Radio in Baltimore is BIG!

The only way to reach every family in the Baltimore Trading Area is by radio. Radio offers 98.6% penetration of the whole Baltimore metropolitan area. No other advertising medium offers anything like this penetration. The only way to get your message to everybody is radio! Yes!

Radio in Baltimore is BIG!

And the big bargain buy in Baltimore radio is W-I-T-H. Top Nielsen circulation in the home county goes to W-I-T-H. Combined with low, low rates, W-I-T-H delivers more listeners-per-dollar than any other radio or TV station in Baltimore. Ask your Forjoe man for the whole story!

IN BALTIMORE BUY WITH

Tom Tinsley, President
R. C. Embry, Vice President
National Representatives: Forjoe & Co.
LATEST Fargo-Moorhead Hoopers credit WDAY-TV with an almost clean sweep of audience-preference honors. The chart shows that between 5 and 6 times as many Metropolitan Fargo families tune to WDAY-TV as to the next station.

Look at the sets-in-use—a whopping big 65% at night!

Although Metropolitan Fargo represents an important segment of WDAY-TV's coverage, it's not the whole story. WDAY-TV is also the preferred station in most of the heavily-saturated Red River Valley. Ask Free & Peters for the proof.
KCRA, Inc., Sacramento, takes pleasure in announcing this appointment effective immediately.

**KCRA-TV, Channel 3**, goes on the air in September. It will be NBC-TV Basic, operate on 100,000 watts, video, and cover 417,500 families, equivalent to the 13th metropolitan market in the U.S.
I want to crow about this $5\frac{1}{2}$ billion market, too!

**WGAL-TV**
LANCASTER, PA.

The super-powered voice of WGAL-TV directs your advertising message from its mountaintop transmitter location to the rich, vast Channel 8 Mighty Market Place, where nearly 3½ million people have $5\frac{1}{2}$ billion to spend. For sales results that are something to crow about, **buy WGAL-TV**.

STEINMAN STATION
Clair McCollough, Pres.

**Representatives:** MEEKER TV, INC.
New York • Los Angeles • Chicago • San Francisco

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Channel 8
Mighty Market Place

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- Reading
- York
- Lebanon
- Hanover
- Pottsville
- Gettysburg
- Hazleton
- Chambersburg
- Shamokin
- Waynesboro
- Mount Carmel
- Frederick
- Bloomsburg
- Westminster
- Lewisburg
- Carlisle
- Lewistown
- Sunbury
- Lock Haven
- Martinsburg
- Hagerstown

**316,000 watts**
FOUNDATION AID SOUGHT • New technique in fact-finding inquiries by Congress being undertaken by Senate Commerce Committee in its television investigation through enlistment of big foundations like Ford and Carnegie. Chairman Magnuson (D-Wash.) and his chief counsel, Sidney Davis, it's learned, have been working quietly to get Ford and Carnegie to research political and free speech aspects in broadcasting for committee's benefit and preliminary reaction is understood to be favorable.

CHAIRMAN Magnuson 10 days ago conferred with Dr. Robert M. Hutchins, head of Ford's Fund for the Republic, on project on political broadcasting (Section 315 of existing law specifying equal time for qualified candidates for public office) which has engendered controversy in Hill and pressland. And Mr. Davis last Friday was in New York to pitch to Carnegie executive suggestion that exhaustive study of censorship (Sec. 326) be undertaken for Congress' benefit. Projects, if undertaken, would be conducted alongside ad hoc engineering committee set up under Magnuson mandate [BT, June 27, 20], as advisory to committee.

DE-INTERMIXTURE DATE • Broadcasting's two top chairmen—Magnuson of Senate Commerce Committee and McCannaghey of FCC—huddled last Friday on state of communications, with selective de-intermixture of uhf-vhf at top of list. FCC chairman advised that there's little prospect of deciding bellweather de-intermixture cases argued last month [BT, July 4] until after Labor Day. He advised there were several weeks of staff work to be done, and that issue is too important to rush off with curbstone opinions. Assurance reportedly given that FCC isn't slowing down its consideration of mixed allocations problem because of functioning of Magnuson's ad hoc engineering allocations committee.

BOMBSHELL tossed at FCC meeting last Friday on de-intermixture by Comr. Rosel H. Hyde, who suggested FCC take look at whole problem of tv allocations from economic, rather than pure allocations aspect. Comr. Hyde reportedly urged re-examination of allocation principles because present allocation plan takes into account operation of "economic forces" in such manner as to encourage development of full competitive tv service. Since de-intermixture was not on agenda, Comr. E. M. Webster reportedly questioned consideration at this time and matter went over for further discussion, presumably this week or next.

MRS. HOBBY'S PLANS • Mrs. Oveta Culp Hobby will submit her resignation as Secretary of Health, Education & Welfare any day now; in fact it's said she proffered it to President Eisenhower last Friday at White House. Once resignation is announced, Mrs. Hobby will become president of Houston Post Co., which owns KPAC-AM-FM-TV. Her husband, former Gov. W. P. Hobby, will move to board chairmanship. Mrs. Hobby, prior to acceptance of Cabinet post, had been executive vice president of Houston properties and originally had intended resigning earlier. Police vacuum case caused her to defer action rather than retire under fire, however ill-merited.

SOMETHING new will be awarded at Radio Advertising Bureau's first radio advertising conference this fall. Gold medals will go to national and regional advertisers and their agencies for radio commercial copy adjudged best by group of agency top-notchers, according to plans now being formulated. Conference, designed as full-dress convention of RAB with agency and advertiser executives collaborating with advertisers on best uses of radio as advertising medium, will be held Oct. 13-14 at Waldorf-Astoria in New York.

UHF IN HARTFORD • CBS purchase of ch. 18 WGTW-TV Hartford (see story page 86), after NBC bought Hartford area uhf months ago, gave rise to question whether any week uhf in area thus making Hartford market scene of three-network operation in uhf. Top ABC executive told BT, however, network now has no plans for uhf acquisition anywhere.

NEW nationwide television set census will be undertaken by A. C. Nielsen Co. if industry, now being circulated, indicates support of such project. Count would be along lines similar to count made by Nielsen in spring of 1952. Firm currently is querying all segments of industry—stations, networks, advertisers, agencies—for views as to need.

TELEVISION CITY • Despite whooped up talk of new tv city on Long Island, major networks are still thinking in terms of wide open spaces, probably north of Manhattan, where horizontal structures rather than skyscrapers can be built to accommodate tv needs, notably studio room required for color production. Whereas proposal pitched by New York City Construction Commissioner Robert Moses contemplated about 10 acres, experts feel that to accommodate only two networks (say CBS and NBC) at least 100 acres would be needed. If and when decisions are reached on development of tv town in New York area, it's probable that events in Hollywood would be duplicated. After first broadcast studios were established in downtown Hollywood by CBS others moved into same general area and related businesses, notably advertising agencies, flocked in from Los Angeles proper to Hollywood "Radio City" radius.

APPLICATION for transfer of KMYR Denver to group headed by William B. Dolph and Herbert L. Petry expected to be announced this week as part of formation of Dolph-Petty Broadcasting Co., broadcast station management group. Transaction, overall, may involve $150,000. Denver independent, now operating on 1340 kc with 250 w, holds construction permit for 710 kc with 5 kw. Station would be purchased from F. W. (Bill) Meyer and his brother Al G., latter now general manager. Sequel to transaction will be filing of intent with Securities & Exchange Commission to issue securities to cover KMYR and also one-third of capital stock of KULA-AM-Hilo-Hawaii, owned by Dolph-Petty group, plus associates. Security underwriters in Cleveland and Chicago will be involved.

