillard, Gen. Mgr.
INTERNATIONAL BLDG. DL 1319
WASHINGTON, D. C.
P. O. BOX 7037 JACKSON 5302
KANSAS CITY, MO.

THE EXECUTIVE OFFICES
1519 Connecticut Avenue, W. N. W.
WASHINGTON, D. C.
Member AFCCE*

McINTOSH & INGLIS
1216 WYATT BLDG.
WASHINGTON, D. C.
Metropolitan 6677
Member AFCCE*

RUSSELL P. MAY
1422 S. W., N. W.
Kellogg Bldg., Wash., D. C.
Republic 3984
Member AFCCE*

Craven, Lohnes & Culver
MUNSEY BUILDING DISTRICT 8215
WASHINGTON 4, D. C.
Member AFCCE*

E. C. PAGE
CONSULTING RADIO ENGINEERS
BOND BLDG. EXECUTIVE 5470
WASHINGTON 5, D. C.
Member AFCCE*

McLINTOCH & INSUL
1216 WYATT BLDG.
Washington, D. C.
Metropolitan 6677
Member AFCCE*

KEAR & KENNEDY
1302 18TH ST., N. W.
HUDSON 9000
WASHINGTON 6, D. C.
Member AFCCE*

Walter F. KEAN
AM-TV BROADCAST ALLOCATION, FCC & FIELD ENGINEERING
1 Riverside Road—Riverside 2-7153
Riverside, Ill.
(A Chicago suburb)

GRANT R. WRATHALL
Aptos, California
Appointments arranged for
San Francisco Seattle Salt Lake City
Los Angeles Portland Phoenix
Box 260 APTOS—3252
Member AFCCE*

GUY C. HUTCHESON
P. O. Box 22 AR 4-8721
1100 W. Abram
ARLINGTON, TEX.

GEORGE C. DAVIS
501-514 Munsey Bldg.—Sterling 0111
Washington 4, D. C.
Member AFCCE*

WELDON & CARR
CONSULTING RADIO ENGINEERS
1052 Warner Bldg.
Washington 4, D. C.
National 7757

Gautney & Ray
CONSULTING RADIO ENGINEERS
1052 Warner Bldg.
Washington 4, D. C.
National 7757

A. EARL CULLUM, JR.
CONSULTING RADIO ENGINEERS
HIGHLAND PARK VILLAGE
DALLAS 5, TEXAS
JUSTIN 6108

ROBERT M. SILLIMAN
1011 New Hampshire Ave., N. W.
Republic 6446
Washington 7, D. C.

William E. Benns, JR.
Consulting Radio Engineer
3738 Kawana St., N.W., Wash., D. C.
Phone Ordway 8071
Box 2468 Birmingham, Ala.
Phone 8-7924

CRaven, Lohnes & Culver
MUNSEY BUILDING DISTRICT 8215
WASHINGTON 4, D. C.
Member AFCCE*

William L. FOSS, Inc.
Formerly Colton & Foess, Inc.
917 15th St., N. W.
Republic 3883
WASHINGTON, D. C.

E. C. PAGE
CONSULTING RADIO ENGINEERS
BOND BLDG.
Executive Offices
BONN BLDG. EXECUTIVE
WILLIAM L. FOSS, Inc.
Formerly Colton & Foess, Inc.
917 15th St., N. W.
Republic 3883
WASHINGTON, D. C.

Lynne C. Smeby
"Registered Professional Engineer"
1311 O St., N. W.
EX. 8073
Washington 5, D. C.

Robert L. Hammett
CONSULTING RADIO ENGINEER
250 BANKERS INVESTMENT BLDG.
SAN FRANCISCO 3, CALIFORNIA
SUTTER 1-7545

John B. Heffelfinger
815 E. 83rd St.
Hilton 7010
KANSAS CITY, MISSOURI

ROBERT L. HAMMETT
CONSULTING RADIO ENGINEER
250 BANKERS INVESTMENT BLDG.
SAN FRANCISCO 3, CALIFORNIA
SUTTER 1-7545

GUY C. HUTCHESON
P. O. Box 22
1100 W. Abram
ARLINGTON, TEX.

GRANT R. WRATHALL
Aptos, California
Appointments arranged for
San Francisco Seattle Salt Lake City
Los Angeles Portland Phoenix
Box 260 APTOS—3252
Member AFCCE*

A. EARL CULLUM, JR.
CONSULTING RADIO ENGINEERS
HIGHLAND PARK VILLAGE
DALLAS 5, TEXAS
JUSTIN 6108

ROBERT L. HAMMETT
CONSULTING RADIO ENGINEER
250 BANKERS INVESTMENT BLDG.
SAN FRANCISCO 3, CALIFORNIA
SUTTER 1-7545

George C. Davis
501-514 Munsey Bldg.—Sterling 0111
Washington 4, D. C.
Member AFCCE*

Gautney & Ray
CONSULTING RADIO ENGINEERS
1052 Warner Bldg.
Washington 4, D. C.
National 7757

William E. Benns, JR.
CONSULTING RADIO ENGINEER
3738 Kawana St., N.W., Wash., D. C.
Phone Ordway 8071
Box 2468 Birmingham, Ala.
Phone 8-7924

WELDON & CARR
CONSULTING RADIO ENGINEERS
1052 Warner Bldg.
Washington 4, D. C.
National 7757

March 11 Applications . . .
ACCEPTED FOR FILING
TV—Ch. 4
Lufkin Amusement Co., Beaumont, Tex.—AMENDED application for new TV station to change from Ch. 10 (182-188 mg.), with ERP 248 kw, 14.2 kw.

BROADCASTING • Teletcasting

A to file proposed findings of fact and conclusions of law re application of WJYA South Bend, Ind., for renewal of license and for transfer of control. By Hearing Examiner Panney N. Litvin
Chief, FCC Brev. Bureau.—Granted petition for extension of time from March 10 to March 12 within which to file proposed findings of fact and conclusions in proceedings re applications of WOTD Toledo, Ohio.