TOAST COMPETITION • ABC-TV, now Dickering for Class A quality feature films—reports have dates of films as recent as 1953—to place on Sunday, 7:30-9 p.m. next fall, is said to be close to decision. Ninety-minute film program would be offered to advertisers on participation basis. It's understood, Network believes this formula could compete with highly rated TOAST of the Town on CBS-TV in 8-9 p.m. period and also with Colgate-Palmolive on NBC-TV whose Comedy Hour only few weeks ago (June 26) suffered lowest of season in Trendex ratings. That showing against Ed Sullivan's seventh anniversary program reportedly has C-P pondering change.

LOOK for big push by RCA on color tv set sales this fall—in contrast with NBC's color spectaculars (CBS is going heavily into colorcasts this fall, too.) Unconfirmed report is that RCA will halve price of color sets through new development, whether single gun tube, simplified circuitry or what is unknown. Price of RCA 21-in. color set today is $795.

ANSWER TO TODAY • In its determination to come up with children's show to compete successfully with J. Fred Muggs and Dave Garwayne on NBC-TV's Today, CBS-TV is retaining Martin and Alan Stone and Eddie Kean to create new stand-along kinescope show which would replace current Morning Show and be based on familiar world of child rather than fantasy, with emphasis on education in variety type structure.
Power is the only answer for the advertiser who wants to get more for his money in 1955-1956

Within the far-flung limits of influence exerted by Atlanta's radio station WSB and television station WSB-TV are a given number of homes. This is ALL the homes there are in this great area. Use the power of WSB plus WSB-TV and you reach them all. These first stations used individually or as a team, give you a lower audience cost per thousand than can be obtained on any other Georgia station or combination of stations. Get more for your money—get on WSB and WSB-TV.

**NBC Affiliate. Represented by Petry. Affiliated with The Atlanta Journal and Constitution**
Gleason Returns to DuMont
To Use Electronicam System

JACKIE GLEASON's The Honeymooners, 30-minute film show to start Oct. 1 on CBS-TV, will be filmed beginning Aug. 16 by DuMont's Electronicam tv-system, Ted Bergmann, managing director of Allen B. DuMont Labs' Broadcast Div., was to announce today (Mon.). Contract, signed by Jackie Gleeson Enterprises and DuMont, runs for three years and calls for production each season of 39 programs in black-and-white on 35mm film. Jack Phlibin was named executive producer.

Honeymooners was part of high-priced contract negotiated by Mr. Gleason with Buick Div. of General Motors.

Production will be at Adelphi Theatre, New York where comic Gleeson, as star of DuMont's Cavalcade of Stars, started on road to tv fame. Mr. Gleason said that DuMont's system will permit his group to retain spontaneity and better camera shows, using miner crew as in live production and permitting cast to work as before. Electronicam will allow show to be produced in about same time that was necessary for live telecast, he said. Played before audience, filmed show will permit re-action as if it were live, Mr. Gleason noted, adding that no canned laughter will be used.

CBS Radio Thinks Stations Will Buy One Rate Plan

CBS Radio officials said Friday that station response to their new affiliation contracts— which among other things set single rate for day and evening time (but without reducing actual costs to advertisers) and provide for one-for day and evening time (but without reducing which 4-2-16%—for 90% of programs)—will be an announcement today (Monday) by Hubbell Robinson Jr., CBS-TV vice president in charge of programs. Mr. Welles will be supported by all-star cars in vehicles based upon contemporary and classical plays and novels, with George Du Maurier's "Trilby" being considered as first production, in which Mr. Welles will enact role of Svengali. Series will be co-directed by Theodore Sills and produced by Harry Saltzman. Mr. Robinson said starting date of series, number of programs and other details will be announced shortly.

MGM, ABC-TV Detail Plans

NEW ABC-TV MGM Parade program [B&T, July 27] will be telecast 9 p.m. EDT Wednesdays, following ABC-TV Disneyland, starting Dec. 14, network and studio decided at Hollywood meeting last week. Appointment of Leslie Peterson as executive producer and George Murphy as host-director of series also announced with Thomas M. Lufkin ABC-TV coordinator at MGM studios.

British Buy U. S. Shows For Their Commercial T

NABC Film Division announced Friday its Inner Sanctum and half-hour Hologal Pasajy series programs have been sold to Associated Rediffusion Ltd., London, to be placed on British commercial television. These programs will be carried in London area this fall.

BUSINESS BRIEFLY

ROYAL RADIO SPOTS • Standard Brands (Royal Instant dessert), N. Y., planning radio spot announcement campaign to start late July for six weeks in about 20 markets. Ted Bates & Co., N. Y., is agency.

BISHOP BUYS • Hazel Bishop Inc. (Hazel Bishop lipstick, Complexion Glow, nail polish and compact make-up), through Raymond Specter Co., buys Douglas Edwards' 12:12-05 p.m. newscasts on Wendy Warren and the News (Mon.-Fri.) and five-minute Mon.-Fri. segment of Fred Robbins Show (3:30-4 p.m.), both on CBS Radio.

EVERY OTHER RIDE • American Dairy Assn., Chicago, has signed for alternate-week sponsorship of ABC-TV Local Shows, beginning Sept. 19, 7:30-8 p.m. EDT, starting Sept. 15. Agency: Campbell-Mithun, Chicago. Other sponsor of series is General Mills Inc., Minneapolis, through Dancer-Fitzgerald-Sample, N. Y.

FOR THE ELDERLY • Pharmaceuticals Inc. (Zarumir and Serutan), through Edward Kletter Assoc., sponsors Life Begins at Eighty, with Jack Barry as mc., on ABC-TV, beginning July 31, Sundays, 9:30-10 p.m. EDT. Program was seen on ABC-TV from October 1930 to March 1952, then switched to DuMont.

REGIONAL PLAN • Greystone Bus Lines reportedly preparing to sponsor Gross-Kramer produced half-hour tv show, weekly for 52 weeks, placing it regionally by various offices of its agency, Beaumont & Hofman.

JOINT SPONSORS • Carter Products and Pharmaceuticals Inc. sign to co-sponsor Joe and Mabel on CBS-TV, Tues., 9:30-10 p.m., effective Sept. 20. Agencies: Sullivan, Stauffer, Colwell & Bayles, N. Y., for Carter, and Edward Kletter Assoc., N. Y., for Pharmaceuticals.

CLOCKS ON TV • General Electric Telchron Div. (clocks), in midst of media plans for fall campaign, is understood to be considering spot television. Agency is N. W. Ayer & Son, N. Y.

KEDD (TV) Sued But Owner Says It's Still in Business

STANLEY H. DURWARD, president of ch. 16 KEDD (TV) Wichita, Kan., told B&T Friday that creditors' suit against station, filed earlier in week, was not important. He said station was enjoying good business, that Wichita was 99.4% converted and that KEDD also dropped its request to move reserved ch. 8 from Manhattan, Kan., to Wichita, station was prepared to construct 1,200-ft. tower and boost power to 3,16 kw to cover greater Wichita area. Station now operates from 711 ft. tower with 245 kw, is affiliated with NBC.

Suit asked that station be placed in receivership, was filed in Sedgwick county court by MCA-TV Ltd. for $5,200, and by Atlantic TV Co., for $1,400. It listed liabilities of station as follows: Durward Theatres, $270,000; RCA, $103,000; S. H. Durward, $67,000, and GE, $61,000.

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New and Larger TV Audience
and now new call letters
WPFH (formerly WDEL-TV)

The WPFH Area Market
Total Population 5,309,775
Total Families 1,551,870
Buying Income $9,099,944,000
Total Retail Sales $6,176,101,000

serving Philadelphia and the Greater Delaware Valley trading area

Represented by
MEEKER TV, Inc.

Page 8 • July 11, 1955

Broadcasting • Telecasting
row-ad

Nbc Wbuf-Tv Opposes

Wgr-Tv Hearing

both NBC and ch. 17 WBUF-TV Buffalo, which network seeks to purchase for $312,000, filed oppositions Friday to petition of ch. 2 WGR-TV Buffalo which seeks consolidated hearing on all pending NBC station acquisitions, including network's $600,000-plus buy of WKNB-AM-TV New Britain, Conn., and swap of its Cleveland radio-tv properties for those held by Westinghouse in Philadelphia (story page 86).

WBUF-TV charged WGR-TV's petition "is filed in bad faith and has as its purpose the perpetuation of WGR-TV's dominance in the Buffalo market." Noting public has invested $8 million there in uhf, station said its sale to NBC "would materially assist uhf in western New York where competition with the U. S." NBC claimed WGR-TVs "primary objective is to obstruct and delay any final decision" and said investigation requested, going into background of network's parent RCA and patent picture, would take several years. NBC claimed "this tactic is much too obvious to be even arguable—let alone persuasive."

NBC pointed out "if uhf barely has a toe hold in Buffalo now, NBC is willing to risk its re-
sources, experiences and ability to establish WBUF-TV on a firm foundation if it can and thus build circulation for the other two uhf channels" there.

First 11 Ge Dramas Set

TITLES of first 11 hour-long dramatic shows being filmed in Hollywood by 20th Century-Fox for new General Electric series on CBS-
TV (alt. Wed., 10-11 p.m.) starting Sept. 21, were announced Friday. They are: "Oxbow Incident," "Yacht on the High Seas," "One Life," "The Late George Apley," "The Number," "Small Back Room," "The Philermen
Complex," "The Age of Reason," "Pampanus on Wheels," "Miracle on 34th St.," and "Turn of the Screw." GE agency is Young & Rubicam, New York.

Stockton Move Opposed

OPPOSITIONS to move of ch. 13 from Stock-
ton to San Francisco-Oakland area, requested by ch. 13 KOVR (TV) Stockton [BWT, May 30, file Friday with FCC by San Francisco-
Oakland ch. 2 applicants TV East Bay, Ch. 2 Inc., San Francisco-Oakland TV Inc. Objectors claimed removal of vhf from Stockton would leave that city without vhf service, violating equal facilities area and GRC throughout Act. Ch. 2 applicants awaiting initial decision.

Tarzian Application Hit

APPLICATION to opposition of Sarkes Tarzian Inc. (WTTV [TV] Bloomington, Ind.) for ch. 21 Huntington, Ind., with transmitter site less than three miles from Fort Wayne, filed with FCC Friday by WANE-TV Fort Wayne, holder of permit for ch. 69 there. WANE-TV moved that FCC dismiss Tarzian application for Huntington because of "straddling."
the week in brief

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INDIANAPOLIS
SOUND

to do real selling . . . to achieve continuous big season (and small fortune) elsewhere, CBS Radio Network, where they’ll be making 50¢ a thousand . . . and they’ll have ten customers what to ask for when they’re
is still the most attractive way exposure, economically. After spending a Hazel Bishop will now be selling on the commercial minute impressions for less than different occasions every week to tell the

Beginning this summer, Hazel Bishop will sell cosmetics on Wendy Warren and the News, and the new midafternoon Fred Robbins Show on CBS Radio. Other major purchases recently made on CBS Radio: McKesson & Robbins, now sponsoring The Godfrey Digest Friday evenings; F. W. Woolworth Company, sponsoring the hour-long Sunday afternoon musical program, The Woolworth Hour; Amoco, also on Sunday afternoons with Rhythm on the Road.
IN REVIEW

THOSE WHITING GIRLS

BACK in the B.B. era (before broadcasting), book publishers used to bring out a line of summer reading that was known as "hammock fiction," books guaranteed not to tax the reader's mind nor arouse his emotions. Today, the same function of mild sedation is performed by television's summer replacement programs. There is enough activity on the screen to keep the viewer awake, but not awake enough to get out of his chair to switch the set to another channel.

A case in point is Those Whitings Girls, which on July 4 began a summer run on CBS-TV in the Monday evening half-hour (9:30 p.m. EDT) occupied during the fall-winter-spring season by I Love Lucy, whose slap-stick antics were apparently considered too strenuous for hot weather watching. It may be definitely stated that there is nothing strenuous about Those Whitings Girls.

The first program shows the Whiting girls at home with their mother. Barbara, a co-ed, is getting ready for a date with the boy who is staging the junior varsity show; older sister Margaret is mildly complaining about Barbara borrowing her perfume, scarf, sweater and skirt for the event. The boy friend arrives and is bowled over when he discovers that his date's sister is the Margaret Whiting, whose recordings he has long collected. He gets her to sing, much to Barbara's annoyance.

Barbara tells him she can sing as well as Margaret, arranges for an audition and persuades Margaret to sing back of a curtain while she mouths the words, a performance whose phoniness is obvious to the varsity kid. Grief sets in all around until mother solves the dilemma by getting the girls to do a sister act for the show. They do, singing songs written by their father, the late Richard Whiting: "Sleepy Time Gal," "Too Marvelous for Words" and "Beyond the Blue Horizon."

The dialogue is in keeping with the plot. Sample: Margaret, seeing her bedroom in wild disarray, "Either we've had a burglary or Barbara's getting ready for a date." Sample two: Barbara, after her deception has been discovered: "I'm going to become a monk and spend the rest of my life in a monastery." The singing, particularly Margaret's, is more professional.

Liveliest item of the half-hour was the next-to-closing commercial for Post Toasties, an animated cartoon with a catchy jingle, "Who Ate My Post Toasties?"

Production cost: Estimated as $30,000. Sponsored alternately by General Foods Corp. through Young & Rubicam and Procter & Gamble Co. through Blau-Bein-Tooio, on CBS-TV, Monday, 9:30 p.m. EDT.

THE SOLDIERS

TO THE millions of American veterans of the various military services and wars, NBC-TV's The Soldiers is a nostalgic re-introduction to that specialized form of bitter-and-very-little-sweet comedy known under the generic term of G.I. humor.

Basically, the form is that of the picturesque gripe, with the practitioners vying with each other in the expression of their disapproval with the military system and all its works—including the food, the equipment, the questions of rank etc.—in the most vivid terms.

The Soldiers follows this form closely. In fact, this is the series—a succession of gripes against the enforced servitude of military service. There is little characterization beyond the elementary and well-known types of The Loud-Mouthed Sergeant, The Apolectic Officer and The Sad Sack Private. There is very little plot, with what little which does exist only a peg on which to hang further observations, sometimes funny and always pungent.