March 11 Applications . . .
ACCEPTED FOR FILING
TV—Ch. 4
Lufkin Amusement Co., Beaumont, Tex.—AMENDED application for new TV station to change from Ch. 10 (182-188 mg.), with ERP 248 kw, 14.2 kw.

BROADCASTING • Teletcasting

A to file proposed findings of fact and conclusions of law re application of WJYA South Bend, Ind., for renewal of license and for transfer of control. By Hearing Examiner Panney N. Litvin
Chief, FCC Brev. Bureau.—Granted petition for extension of time from March 10 to March 12 within which to file proposed findings of fact and conclusions in proceedings re applications of WOTD Toledo, Ohio.

March 11 Applications . . .
ACCEPTED FOR FILING
TV—Ch. 4
Lufkin Amusement Co., Beaumont, Tex.—AMENDED application for new TV station to change from Ch. 10 (182-188 mg.), with ERP 248 kw, 14.2 kw.

BROADCASTING • Teletcasting

A to file proposed findings of fact and conclusions of law re application of WJYA South Bend, Ind., for renewal of license and for transfer of control. By Hearing Examiner Panney N. Litvin
Chief, FCC Brev. Bureau.—Granted petition for extension of time from March 10 to March 12 within which to file proposed findings of fact and conclusions in proceedings re applications of WOTD Toledo, Ohio.

March 11 Applications . . .
ACCEPTED FOR FILING
TV—Ch. 4
Lufkin Amusement Co., Beaumont, Tex.—AMENDED application for new TV station to change from Ch. 10 (182-188 mg.), with ERP 248 kw, 14.2 kw.

BROADCASTING • Teletcasting

A to file proposed findings of fact and conclusions of law re application of WJYA South Bend, Ind., for renewal of license and for transfer of control. By Hearing Examiner Panney N. Litvin
Chief, FCC Brev. Bureau.—Granted petition for extension of time from March 10 to March 12 within which to file proposed findings of fact and conclusions in proceedings re applications of WOTD Toledo, Ohio.
Help Wanted

Managerial


Salesman

Salemian. Excellent opportunity for growth. Should have at least 50 kw into medium western network station. Guarantee during initial. Good all around opportunity. Write Box 51M, BROADCASTING TELECASTING.

Wanted, topflight radio time salesman. Must long establish for sale. Experienced only. Personal interview. WAIM, Anderson, S. C.

Beger service and salesman. Right man will be sales manager in 60 days. Must be of the best possible character. Write Box 67, WMYH, Flint, Michigan.

Be independent with an independent—Salemian. Send full particulars. Man with experience in selling radio time. Write, call WTUX, Wilmington, Delaware.

You can get a running start in a guaranteed market selling for a newspaper-owned and operated station. No experience necessary. Send photograph and full particulars. You will like WUSJ, Lockport, N. Y.

Richy Mountain Region commercial manager for independent station. Very good salary and bonus: wonderful recreational facilities. Must be capable of maintaining local club affiliations. Send full particulars regarding background. Contact Manager, WAQJ, Madison Avenue, New York City 16, New York.

Announcer

Key job for better than average experience announcer with first class ticket. Pleasant small city upper middle income area. High turnover. $75.00 and raises. Send all information. Box 66M, BROADCASTING TELECASTING.

Wanted—Combination announcer-engineer, 750 watt, southeast Ohio—North Central major network station. Box 68M, BROADCASTING TELECASTING.

Wanted, experienced announcer-engineer, 75 kw, coast-to-coast network—South Central to New England. WAMM, Broadcast, Los Angeles.

Wanted—Announcer——traveling announcer, west coast. WUSJ, Lockport, N. Y.

Wanted announcer to fill a West Coast opening. WUSJ, Lockport, N. Y.

Wanted announcer: prominent news and sales station. Call Box 65M, BROADCASTING TELECASTING.

Wanted: First-class announcer. New York position. Good opportunity. Pay according to ability. Box 59M, BROADCASTING TELECASTING.

Wanted: Experienced announcer. Excellent opportunity. Box 58M, BROADCASTING TELECASTING.

Wanted: Good all around announcer. Box 57M, BROADCASTING TELECASTING.

Wanted: Sales manager for city-owned station. BROADCASTING TELECASTING.

Driver. Rush details. Box 56M, BROADCASTING TELECASTING.

Help Wanted (Cont'd)

Regional southern NBC station desires good versatile announcer. Splendid opportunity. Box 55M, BROADCASTING TELECASTING.

Immediate opening for strong night announcer, dependent on ability. Box 54M, BROADCASTING TELECASTING.

Announcer and copywriter wanted for 500 kw station in Minneapolis-St. Paul. All replies confidential. Box 53M, BROADCASTING TELECASTING.

Wanted: Typewriter operator, dependent on ability. Box 52M, BROADCASTING TELECASTING.

Immediate opening for three engineers. Experience desired but not necessary. Box 51M, BROADCASTING TELECASTING.

Help Wanted (Cont'd)

Engineer, general engineer, central pennsylvania network affiliat. Excellent opportunity. Box 50M, BROADCASTING TELECASTING.

Immediate opening for two professional announcers. Box 49M, BROADCASTING TELECASTING.

Wanted—Immediate opportunity for first phone engineer desiring career in Midwest. Chicago, Illinois. Progressively owned and operating medium. Box 48M, BROADCASTING TELECASTING.

Continuity writer. Station in Midwest would like to employ young engineer to experience continuity writer for news program. Prefer woman over thirty from midwest. Send references to WUSJ, Lockport, N. Y.

Chief engineer for New England daytime station. Excellent opportunity and working conditions. State sales desired. Box 57M, BROADCASTING TELECASTING.