The story line is that of two perennial privates, co-stars stars Tom D'Andrea and Hal March, and their perennial fight against authority. Unfortunately, some confusion exists whether the two soldiers are intended to be stupid and vocal, cunning and vocal, or clever and vocal.

The basic idea and its execution, with variations, wore a little thin during the first two shows. The question thus arises whether this idea, no matter how well executed or varied, can exist for a long 13 weeks. On the basis of two viewings, a negative vote must be cast.

Network: NBC-TV, Saturdays, 8:30 p.m. Stars-creators: Tom D'Andrea and Hal March; producer-director: Bud Yorkin; associate producer: Bob Henry; unit manager: George Habb; art director: Bill Martin.

Writers: Jack Douglas and Marvin Fisher.

Origination: Live from El Capitan Theatre, Hollywood, starting with July 2 program.

BOOKS


On July 4, 1855, Richard Teller Crane poured the first brass molding in his new foundry in Chicago. Commemorating the 100th anniversary of the founding of the Crane Co., this handsome volume presents the story of American business and the changes it has wrought on the American scene. Most impressive are the hundreds of illustrations which dramatically depict the differences in the lives of the average American citizens that have occurred in the past century.


THIS booklet, written for technicians and engineers, deals with the major points of design in the theory and design of fm receivers from the am pattern-detectors and limiters. An entire chapter is devoted to the operation and adjustment of the gated-beam detector.

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CBS—DUMONT 100 KW

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... between St. Louis and the Quad-Cities and between Kansas City and Chicago

KHQA-TV
HANNIBAL, MO.—QUINCY, ILL., CHANNEL 7
CBS—DUMONT 316 KW

Bridging the fabled Tom Sawyer country with studios in both Hannibal, Missouri, and Quincy, Illinois, KHQA-TV reaches a larger audience in a single tick of the clock than Mark Twain did in his entire lifetime. You'll do well to channel your "showboat" over Channel 7—KHQA-TV.

STATIONS
National Sales Offices, WCU Building
Affiliated with KGLO-AM-FM, WTAD-AM-FM

REPRESENTED BY WEED TELEVISION
Chicago-New York-Detroit-Atlanta
— Boston-Hollywood-San Francisco
Today, advertisers judge good and bad advertising in terms of sales results. National Spot Radio can get sales—and not stop with building consumer demand or gaining good will. We have the *Formula For Selling Americans Today* that demonstrates "how" to use the medium.

This presentation has proved so exciting that many top agencies and advertisers have arranged meetings with their management men, plans boards, account executives and creative staffs, as well as their media people. And a great many have asked for repeat performances, for further inspiration and study!

**EAST, SOUTHEAST**
- WBZ+WBZA Boston-Springfield 51,000
- WGR Buffalo 5,000
- KYW Philadelphia 50,000
- KDKA Pittsburgh 50,000
- WFBL Syracuse 5,000

- WCSC Charleston, S. C. 5,000
- WIST Charlotte 5,000
- WIS Columbia, S. C. 5,000
- WPTE Raleigh-Durham 50,000
- WDBJ Roanoke 5,000

**MIDWEST, SOUTHWEST**
- WHO Des Moines 50,000
- WOC Davenport 5,000
- WDSM Duluth-Superior 5,000
- WDAY Fargo 5,000
- WWHO Fort Wayne 50,000
- WIRE Indianapolis 5,000
- KIBC-KFRM Kansas City 5,000
- KFAB Omaha 50,000
- WMED Peoria 5,000
- KFDM Beaumont 5,000
- KRIS Corpus Christi 1,000
- WBAP Ft. Worth—Dallas 50,000
- KENS San Antonio 50,000

**MOUNTAIN AND WEST**
- KBOI Boise 5,000
- KVOD Denver 5,000
- KGMB-KHBC Honolulu—Hilo 5,000
- KEX Portland 50,000
- KIRO Seattle 50,000

*If you know how to use it*

We want to show you "how"—with our new *Formula For Selling Americans Today*. We're ready to demonstrate, individually or in group meetings with planning and creative people—as soon as you give the word. Why not call or write us today?
Operation un-Alert
EDITOR:
I refer to your editorial in your June 27 issue of B&T, "Operation un-Alert," wherein you state that, "There's something very wrong—or phony—about our civil defense organization." As public relations officer for the Missouri Civil Defense Agency, I believe that your statement may have some merit as far as it goes, but you apparently deem it "phony" because Conelrad was not used during the June Alert.

Either this organization or your magazine is laboring under a misapprehension. The responsibility for Conelrad lies with the Federal Communications Commission and not with Civil Defense. I believe that Civil Defense would have welcomed the participation of Conelrad in the June Exercise on a national level and I know it would have been welcomed on this state level.

There are other things to consider, though, when you ask a radio station to go off the air. I left the radio industry as a program director for a 5,000 watt radio station here in Jefferson City to work for the Missouri Civil Defense Agency; so I know that the dollars and cents angle will enter into any station's participation. The radio industry could have gained valuable experience from the exercise only by going "all out" and I sincerely doubt the willingness on their part to do so since time off the air means money out the window.

There is no question about the necessity of Conelrad in the overall defense planning of our country. I can appreciate the fact that the radio industry has invested three million dollars out of their pocket, but an actual participation in an exercise would have doubled this amount. Can we ask them to do that?

Dean Lupkey, Pub. Rel. Officer
Missouri Civil Defense Agency
Jefferson City, Mo.

[EDITOR'S NOTE: We agree that silencing all radio except 660 and 1260 kc for the full three days of "Operation Alert" would have been unreasonable, but we believe that periodic tests in the 60 cities under simulated attack would have been of value and would not have unduly discouraged commercial schedules.]

Reader Response
EDITOR:
... Your publication is certainly outstanding in both coverage and presentation. A word of praise, too. is in order for the rapidity with which news is compiled. Only recently an important Transfilm event was reported to your New York editors. In less than four days, your magazine was on my desk carrying an accurate account of that event.

Its attractive layout, binding, photographic coverage and typographical accuracy has not prevented your publication from often exceeding in timelessness the more easily produced dailies and weeklies of the radio-tv field. This is certainly a credit to you and your staff.

William L. P. Miesegaes, Pres.
Transfilm Inc., New York

Hooray!
EDITOR:
Hooray for Zenith!
Now every advertiser, sales manager, account executive and copywriter will conceive and execute commercials with the hot breath of the "Flashmatic" gun [B&T, June 15; Editorial, June 27] on back of neck.

This is absolutely the finest gadget since the perfection of basic tv equipment! Much better for everyone than color could ever be! Just think: no more screaming audio—no more dull "demonstrations" of corn plasters and fly-swatters! Nothing will survive but commercials which are so good people won't want to flash 'em off!

When the entire nation adopts "Flashmatic," agencies, networks and stations beware, because now, instead of just doing a pedestrian, limitative job that gets by, an advertiser whose creative appreciation is confined to designing lock washers, turned out by the agency man who used to do the layouts on the back cover of True Romances, you'll have to produce something that won't get the "flash" like Major Bowes' amateurs used to get the gong!

Ed McKay, Mgr.
WROM-AM-TV Rome, Ga.