First phone operator, no announcing. Experience not required. Starting salary $500 for 40 hours. Medium, 250 watt. Box 56M, BROADCASTING TELECASTING.

Chief engineer to take complete charge of medium five kw directional. Excellent salary. Box 55M, BROADCASTING TELECASTING.

Wanted, operator with first class license, experience necessary, reduced rates. First phone and car. Experience. WUSJ, Lockport, N. Y.

Control operator, first class license. $55 a week to start. Send photo, references to KBIX, Muskegon, Michigan.

Need radio transmitter operator with first class license. Permanent position. KFRO, Longview, Texas.

First class license holder. Good pay, and working conditions. Send KOCV Valley City, North Dakota.

$10,000 watt RCA transmitter engineer needed. Must have extensive experience in maintenance. KRVN, Lexington, Nebraska.


Immediate opening for first phone operator. Good all around opportunity. Western New York City Station. Pay according to ability. WNYG, Lockport, N. Y.

Wanted immediately, licensed engineer-anouncer. WWNS, Statesboro, Georgia.

Production-Programming, Others

Creative, experienced idea man for sales department. Must be able to fill all functions of the job. Good opportunity. Central, Michigan network station. First class license or first class license required. Send all information. Write Box 60M, BROADCASTING TELECASTING.

Radio writer—Researcher for fast growing radio station in New York City. Must be experienced in copying, writing and assembling radio programs. Box 61M, BROADCASTING TELECASTING.

Wanted—Woman for copywriter, traffic, and general office work. Good all around opportunity. Good salary. Write for details. Radio Station WJER, Box 41T, Dover, Ohio.

Help Wanted (Cont'd)


Engineer, first class. Permanent employment where you will enjoy living and working. Good commission. New equipment. Good salary. Write for details. Radio Station WJER, Box 41T, Dover, Ohio.

Wanted: Opening for first class operator at WUSJ, Athens, Michigan. State salary desired.

Engineer experienced with announcing ability. $75.00 weekly to start for right man. Formerly worked for WLST, Passaic, New Jersey. Box 62M, WNYG, Lockport, N. Y.

First class operator: No experience necessary. Salary $450.00 per month. Opportunity to make up to $10,000.00 per year. Transmitter operator per month serving TV and radio stations, permanent, $500 plus four hours. No announcing or remote work. Immediate opening. Contact WKID, St. Marys, Penna.

Wanted—Engineer, first phone, experienced. Box 58M, BROADCASTING TELECASTING.

First class engineer. No experience. Virginia network station. Contact Fred Greenfield, 233 West Broad Street, Richmond, Virginia.

First phone engineer-anouncer wanted immediately by WMOG, Brunswick, Georgia.

Operator with first class license, transmitter only. WNXT, Portsmouth, Ohio.


Have immediate opening for two first class phone operators, experience not necessary. Earnings $500 quarterly. Forty hour week. Overtime. Contact WCON, St. Louis, Missouri. Radio Station WOLS, Florence, S. C.

Engineer, 1st phone, experience unnecessary. First class license. Good pay and working conditions. WPPK, Alexandria, Virginia.

Engineer needed, no experience necessary, immediate opening, WREL, Lexington, Kentucky.

Experienced transmitter engineer who could qualify as chief. Immediate opening. Good pay and working conditions. WHBO, Stamford, Conn.

Immediate opening for first phone operator. Good all around opportunity. Westward New York City station. Pay according to ability. WNYG, Lockport, N. Y.

Wanted immediately, licensed engineer-anouncer. WWNS, Statesboro, Georgia.

Production-Programming, Others

Creative, experienced idea man for sales department. Must be able to fill all functions of the job, central Michigan network station. First class license or first class license required. Send all information. Write Box 60M, BROADCASTING TELECASTING.

Radio writer—Researcher for fast growing radio station in New York City. Must be experienced in copying, writing and assembling radio programs. Box 61M, BROADCASTING TELECASTING.

Wanted—Woman for copywriter, traffic, and general office work. Good all around opportunity. Good salary. Write for details. Radio Station WJER, Box 41T, Dover, Ohio.

Continuity writer—Immediate midwest station, live market, need live wire new ideas. Fine opportunity—announcing—KICK, Junction City, Kansas.
Help Wanted (Cont’d)

Program director, experienced preferable on independent station, male, wife, or married manager, KNWU, New Ulm, Minnesota.

Wanted—Program director for 1000 watt university education station. Prefer man with creative abilities and experience, some network work. Must be man who enjoys working with college students. Some technical knowledge required. Send disc, script and complete information to KUSD, Vermillion, South Dakota.

Wanted, experienced secretary for sta¬
tion. Send references to National Wannama¬
ter, WGTM, Wilson, N. C.

Woman’s director, experienced, take over establishable station. Prefer man for women and children. Independent clear channel station, no spread audience. Write, wire or phone Manager, KHUS, Iowa City, Iowa.

Wanted—Production director for 1000 watt university educational station. Position requires experience in production, supervision of student staff. College degree with midwestern background. Knowledge of all types of music desirable. Send disc, script and complete information to KUSD, Vermillion, South Dakota.

Television

Salesmen

Time salesman for television station in southeast. Old established outlet. TV sales experience required. If you’re a radio or newspaper sales¬man, who thinks you might gen¬erally you can sell TV. Character and references must be established if you are interested in joining our staff. If interested please give complete history of your work and refer¬ences. Every detail is impor¬
tant to us. We want you. If you can help us to expand our service you will want to work with us and become a part of our expanding and growing city. Excellent climate, schools, churches, cultural attrac¬tions. Send references and salary requirements. No calls please. We want your experience by April 1st.

Situations Wanted

Managerial

Jesreal—commercial manager. Must have good job because climate ad¬
senstially affects health of his family. ‘Your recommenda¬tion will be consider¬ed. 15 years’ experience in ad¬
vertising sales. Ten years’ experience in television. Excellent reference. Box 504M, BROADCASTING • TELECASTING.