Mid-Gulf States
EDITOR:
"The Mid-Gulf States" running in your June 27 issue appears to spell out the tremendous growth that is occurring in these states. We have experienced it ourselves and know that the South is emerging into a very important market.

I wish there were more hours in the day so I could absorb every word of it, because your statistics are staggering.

Louis J. Nelson
Geoffrey Wade Advertising
Chicago

EDITOR:
Congratulations on a superb job. I just received the issue and read your article. I thought it was superb. . .
William A. Mapes, Mgr.
WOWL Florence, Ala.

EDITOR:
The work you and your senior editor, Frank Beauty, put into the article "The Mid-Gulf States" in your June 27 issue speaks for itself. It is so well thought out and written that I have almost decided to pack my bags and head South myself. Keep up the good work.

Gilman C. Gunn, Jr.
Gilman C. Gunn & Sons Inc.
(Insurance & Real Estate)
Groton, Conn.

EDITOR:
We would appreciate you sending us ten reprints of the article "Mid-Gulf States."
Paul H. Chapman
Atlanta, Georgia

EDITOR:
We want you to send us ten reprints of the article "Mid-Gulf States." Robert J. Peets
Robert J. Peets Advertising
Jackson, Miss.

[EDITOR'S NOTE: Reprints of the article on "The Mid-Gulf States" are available at $15 a hundred or 15 cents each.]

"Practical" Praise
EDITOR:
With all the radio-tv call letters, the many radio-tv-electronic and related industry organization abbreviations, plus all the government alphabet soup, a magazine like B&T fairly bristles with ABCs, FCCs, NATRFDS, UHFICCs and ZFTVS. (And that last code isn't "Ndito," here.) Quite often REFA is mentioned or reported in your magazine, and once in a while we see a mention of IRE.

But when both are compared, as occurred on page 27, fourth paragraph, of the June 27 issue, the comparison is interesting, if not in-
in Detroit where the Traffic is Terrific...

WKMH
Tune-In is Tremendous!

Here in the Motor City, we not only make automobiles, we fill our streets and roads with 'em! And, more than 85% of those automobiles have radios that are in constant use. That's why we're turning handsprings over the big share of out-of-home audience WKMH enjoys! Just look at the figures:

<table>
<thead>
<tr>
<th>Station</th>
<th>Audience</th>
</tr>
</thead>
<tbody>
<tr>
<td>WKMH</td>
<td>16</td>
</tr>
<tr>
<td>Station B</td>
<td>14</td>
</tr>
<tr>
<td>Station C</td>
<td>13</td>
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<td>Station D</td>
<td>12</td>
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<td>Station E</td>
<td>10</td>
</tr>
<tr>
<td>Station F</td>
<td>9</td>
</tr>
</tbody>
</table>

Pulse, Jan. 1955 12 noon to 6 P.M.
Monday through Friday.

Save 10%
Buy Any 2 or More of These Powerful Stations and Save 10% from Rate Card
WKMH—Dearborn-Detroit
WKMF—Flint, Mich.
WKHM—Jackson, Mich.
WSAM—Saginaw, Mich.

Represented by HEADLEY-REED

WKMH
Dearborn—Detroit
FRED KNORR, President
GEORGE MILLAR, Mgr. Director

The Community Stations
KNORR Broadcasting CORP.

July 11, 1955 • Page 19
Here’s WNDU-TV’s all UHF market
FAMILIES...206,600
RETAIL SALES...$783,927,000
SETS...............169,000 UHF equipped

An “ISLAND” Market . . . in an exclusively UHF area.
FIRST in per capita income in Indiana
SECOND largest population in Indiana
THIRD highest home ownership in U.S.

Call MEEKER TV for Availabilities!
on the fence?

Hardly. These three men are KCMO's walking and talking Farm Department. Headed by Jack Jackson, with George Stephens as Market Reporter and Jack Wise as Farm Reporter, they roam Mid-America for farm news from the grass roots up. Their constant contacts reap a harvest of 55 farm and market radio and television reports every week.

Such successful promotions as KCMO's Community Corn Club Contest and 2 European Farm Tours were planned and carried out by this able trio. Their active work with County Agents, 4-H Clubs, Extension Service Groups and Rural Civic Organizations has landed them a top spot in their field. Jackson, former president of the National Association of Radio and Television Farm Directors, last year was recognized as the nation's outstanding farm director.

These men of the KCMO Farm Department are headquartered right in the big middle of things - Kansas City's Livestock Exchange Building. From there, they offer Mid-America its finest, and only complete, radio and television farm service programming.
HERE ARE TWO OF THE MANY REASONS

Let Pat Gay, KLZ salesgal extraordinary, do your selling job to the housewives of Denver and the Rocky Mountain Region! Listener discussions get mighty exciting and controversial on this telephone audience-participation program. Listeners hear both sides of the conversation. It's FIRST place in Denver! Denver women listen to Pat Gay—take part in her program—believe in her—buy the products and services the sells. They volunteer endorsements of the sponsor's products over the air—an obvious "extra" commercial.

Pat Gay is the "sellingest" gal in Denver. Her show, "For Women Only," (Monday through Friday, 12 noon), is a daytime "must" for your schedule!

Starr Yelland, Denver's "Mr. Radio" himself, sells the entire family with another telephone audience-participation show!

"Starr Yelland Party Line" is controversy-lun-excitement—PLUS the salesmanship Starr Yelland has built up over the years in Denver radio. Listeners hear both sides of the conversations and give their own product endorsements more often than not.

Here's successful, bang-up night-time radio that rates and—SELLS! Ask Tidy House, Betterbut Coffee—a host of others. "Starr Yelland Party Line" is sold in fifteen minute segments—Monday through Friday nights.

We suggest you contact your Katz man or KLZ Radio today for the first available open segment of Denver's best night-time radio buy!

Buy KLZ Ratings—KLZ Radio is FIRST in total ratings—sign-on to sign-off... AND... radio listening is higher in Denver today than it was before television*

• Buy KLZ Radio performance!
• Buy KLZ Radio sales-producing, result getting personalities!
• Do the Denver Selling job with KLZ Radio!

*Denver Puls, January, 1955

Lawrence Donino on all accounts

"YOU can't buy a station with a slide-rule only," maintains Lawrence (Larry) Donino, timebuyer for Kenyon & Eckhardt, New York. A firm believer in the importance of the "imponderables" of a station in making his selections, Mr. Donino is of the opinion that "each station has its own character and personality which must be weighed equally with its coverage figures before any intelligent judgment can be made".

"Buying a station exclusively by statistics," observes Mr. Donino, "is a little like buying a suit of clothes by its size alone."

One of the new generation of timebuyers, the penetrating Mr. Donino is just 26 years old. Born in Greenwich, Conn., he was educated at Fairfield U., Fairfield, Conn., where he prepared for a law career which he abandoned at the first call of broadcasting, a job as announcer on station WGGH (FM) Greenwich. He served also as a salesman before moving to an announcing post at WGAT Utica, N. Y. In 1950 he left Utica to accept a position with Harry B. Cohen Inc., New York.

He joined Ben Sackheim agency in 1952 as a time and space buyer. In that post he bought time for such clients as Flexit Watch Band, Peter Pan Foundation, Waltham Watch Co. and the Farm Bureau Insurance Co.