Jesreal—manager, available. 18 years experience, salary negotiable. Would like position in Michigan. 25, vet¬
der, commercial experience in baseball and football. Available May 1st. Box 503M, BROADCASTING • TELECASTING.

Sportscaster, baseball, football. Box 504M, BROADCASTING • TELECASTING. Single. Box 47M, BROADCASTING • TELECASTING.

Recent SRT graduate desires staff posi¬
tion in New York city. Prefer sports. Box 493M, BROADCASTING • TELECASTING.

Experience, six years all phases an¬
ticipation. Box 481M, BROADCASTING • TELECASTING.

Versatile combination announcer-engineer available for west coast stations, or large eastern station. Know all phases of on-air and techni¬cal. Box 482M, BROADCASTING • TELECASTING.

Gardening, personality, college in¬

terests, food, television, radio broad¬
casting. Have air time on New York station. Can announce, write commercials. Box 504M, BROADCASTING • TELECASTING.

Managerial—experienced baseball (AAA) announcer with broadcast experience after May 22nd, also have good gossip DJ show, location, location. Prefer Oregon, Washington or Cali¬
nia. Box 501M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.

Announcer—experienced disc jockey, all phases of broadcasting. Prefer Oregon, Washington or Cali¬
nia. Box 504M, BROADCASTING • TELECASTING.
Sawyer Lunch

Honors Business Aides

Businessmen who have performed the role of "dollar-a-year men" with government agencies in the current emergency were feted in Washington, D.C., last Wednesday.

Nearly 200 industry executives were honored at a Mayflower Hotel luncheon by Commerce Secretary Charles W. Sawyer and presented with "certificates of service" for contributing their "time, talent and energy" to the mobilization program.

Technically, the designation is "WOC" referring to industry executives who serve "without compensation" as contrasted to the "dollar-a-year man." Many of them have since served their tenure (anywhere from six to 12 months) and returned to private industry.

Among 188 businessmen receiving certificates from either the Defense Production Administration or National Production Authority were these executives:


Occasion for the awards was a luncheon kicking off a two-day meeting of the Commerce Dept.'s Business Advisory Council, comprising top industry leaders who consulted with Secretary Sawyer on mobilization problems.

Among those leaders serving on the council are Ralph Cardiner, president, and Philip D. Reed, vice president, respectively, General Electric Co., and Gwilym A. Price, president, Westinghouse Electric Corp.

Mr. Sawyer lauded "WOC" men and said: "It is all right for copywriters and the desk men to deride the defense program. "The government has been very fortunate in establishing a stockpile of experienced management talent which can draw against the Federal Government in time of great emergency," he declared. BAC recruits executive talent for government posts.

"The willingness of you gentlemen to come to Washington at personal sacrifice . . . to help your country increase its strength is a tribute to the patriotism of American business," Mr. Sawyer asserted.

DPA Administrator Manly Fleischmann and NPA Administrator Henry H. Fowler joined waxed for Chairman Robert W. Stevens in praising the services of the businessmen.

Other industry leaders honored with certificates included:

James B. Stanley, Carl Josc, H. H. Robb, James Williams, General Electric; Luther White, Hill, Carolina Telephone & Telegraph Co.; Glenn L. Sanders, Pacific Telephone & Telegraph Co.; G. B. Bickford, Western Electric Co.; Mr. Milling, Mr. Harrison, Mr. Reed, Mr. Mitchell, Mr. Reed, Mr. Cardiner.

Canadian Script Prize

PRIZE of $100 is being offered by the Canadian Women's Press Club for the best radio script dealing with a reported news event us since July 1, 1951, to any radio script writers living in Canada for a year prior to the date of the broadcast of the news script. This is the club's annual memoria award competition. Entries must be submitted to Mrs. Marjorie McEvney, Canadian Broadcasting Corp., 354 Jarvis St., Toronto by June 30. Judges are Jean Saint-Georges, CBC press and information supervisor at Montreal; Mrs. Marjorie McEvney, CBC, Toronto; and Fred Laight, CKR, Regina.
Docket Actions

**WIKY Evansville, Ind.**—FCC denied application to change from 950 kc, 250 kw, to 1360 kc, 2 kw, fulltime, with DA-2, Decision March 12.

**ORDER**

FCC stayed effectiveness of initial decision which looked toward granting of application to change from 1400 kc, 250 kw, fulltime, to 1410 kc, 250 kw, fulltime, at Freeport, Tex., pending further review of WAFF Balcones Ridge, Ltd., petition which seeks to vacate initial decision, recoil record, and enter final order proceeding, etc. Order March 13.

Non-Docket Actions

**FM GRANT**


**TRANSFER GRANTS**

WINX Rocky Mount, N.C.—Granted voluntary assignment of license and CP from owner to station on terms (1) no change in ownership or control. Granted March 12.

WPLH-AM-FM Huntington, W. Va.—Granted assignment of license to Newlands Broadcasting Co., Inc., Granters J. Newton through purchase of 65 shares common stock of radio corporation, Evans and Ober Evans for $5,000. Mr. Newton will cancel demand note payable to him in the amount of $12,400, together with cancellation of personal obligations. Granted March 11.

WOWN Delaune, Ohio.—Granted assignment of license from D. W. Maurer, 1180 kc, 10 kw, day, estimated construction cost $61,500, first year operating cost $13,000, first year revenue $25,000. Granted license to WIDE Lima. Granted March 12.

WDAF Kansas City, Mo.—Granted consent to application of L. S. Roth, 1450 kc, 10 kw, day, to permit application to change to 1510 kc, 10 kw, day, estimated construction $75,000. Granted license to KKRL. Granted March 12.

WFLK-FM Athens, Ga.—Granted to Coleman & Others, 95.7 kc, 36 kw, antenna height 368 ft. Fulltime, estimated construction cost $229,000, first year operating cost $46,000, first year revenue $80,000. Granted license to WSLV. Granted March 12.