In April 1953 he joined Kenyon & Eckhardt, New York, as a timebuyer. His first year with that agency he worked on the Lincoln-Mercury account. At present he buys time for the National Biscuit Co., which sponsors Rin Tin Tin on ABC-TV and in addition is buying participation on children's shows in regional markets; Radio Corp. of America, which sponsors alternate weeks of Productor's Showcase; Whirlpool, another network advertiser which will underwrite part of the Martha Raye and Milton Berle programs next fall on NBC-TV, and the industrial portion of Shell Oil Co.

Currently well over half of the agency's clients are in some form of television. In 1953, the agency billed about $42 million, 31% of which was in television and radio. Today, the agency bills about $51 million and approximately $22.5 million of that total was devoted to radio and television during the last season.

Larry Donino has been married to the former Ruth Templeton since last November. They live in an apartment in Pelham, N. Y., but they are buying land in Greenwich, Conn., expecting to build there.

Larry's hobbies include hi-fi and antique refinishing.
Farm Crops Income in KFAB Area well over 575 million dollars

"Let's Face the Facts" this month features Leo Olson Advertising Manager of the DeKalb Agricultural Association Inc., a long-time KFAB advertiser.

"It's advertisers like DeKalb," says Big Mike, "that reflect the effectiveness of KFAB-presented sales messages." For it's the year after year, repeat advertiser that reaps success. Likewise, every renewal means another success story . . . . and KFAB has many long-term advertisers who have been regulars since the early days of the station. All types of advertisers have used KFAB . . . . and more are using it all the time . . . . to sell their products and services in the Big Mike area. Hybrid corn, machinery, livestock feed, clothing, insurance . . . . practically everything used by midwesterners has been advertised and sold by KFAB. The success of others can be yours. KFAB doesn't guarantee success, but does help make it possible. Face the Facts . . . . get the facts from Free & Peters . . . . or check with Harry Burke, General Manager.
our respects

THOMAS ADAMS MCAVITY

At NBC, this is the era of Sylvester L. Weaver Jr., network president and creator of new programming concepts in tv (and also radio). With his ascendancy have come the "magazine concept" and such terminology as the spectacular, the "bonanza," the "telementary" (semi-documentary), the communicator and a host of others, all describing NBC-TV's approach to the exciting and different in 20th century network tv.

Ideas, however, usually go only as far as the effort behind them. Thus, with the rise of Mr. Weaver's concepts, a number of executives—most picked at one time or another by Mr. Weaver—have worked hard and long as a team to bring these ideas to logical fruition.

One of these executives is Thomas A. McAvity, vice president and charge of the NBC television network. Mr. McAvity is no novice. The Canadian-born network vice president was U. S. radio-bred and is a veteran of 26 years in broadcasting.

Mr. McAvity has an uncanny ability of squeezing out the superfine—a characteristic that is a special asset in program production—and placing his thoughts squarely on the line.

In a nutshell, Mr. McAvity says, this is what NBC-TV is trying to achieve: "Success." The path to success? Well, Mr. McAvity reflects, one never really succeeds if one never really tries. And to "try" in tv, means to conceive and program something "new".

From this credo—much the same slogan of courage chalked on schoolroom blackboards: "If at first you don't succeed, try, try again"—have come Today, Home and Tonight with their sponsors, many entirely new to either tv or radio; the "spectacular" with its big-name talent and quality production, and many other new programming concepts.

The day may be not too far off, according to Mr. McAvity, when all of network tv will find the advertiser buying a "position" in programs just as an advertiser must do today when he purchases space in a national magazine. Of course, Mr. McAvity hastens to add, there are many—both clients and their agencies—who resist change, who advertise-like, stick to the status quo.

Mr. McAvity sees network tv continuing to depart from the radio format of regularly scheduled, sponsored shows. The breaking away not only has begun, he notes, but will increase. Take Milton Berle, for example. Mr. McAvity observes that even the veteran iv comic will have special shows—or spectaculars—for each of his third-Tuesday colorcasts next fall.

Thomas Adams McAvity was born Sept. 8, 1907, at St. John, New Brunswick, the son of oil businessman Allen G. McAvity and the former Amy F. Adams. He attended Ridley College at St. Catherine's, Ontario, and McGill U. in Montreal. He left school and worked a couple of years with the Royal Bank of Canada, then became advertising manager of his father's Canadian Independent Oil Ltd. He decided to put on a one-hour local radio show.

That was Mr. McAvity's starting point in radio-tv. Once involved in this show, he was announcing, producing, writing and hiring talent. The station (then CFBO St. John) asked him to do this regularly and Mr. McAvity doubled as ad man in oil and general manager of CFBO.

In 1929 Mr. McAvity visited New York on business. For kicks he dropped by NBC. That was his introduction to networks. He was hired as a producer, which in those days meant simply to set up a show and get it on the air. It also brought him into contact with clients and agencies and with the production of 15 shows a week.

He rose rapidly through various capacities in programming and in 1932 left NBC to work at the Lord & Thomas agency on the production of such radio shows as Your Hit Parade, Lucky Strike Magic Carpet and The Magic Key of RCA. In 1937 he was on the West Coast, helping to set up L&T's Hollywood office. He became manager of that office and helped to inaugurate and produce the first Bob Hope Show. In 1941 he was back in New York as L&T's vice president in charge of radio.

At the end of that year Mr. McAvity left the agency and set up a freelance operation, producing such shows as Corliss Archer (he wrote some of the series' episodes), The Hardy Family, The Saint (also partly written by him), Date with Judy, and still others. He also was a vice president of Famous Artists Corp., a talent agency.

By May 1930 tv beckoned and Mr. McAvity let himself be persuaded to join CBS as production supervisor (both radio and tv) on the West Coast. Mr. Weaver, then vice president in charge of the NBC television network, and Frederic W. Wbe Jr. (then vice president in charge of programming at NBC-TV and now vice president, tv network programs, Pacific Division), beckoned. Mr. McAvity returned to NBC in October 1951 and became vice president in charge of television network programs in January 1954. He was elevated last February to his present position.

The McAvities—his wife is Helen Mack, former motion picture actress and a producer-director in her own right—live in Manhattan. Their children are John, 19, a student at the Massachusetts Institute of Technology, and Tommy Jr., 13, who stars at Exeter next fall. They have a summer home at Marion, Mass., where Mr. McAvity pursues his interests in golf, fishing and sailing.
CURTAIN GOING UP

Four new WMAQ stars join the most exciting program line-up in Chicago

KARIN WALSH is city editor of “Night Desk” Monday through Friday, 10:00-10:30 p.m., an action-packed presentation of the Chicago night scene... as it happens. It’s all on the air as Walsh, city editor of the Chicago Sun-Times, covers the news with direct short-wave communication with on-the-scene reporters, police radio calls, and telephone conversations with important public officials and private sources.

ETTA MOTEN, who scored a triumph as Bess in Gershwin’s immortal “Porgy and Bess”, presents a program of songs and reminiscence that puts Mid-America in a nostalgic mood every Monday, Wednesday and Friday from 9:15-9:30 p.m.

VIRGINIA MARMADEUKE, feature writer for the Chicago Sunday Tribune magazine section, delights the huge daytime audience with warm, wonderful human interest stories as “The Duchess”, Monday, Wednesday and Friday afternoons, 1:30-1:45. “The Duchess”, a newspaperwoman for 25 years, was recently the surprised subject of a “This is Your Life” telecast.

AUSTIN KIPLINGER brings an unusual background of publishing and journalism to two new programs Monday through Friday. “Austin Kiplinger and the News”, 5:00 - 5:30 p.m. and “Kiplinger Says” from 11:00 - 11:15 p.m.

And all of Chicago’s old favorites are still playing to packed houses on WMAQ. If you’d like to increase your sales in America’s second largest market, there are now four new reasons to call WMAQ or your NBC Spot Sales representative. You’ll get all the facts about the specialized local programming and intensive local promotion that make sure THE PAY-OFF IS AT THE POINT OF SALE.
WJAR-TV
CHANNEL 10 PROVIDENCE
GIVES SOLID ENTERTAINMENT!

...and SELLS MERCHANDISE!
Put your product before the BIG TV AUDIENCE in Southern New England through Channel 10, Providence.

WJAR-TV
Dominant
Providence, Rhode Island
Represented by
WEED TELEVISION

Page 26 • July 11, 1955
TELEVISION films are a $300 million a year business. That's an estimate, but it's a conservative estimate.

The activity by major tv producers and distributors this summer, a just-completed BT survey reveals, will push the volume of film telecasts this coming fall and winter to new highs which, before the year has ended, may add another $50 million to the time-and-program value of the year's telecasting on film, for a 1955 total sum of $350 million.

Nearly 50 new film series are now in preparation for fall showing by the nation's tv stations and networks, the survey discloses. Pilot films, made or in the making, need only the o.k. of broadcaster or sponsor to be rushed into production and add another score of programs to the new film series to hit the air this year.

Some of these newcomers, it is true, will utilize time formerly occupied by other film programs which have fallen by the wayside. But the majority will not. Most of the tv film shows of last season will be back this fall by popular demand. Most of the newcomers will performe move into new time, some of it taken from live program schedules, some provided by an extension of the tv broadcast day.

The tv networks this fall expect to decrease their total air time by 4.5% in comparison to last spring. Their hours of live programming will be down by 11.3%. (NBC-TV pointed out that the week measured last March was an unusually heavy one, whereas the network's October estimate is based on a typical week.)

Their hours of film programming will be up by 35.3%.

Last spring 13% of tv network time was devoted to films. This fall, films will get 20%.

Those figures are based on estimates supplied to BT by ABC-TV, CBS-TV and NBC-TV, which reported their anticipated hours of live and film broadcasting for a typical week in October. No figures were available from DuMont. The October hours of the three networks were compared with their schedules for last March (BT, April 11), as follows:

<table>
<thead>
<tr>
<th>FILM</th>
<th>LIVE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Hours per Week</td>
<td>Hours per Week</td>
</tr>
<tr>
<td>October</td>
<td>March</td>
</tr>
<tr>
<td>ABC-TV</td>
<td>12:00 14:00</td>
</tr>
<tr>
<td>CBS-TV</td>
<td>15:45 11:30</td>
</tr>
<tr>
<td>NBC-TV</td>
<td>9:00 8:00</td>
</tr>
<tr>
<td>Total</td>
<td>50:15 50:00</td>
</tr>
</tbody>
</table>

Last March, 30% of station time was devoted to non-network film programs. Say that this fall, films will get 40% of station time—a most conservative estimate in view of the statement of T. Gentry Vei, research associate at Kodak Research Laboratories, that film programming accounts for approximately 60% of all tv time.

Now apply these figures to the estimates of the 1955 gross tv business volume, as announced by Oliver Treyz, president of Television Bureau of Advertising (BT, July 4): network, $588 million; spot and local, $303 million.

The results are: network film volume, $118 million; station non-network film volume, $201 million, or a total of $319 million which the telecasting of film programs will bring to the television broadcasters during this year.

Production costs of tv films for the year 1955 will amount to $80 million, according to an estimate of the year's production budget for these film properties in the annual report of the Motion Picture Assn. of America. The swing to film for network tv programming may shortly see the tv networks as film producers as well as buyers. ABC-TV last week admitted that plans are being made to produce its own film programs at its own facilities on the West Coast. A network spokesman told BT that a survey of its plant on the coast is currently underway to determine the feasibility of such a move. He said ABC-TV hopes to have its film studio in operation by next May.

The ABC Television Center in Hollywood consists of 23 acres, formerly a Warner Bros. motion picture lot. In December 1953, the network spent more than $100,000 to refurbish one studio for live tv programming. It is assumed that an extensive remodeling project would be instituted should the network's plans to produce films there materialize.

New tv film programs now being screened for telecasting starting in the fall include the following, according to reports made to BT by leading producers and distributors:

Adventures of Champion
Gene Autry's horse, actor Jim Bannon, 11-year-old Barry Curtis and a dog will be featured in this series which Flying A Productions is filming in Arizona for CBS-TV Film Sales.

Adventures of Long John Silver
The character created by Robert Louis Stevenson is the central figure of this series, to be produced by Joseph Kaufman and distributed by CBS-TV Film Sales. The half-hour adventure series is designed for initial national sales and later for local spot sales. Robert Newton stars as Long John Silver. The series was produced in studio in Sydney, Australia.

Adventures of Dr. Fu Manchu
Glen Gordon plays the insidious Chinese mastermind in the tv series based on the novels of Sax Rohmer which Studio City Television Productions is filming for fall distribution by Hollywood Television Service.

Adventures of the Scarlet Pimpernel
Romance, intrigue and adventure make up this half-hour series, starring Marius Goring, which is being produced abroad by Towers of London and will be distributed by Official Films. The series deals with the exploits of the romantic hero of the French Revolution. It will be Official's first new series in full syndication for 1955-56 and is now being sold.

Alfred Hitchcock Presents
This series of 39 half-hour suspense films, produced by Revue Productions with Mr. Hitch-
cock directing, will be launched Oct. 2 in the Sun., 9:30-10 p.m. EST period on CBS-TV, sponsored by Bristol-Myers Co., replacing Stage Seven.

Alias Jimmy Valentine

The turn-of-the-century comedy-drama of the adventures of a dapper safecracker is the basis for a 28-week series of half-hour tv programs which Gross-Krasne Inc. is scheduled to start shooting this month. MCA TV Ltd. will distribute the series.

Andy's Gang

Successor to the Smilin' Ed's Gang juvenile series, with Andy Devine succeeding the late Ed McConnell as gangmaster, this new series of 52 half-hour films is being filmed by Frank Ferrin Productions and will start Aug. 1 on more than 100 tv stations under sponsorship of Brown Shoe Co.

Behind the Scenes

The adventures of two girls trying for movie careers in Hollywood are related in Behind the Scenes, featuring Sally Fraser and Jill Jarmyn. Studio City Television Productions has completed two pilots of this series, scheduled for fall distribution by Hollywood Television Service.

Brother Mark

This adventure story, now being filmed in Munich, in 39 half-hour episodes, tells of an ex-man-about-the-world who dedicates his life to trapping criminals and upholding justice. To be distributed by Guild Films, the series is being directed by Marion Parsonnet and stars Richard Kiley.

Confidential File

Newman Paul Coates is originator and narrator of this Guild Film Co. documentary series, part live, part film, that supplies behind-the-scenes views of the nation, spotlighting racketeers, narcotics and the plight of various groups living under the shadow of injustice and sorrow. The program has won praise from community leaders and civic groups for its public service.