Plainfield Radio Bcstg., Plainfield, Ind.—Granted to Plainfield Radio Bcstg., Inc., for station WYTV TV, to change frequency from 1940 kc, 25 kw, to 1941 kc, 2 kw, estimated construction cost $10,000, first operating year $10,000. Granted license to WYTV. Granted March 12.

KYNC Winslow, Ariz.—Granted CP for change of location from Winslow, Ariz., to Winslow, Ariz., for station WYAX, antenna height 349 ft. Fulltime, estimated construction cost $60,000, first year operating cost $25,000, first year revenue $50,000. Granted license to WYAX. Granted March 12.

WLBW Winslow, Ariz.—Accepted filing of CP for change of ownership. Filing March 12.

**APPLICATIONS RETURNED**

Elaborate Broadcasting Co., Inc.,typeparam—Returned application to change from 1450 kc, 10 kw, to 1450 kc, 10 kw, estimated construction cost $138,000, first year operating cost $27,000, first year revenue $54,000. Applicant corporation is composed of Mr. E. C. Elsner, Mr. P. A. Bell, Mr. B. N. Kennedy, Mr. A. C. Goodrum, Mr. P. A. Bell, and Mr. M. D. Smith. Returned application. Granted March 12.

WABA Long Beach, Calif.—Returned application to change from 1450 kc, 10 kw, to 1450 kc, 10 kw, estimated construction cost $50,000, first year operating cost $10,000, first year revenue $20,000. Applicant is licensee of KSLK. Returned application. Granted March 12.

WABA Long Beach, Calif.—Returned application for renewal of license. Applicant corporation is composed of Mr. D. L. Elkin, Mr. A. C. Goodrum, Mr. P. A. Bell, Mr. M. D. Smith, Mr. E. C. Elsner, Mr. A. C. Goodrum, Mr. P. A. Bell, and Mr. B. N. Kennedy. Returned application. Granted March 12.

WBAQ Fort Worth, Texas.—Returned application to change from 1450 kc, 10 kw, to 1450 kc, 10 kw, estimated construction cost $138,000, first year operating cost $27,000, first year revenue $54,000. Applicant corporation is composed of Mr. E. C. Elsner, Mr. P. A. Bell, Mr. B. N. Kennedy, Mr. A. C. Goodrum, Mr. P. A. Bell, and Mr. M. D. Smith. Returned application. Granted March 12.

FRF roundup

New Grants, Transfers, Changes, Applications

box score

<table>
<thead>
<tr>
<th>AM Stations</th>
<th>Licensed Cps</th>
<th>Apps In</th>
<th>Pending Hearing</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>972</td>
<td>9</td>
<td>10</td>
</tr>
</tbody>
</table>

SUMMARY THROUGH MARCH 13

(Also see Actions of the FCC, page 108)

**ELECTRONIC PARTS**

**ANNUAL Electronics Parts Show**

which starts today (Monday) in Chicago for four days, is expected to attract a registration of 9,000 persons. In addition to elaborate exhibitions by 204 companies, the show will include a series of seminars and conferences on sales, distribution, finance, inventory and priority problems.

When president, Charles A. Hansen, will open the exhibition this morning with a ribbon-cutting ceremony at the Conrad Hilton Hotel. He will also serve as a representative of Mayor Martin H. Kennelly, who has designated the week as Electronics Week in Chicago. The annual banquet will take place this evening.

Jack A. Berman is chairman of the National Parts Council, and will open the various seminars and discussions. Show is sponsored yearly by the Radio-Television Manufacturers Assoc., the National Electrical Manufacturers Assoc., the Assn. of Electronic Parts and Equipment Manufacturers, the West Coast Electronic Manufacturers Assoc., and Radio Parts Managers Club Eastern Division.

Meeting concurrently will be the Radar-Radio Industries of Chicago, the Canadian Radio Parts Managers, the Representatives of Radio Parts Manufacturers and the Audio Engineering Society.

**RADIO-Television-Recording-Advertising Charities, Hollywood, campaign for 1962 raised $30 more in industry funds than Jesus for Jesus operation.** By this to Sidney N. Strout, president, BTRA.

of control from Two Rivers Bcstg, Co., Fort Worth, a fruit and truck farm operator, Charles Whitfield, also fruit grower and truck farm operator, and Wendell Hansen, transmitter-receiver operator, by Bcstrs in stock of Bcstrs. Inc., of the LJis group of companies, all of which are owned by Mr. Hansen, for $147,500 for 95% interest. Filed March 10.

KPDH Grand Forks, N. Dak.—Assigned of station WKMZ, includes to Mr. Harry C. Kaster, to W. Richard Carlson Jr. general manager of the divisions of WCBS, Canaldale, Pa., and Norah B. Carlson, program director of WCDN, to Valentine, Neb., for $150,000. Filed March 10.

WAL Charleston, S. C.—Assignment of license of station WIPJ to South Carolina Broadcasting Co., Inc. to Mr. Walls in lieu of $150,000 of stock of WPAL in Charleston, S. C., for $1 of stock of WIPJ. Assignment of license. Filed March 10.

Recap of 30 days of recent activity follows:

When you want to know about the parts available, you'll find them only at atlas electronic parts. Our experienced sales staff is ready to help you find the exact parts you need. Whether you're looking for resistors, capacitors, transistors, or anything else, our extensive inventory has it. Contact us today to see how we can help you.

**STOLEN LOVE**

On Records: Eddy Howard—Mercury; Guy Lombardo—Decca; Tiny Hill—Mercury; The Larks—Apollo; Three Suns—Victor.

When your BSI “Pin Up” Hit—Published by Parliament

March 17, 1952 • Page 107


Presiding Tuesday afternoon will be William E. Lodge, CBS Television executive vice president. Mr. Lodge will introduce a film, "Lighting for Television." The film was produced by CBS-TV. Afternoon speakers will be: W. H. Docherty, Bell Telephone Labs., "Research in Broad Band Transmission"; Robin Compton, associate of George C. Davis radio and TV consulting engineers, "Direct Construction and Operational Economics of Television Broadcasting"; F. J. Bis, General Electric Co., "A Model Television System"; and W. W. Schick, of Federal Telecommunications Lab., "Planning and Installation of the First Television Station in Argentina."

GUY AS CHAIRMAN


After these features the theme will be "Where do we go from here?" Discussion will be included. Wiping up the FM program will be an address by J. H. Smith Jr., making his first conve-
NBC APPEAL

NBC has emerged victorious in an appeal for materials to enlarge its Hollywood television facilities, it was disclosed last Thursday.

While details were not announced, it was learned that the National Protection Act, which limited the network authorization to complete construction on two new TV studios at Burbank, Calif., was contested.

It was presumed that NBC would state its position as soon as practical in anticipation of completing construction by Oct. 1, and thus be enabled to compete more favorably with CBS Television in talent for Hollywood TV origination with the advent of the fall season.

The application was approved by NPA's Appeals Board, under Judge T. Monford Boyd, to which NBC carried its talent fight with CBS Radio and Television and other networks 10 days ago [B+T, March 10].

Aside from giving approval for commencement of building, the decision also carries with it an assurance of delivery of vital materials for TV equipment and quanties (gaining April 1) and any other steel, copper and aluminum needed to complete the project in the third quarter.

The estimate of completion by Oct. 1 was furnished during the hearing March 6 by R. E. Ward, vice president of Austin Co., Los Angeles. He said the foundation for the studios probably could be laid within days of NPA approval.

NBC Metals Request

NBC had requested 211 tons of steel and 19,979 pounds of copper—six of self-authorizations, if the votes which will be added to the list of completes for NPA approval.

At the time of completion, the two TV studios will give NBC a total of at least four, compared to five for ABC TV and a potential five (three existing and two under construction) for CBS TV.

The two-studio project, valued at $2.7 million, represents a wholesale purchase of materials from an initial blueprint calling for $25 million worth of facilities—a veritable NBC television center.

NBC pointed out that it had scaled down this project to conserve materials, while CBS sought greater quantities of materials and was given NPA approval.

It was generally presumed that NBC was accorded the grant on the basis of "harshness" in the Los Angeles area—a two-fold government movement there and its stated inability to compete with CBS for radio and TV talent with present studios—plus its record in conserving scarce material.

The grant also was seen as a harbinger of new government policy to take manpower problems into consideration when allotting construction materials. Under this policy, radio-TV broadcasters stand to fare better on applications—even commence construction not yet underway.

The board decision was sent out last Thursday to NBC, apparently New York network headquarters, and presumably to the legal firms of Cahill, Gordon, Zachary & Reindel, NBC attorneys. The alacrity with which it was reached, was of itself, significant, since second-quarter construction grants are to be issued this week for the April-June period.

In its appeal, NBC noted that '52-'53 planning for network television was based largely on program originations from Hollywood.

NBC explained it had been negotiating for an outstanding program now on NBC in which one of the key considerations was the Hollywood studio to be used for the program. Unless NBC is able to obtain additional facilities which will be ready in the fall of 1952 it will be against an extremely difficult problem."

Cites CBS 'Advantage'

The network cited its "present inability to deliver adequate Hollywood origination" and claimed that CBS had an advantage whereby "it may be able to persuade talent and sponsors to switch to top-rated NBC television programs to CBS." In that event, NBC explained, this might "completely reverse the competitive situation in the industry and cause NBC to lose its current position of leadership."

NBC presumably referred here to negotiations involving Red Skelton (now on NBC television and CBS Radio) and perhaps such shows as Your Best Your Life, another top-rated NBC Hollywood program. NBC recently signed Phil Harris and Alice Faye to a long-term radio-TV pact, beating out CBS, and slated Mr. Harris to launch his own TV program, probably this fall.

It was presumed that NBC had Mr. Harris TV stint in mind in referring to negotiations involving the need for additional studios.

---

NATPE Money

(Continued from page 28)

an increase in personnel from 176 in 1951 to 191 in 1953 for the Broadcast Bureau. Mr. Coy noted that "we showed a 6%-8% increase in personnel in AM, FM, renewal and transfer hearings" and in all other broadcast activities except applications processing, a decrease of five, or a total decrease of 20.8%.

On TV applications, transcript of the hearings revealed these comments:

Rep. Thomas: "In the 500 or 510 TV applications you expect as soon as you lift the freeze, what part is going to be contested—99%, would you say?"

Mr. Coy: "Ninety percent, probably, would be as good a guess as anybody could make at the moment. It depends . . . ."

In his testimony on need for monies for additional monitoring stations, Mr. Coy reported that a clandestine station was broadcasting from an American ship just off the lower coast of California. He did not say whether it was operating by foreign agents or whether any action had been taken.

When the subcommittee disclosed the testimony last Wednesday, newsmen checked further into the story. The Commission, however, refused to say whether the ship broadcasts were transmissions of espionage reports to foreign centers or whether propaganda was being sent to the U.S.

It was understood the ship was an American-flag vessel, meaning U.S. authorities could take action against it, even though the ship was operating outside of the three-mile limit of territorial waters.

According to news reports, there was a theory that Chinese Communists may have been using the ships to broadcast messages or other propaganda to Chinese living in California and other western states. This was neither confirmed nor denied.

72 Illegal Stations

Mr. Coy told the subcommittee that FCC investigators uncovered 72 illegal radio stations from July 1, 1951, through last January, including those operated by the foreign agents.

Mr. Coy said about 15 of the clandestine stations were traced to "fellows who are trying to beat the bookies at the race tracks by operating radio stations which they carry around with them to get information out of the track to some fellow on the outside so that they can use them either for the bookies or in trying to beat the bookies. We have had to move both ways there. Some tracks have denied access to news reporting services at their tracks."

It was estimated by the FCC that some 12 or 15 stations were operating illegally "not by amateurs but by people who ought to know better and did know better" in the field of television. One Congressmen interposed that possibly they did so because they "probably got tired of waiting" for the freeze lift. Mr. Coy answered: "They probably did."

Charging of fees for Commission broadcast services was not feasible, Mr. Coy said, because (1) there would be no net gain to the Treasury for the amount could be deducted from income taxes of stations as an operating expense, and (2) some broadcasters may feel that since they must pay to become licensees they would be relieved from the necessity of performing in the public interest [B+T, March 10].

ZIV GOAL REACHED

'Communist' Over 400 Mark

FREDERIC W. ZIV Co.'s organizational sales goal—400 stations by March 31—set for its transcribed radio series, I Was a Communist for the FBI, was reached more than two weeks ahead of schedule, John L. Sinn, executive vice president, announced Thursday.

The series was sold in 405 markets as of March 13.

Among new sales recorded by Ziv representatives last week was a 10-market deal with Golden State Dairy Co. of San Francisco, which purchased I Was a Communist for the FBI for broadcasts in Bakersfield, Chico, Fresno, Modesto, Marysville, Sacramento, San Luis Obispo, Stockton, Redding and Santa Barbara, all California.

Wilfred C. West

FUNERAL services, followed by interment in Forest Lawn Memorial Park, Glendale, were held last Tuesday for Wilfred C. West, 65, former newspaper publisher and husband of Mrs. Estelle Binkley West, president of KGSE, San Bernardino, Calif. He died at his Glendale home on March 7. Besides his wife, survivors include a son, Wilfred Jr.
JOINT PROMOTION PANEL
ADDED TO CHICAGO AGENDA

ADDITIONAL panel feature on audience promotion, titled "Tale of Three Cities," added to NARTB convention agenda for March 30-April 2 meeting (early convention stories page 27). Panel will be held at 4 p.m. as part of Tuesday afternoon workshop sessions. According to Robert K. Richards, NARTB public affairs director in charge of convention programming.

Glen Shaw, KXJ Oakland, NARTB director, has accepted chairmanship of panel and will be keynote speaker. Panel will be built around mutual audience promotion campaigns staged in Tulsa, Detroit and Rochester. Taking part will be John Easa, KTUL Tulsa, "The Tulsa Story;" Worth Kramer, WJR Detroit, "The Detroit Story;" Jack Knabb, of Jack Knabb Ad. Co., "The Rochester Story."

W. B. McGrath Named
MEMBER OF NARTB BOARD

WILLIAM B. McGRAFTH, managing director of WRBM Boston, becomes radio member of NARTB Board of Directors representing District 1 (New England). He takes office during NARTB convention week proceedings in Chicago.

Mr. McGrath was only one of 23 broadcasters certified on nominating ballot who received five votes necessary to be included in final election balloting. He succeeds Craig Lawrence as District 1 director. Mr. Lawrence resigned directorship when he left WCOP Boston to become general manager of WCBS-TV New York. While nominations closed at midnight Thursday, NARTB is going through necessary procedure of holding election for only one nominee.

Mr. McGrath has been active in NARTB affairs through committee assignments and participation in meetings.

COM. BARTLEY'S STAFF

ROBERT T. BARTLEY, newest member of FCC, announced personnel of his office Friday. Staff now consists of Farrell McGonigal, formerly confidential assistant to ex-Chairman Wayne Coy; Fausta Marie Puffenger and Grace Miller.

DEALER TV SHIPMENTS DOWN

SHIPMENTS of TV receivers to dealers totaled 371,689 in January compared to 609,603 for same month year ago, according to Radio-Television Mfrs. Assn. December, 1963 shipments were 968,141 sets. Figures cover both members and non-members. Leading state was New York, with 47,450 sets shipped to dealers. Others at top of list were Pennsylvania, 36,256; Ohio, 34,072; California, 30,674; Illinois, 29,386.

DEALER CLINIC

SECOND TV sales clinic for some 1,600 New York and New Jersey dealers and sales personnel scheduled to have been held at New York's Center Theatre Friday night. Special feature was to be company talk by RCA president for Boston, first screening of new film sales message about RCA television, following private viewing of RCA Victor's Exo Pinta TV show with Bruno-New York and Krich-New Jersey as hosts.

JOHN BOESEL, client service executive for A. C. Nielsen Co., appointed to newly created position as assistant to executive vice president, radio-TV sales and service, President A. C. Nielsen, announced last week. With radio-TV division since joining Nielsen company in 1946, Mr. Boesel will report to C. G. Shaw, executive vice president.

DAVID SAVAGE, film dept. manager for WCBS-TV New York, to assume additional duties in charge of film buying for all departments of CBS-TV, it was announced Friday. He will purchase feature films for CBS-TV owned stations, ouletas represented by CBS-TV spot sales, and CBS-TV network.

DON NATHANSON, advertising manager of the Toni Co., Chicago, will discuss television from an advertiser's standpoint at the luncheon Wednesday of the Chicago Television Council.

CHESTER CHEEK named recording department sales manager, WOR New York, to be succeeded as salesman by Richard F. O'Neill.

GEORGE PAMENTAL, media director, Fletcher B. Richards, N. Y., to NBC-TV as spot salesman. James Kelly, BBDO, N. Y., succeeds Mr. Pamental at Fletcher B. Richards.

RICHARD LOUCHRIN resigns as manager of transcription sales department at NBC Chicago to join sales staff of CBS Spot Television, same city.

CARTOONS ON DuMONT

STREAMLINED FAIRY TALES, 15-minute animated cartoons presenting modern versions of children's classics, will be distributed by DuMont network film sales dept., Coordinator Donald A. Stewart said Friday. Produced by Harry S. Goodman productions, films include Three Little Pigs, Jack and the Beanstalk, Sleeping Beauty, etc. and result from DuMont purchase of distribution rights to series of Strap films, originally made as shorts to boost series sales. Network also announced sale of rights of Pinocchio, Pigs, Little, human interest stories narrated by columnist Hy Gardner, to KING Seattle and WDSU New Orleans.

SPOKANE STRIKE ENDS

TECHNICIANS of five Spokane stations back at work after reaching wage agreement. Four-day strike staged at KQH, KGA, KNEW, KREM and KSPO. At first three stations increase of 14¼ cents per hour was granted, with 16 cents at last two. Settlement announced jointly by Richard Axtell, attorney for employers, and W. A. Smith, of Seattle, IBEW representative. Sixth Spokane station, KXXL, signed three-year contract at union terms, calling for 17-cent boost. It was not involved in strike. All struck stations had returned to air after brief silence, with supervisory personnel in charge. Federal conciliator, Louis Ziman, of Spokane, acted as mediator during dispute.

GOLF TOURNAMENT

ANNUAL NARTB convention golf tournament for Broadcasting • Telecasting trophies will be held Sunday, March 30, at Bunker Hill course, in outlying Chicago area. Hues will leave south entrance of Conrad Hilton Hotel at 9 a.m. Trophies will be given for low net, based on blind bogey, and low gross. Nineteen members of party planned for play completed. Golfers may enter tournament by notifying nearest Broadcasting • Telecasting bureau.

PEOPLE...

JOHN BOESEL, client service executive for A. C. Nielsen Co., appointed to newly created position as assistant to executive vice president, radio-TV sales and service, President A. C. Nielsen, announced last week. With radio-TV division since joining Nielsen company in 1946, Mr. Boesel will report to C. G. Shaw, executive vice president.

DAVID SAVAGE, film dept. manager for WCBS-TV New York, to assume additional duties in charge of film buying for all departments of CBS-TV, it was announced Friday. He will purchase feature films for CBS-TV owned stations, outlets represented by CBS-TV spot sales, and CBS-TV network.

DON NATHANSON, advertising manager of the Toni Co., Chicago, will discuss television from an advertiser's standpoint at the luncheon Wednesday of the Chicago Television Council.

CHESTER CHEEK named recording department sales manager, WOR New York, to be succeeded as salesman by Richard F. O'Neill.

GEORGE PAMENTAL, media director, Fletcher B. Richards, N. Y., to NBC-TV as spot salesman. James Kelly, BBDO, N. Y., succeeds Mr. Pamental at Fletcher B. Richards.

RICHARD LOUCHRIN resigns as manager of transcription sales department at NBC Chicago to join sales staff of CBS Spot Television, same city.

CARTOONS ON DuMONT

STREAMLINED FAIRY TALES, 15-minute animated cartoons presenting modern versions of children's classics, will be distributed by DuMont network film sales dept., Coordinator Donald A. Stewart said Friday. Produced by Harry S. Goodman productions, films include Three Little Pigs, Jack and the Beanstalk, Sleeping Beauty, etc. and result from DuMont purchase of distribution rights to series of Pilot films, originally made as shorts to boost series sales. Network also announced sale of rights of Pinocchio, Pigs, Little, human interest stories narrated by columnist Hy Gardner, to KING Seattle and WDSU New Orleans.

SPOKANE STRIKE ENDS

TECHNICIANS of five Spokane stations back at work after reaching wage agreement. Four-day strike staged at KQH, KGA, KNEW, KREM and KSPO. At first three stations increase of 14¼ cents per hour was granted, with 16 cents at last two. Settlement announced jointly by Richard Axtell, attorney for employers, and W. A. Smith, of Seattle, IBEW representative. Sixth Spokane station, KXXL, signed three-year contract at union terms, calling for 17-cent boost. It was not involved in strike. All struck stations had returned to air after brief silence, with supervisory personnel in charge. Federal conciliator, Louis Ziman, of Spokane, acted as mediator during dispute.

FCC SERVICE PINS

MORE than 500 employees of FCC will get service pins in recognition of 10 to 30 years service at ceremony April 8. This represents 40% of present FCC working force. List includes 15 persons with 30 years service, 110 with 20 years, 302 with 10 years service comprises most of service, as Comrs. Roscoe H. Hyde ande George E. Sterling, 20 years; Chairman Paul A. Walker and Comr. Edward M. Webster, 10 years.

BROADCASTING • Telecasting
There's been a change...

Since the turn of the century great changes have taken place in America—changes in living—changes in advertising.

The metal sign in this once typical scene was then a major medium of advertising.

About this same time the purveyors of nostrums were being crowded from the pages of newspapers and magazines by legitimate advertisers. Publications grew in stature as advertising media.

Then came radio. In this mass communication media advertisers found a new way to talk to more people more often. Radio demonstrated that people sell better than paper.

Today, the impact of television—newest medium of all—has changed the living habits of millions of people and the advertising technique of thousands of businesses.

In WLW-Land, radio and television together form an unparalleled advertising combination. To reach more people more often and more economically in WLW-Land—1/10th of America—the change is to this new combination.
In the morning

Iwa

one of America’s Greatest

independent radio stations

in cities of 500,000 or more* 

3rd

in the morning

1st

at night

2nd

in the afternoon

1951

and in Milwaukee...

For $100 or $200 per week — or more — WEMP delivers:

2 times the audience of network station No. 1* — 2½ times the audience of network station No. 2*

Join other shrewd national advertisers using WEMP high-rated low-cost saturation schedules

*All Hooperings based on Oct.-Feb. 1951 Comprehensive, using highest individual 15-minute strip rating 8:00 a.m. - 6:00 p.m.

WEMP • WEMP-FM • Milwaukee

Hugh K. Boice, Jr., General Manager • Headley Reed, National Representative