Count of Monte Cristo

Georg Dolenz and Faith Domergue are starred in this series, now being produced by Television Programs of America. It has not been decided whether the program will be carried network or offered for syndication. The half-hour films will be costume dramas, based on the adventures of Edmond Dantes, The Count of Monte Cristo in Victor Hugo's classic novel.

Crunch and Des

Deep sea fishing adventures make up this half-hour dramatic series that is being produced by Bermuda Productions Ltd. for distribution by NBC Film Division. The series being filmed by RKO-Pathe Inc. on Darrel's Island, a former commercial seaplane base in Hamilton Harbor, Bermuda. The series is based on the Saturday Evening Post stories of Philip Wylie. Forest Tucker plays Crunch Adams, skipper of a 41-foot cruiser; Sandy Kenyon is featured as his partner, Des, and Joanne Bayes is his wife, Sari.

The Crusader

Brian Keith is starred in the title role of this series, based on the files of Radio Free Europe, which Dick Lewis is producing for Revue Productions. The 39-film half-hour series will be sponsored, by R. J. Reynolds Tobacco Co. on CBS-TV.

The Dancers

Jack Denove Productions is filming this NBC-TV series, starring the Show of Shows dancers, Bambi Linn and Rod Alexander. George Bradshaw is writing the fall series, with Val Rosing as director.

Dr. Hudson's Secret Journal

First work of noted novelist Lloyd C. Douglas to reach tv, this story of an eminent brain surgeon (first mentioned in the Douglas best-seller "Magnificent Obsession"), is being produced in Hollywood. Authored, played out at the Hotel Haywood, headed by Brewster Morgan and Eugene Solow, who are shooting 39 half-hour installments for distribution by MCA TV Ltd. John Howard is starred in the title role.

Gangbusters

Like the radio program, this is a half-hour series based on the actual cases of local police departments throughout the country. It is produced in Hollywood by Visual Drama Inc. and will be distributed by the General Telecast Film Division. In each program of the series different actors and actresses are featured.

Darkroom Shortage?

PREDICTION that there will be a great shortage of skilled personnel in the film laboratory field in the near future unless the industry takes positive action was made last week by Herbert E. Pilzer, president of Circle Film Labs, New York. He said that demands made upon the film laboratory field by tv and color films have caused such an expansion that the pool of skilled help has been depleted. He recommended that a training program be conducted on an industry basis with the help of trade unions, and that schools be induced to conduct courses in motion picture laboratory work.

The Goldbergs

Currently in production in New York by Guild Films, which will also distribute the series, this is a continuation of the familiar radio and later tv series starring Gertrude Berg, author of the scripts, in her role of Molly. Other stars include her "family": Robert Harris, Eli Mintz, Arlene McQuade and Tom Taylor. A new twist applied by Guild is the move of the Goldbergs from the Bronx to a small community, Havenville, U.S.A.

Grand Ole Opry

After more than 25 years on radio, this grandpappy of all folk music, country comedy programs has been transferred to tv by Flamingo Films, which anticipates that the series will be showing in more than 200 markets by the end of the year.

Great Gildersleeve

Based on the popular long-time radio series, this half-hour tv show is being produced by Matthew Rapf at the Hal Roach Studios for distribution by the NBC Film Division. It is a comedy program, concerned with the misadventures of Throckmorton B. Gildersleeve, Summerfield's water commissioner and bumbling bon vivant. Willard Waterman is starred.

Gunsmoke

Inevitable consequence of the success of Gunsmoke as a CBS Radio program, the series is now moving into television and will start on CBS-TV this fall, with the same sponsor as in radio, Liggrett & Myers Tobacco Co. Producer-Director Charles Marquis Warren has signed Filmmaster Productions to film the 52-installment adult Western series, which is budgeted at $37,500 per half-hour program.

Ina Ray Hutton Show

This variety-musical, produced and distributed by Guild Films, is directed by Duke Goldstone, who also directs Liberace and Florian ZeBoch shows. The series, in half-hour episodes, features Ina Ray Hutton with her 16-piece band, made up of girl musicians and studded with singing, dancing, and comedy. The show was telecast live on KTTV (TV) Los Angeles for four years before being filmed.

I Spy

Actor Raymond Massey, distinguished on stage and screen, is star of this thriller series now being produced by Guild Films in New York. The program traces dramatic episodes of espionage through the pages of history. Edward Montaigue is director of the show that also stars Dorothy Hart.

It's Always Jan

Janis Paige is starred in this film series about a night club entertainer which Desilu Productions is producing for CBS-TV. Series will make its air debut Sept. 10, sponsored by Procter & Gamble Co. through Compton Advertising.

It's Fun to Reduce

As its title indicates, this Guild Films daytime program deals with the problem of overweight. Margaret Firth is starred.

Jane Wymon

New series, as yet untitled, will star Miss Wymon in 20 of the 36 half-hour films which will be sponsored by Procter & Gamble Co. on NBC-TV, replacing Fireside Theatre. Revue Production is filming the series.

Jungle Jim

This is a half-hour outdoor action series starring Johnny Weismuller with Martin Huston playing Skipper, his 12-year-old son, and Tamba, a pet chimpanzee. The background and atmosphere are primarily jungle, and Mr. Weismuller enacts the role of a hunter-guide. Produced and distributed by Screen Gems, the series is available for local and regional syndication.

M-G-M Parade

Scenes from forthcoming Metro-Goldwyn-Mayer theatrical releases and a variety of material from old M-G-M short subjects will be utilized in the half-hour weekly series to start this fall on ABC-TV. American Tobacco Co. has been reported as a possible sponsor for the series, which marks M-G-M's entry into television.

Mickey Mouse Club

Second Walt Disney venture on ABC-TV, Mickey Mouse Club starts Oct. 3 as a Monday-Friday program at 5-6 p.m., with Armour & Co., Bristol-Myers Co., Campbell Soup Co., Carnation Co., General Mills, Mars Inc., and Welch Grape Juice Co., already signed as sponsors.

Mr. and Mrs.

Ida Lupino and Howard Duff are co-starring in this sophisticated situation comedy series, which Four Star Productions is doing in partnership with Arc Productions.

BROADCASTING • TELECASTING
My Friend Flicka

TCF Television Productions is filming My Friend Flicka, juvenile horse opera based on the Mary O'Hara property and featuring Anita Louise, Gene Evans and Johnny Washbrook, as well as Flicka, for tv use by CBS-TV, Friday, 7:30-8 p.m.

Navy Log

Exploits of Navy personnel form the basis of this factual adventure series, produced by Sam Gallu in cooperation with the U.S. Navy, to be telecast on CBS-TV, Tues., 8-8:30 p.m., with Maytag Co. and W. A. Sheaffer Pen Co. as co-sponsors.

O. Henry Television Playhouse

Thomas Mitchell portrays O. Henry in this series of 39 half-hour programs based on O. Henry's famed short stories which Gross-Krassen Inc. is producing for distribution by MCA TV Ltd.

Patti Page Show

Produced and distributed by Screen Gems, this 15-minute program features Miss Page, the Page Five Singers and Jack Rael's Orchestra. The variety show will be seen twice a week in 107 markets beginning in July, and it is expected that more than 150 stations will broadcast the program.

People's Choice

Jackie Cooper is starred in this situation comedy series which McCadden Corp. is producing for NBC-TV, which will start it on the air this fall with Borden Co. as sponsor.

Red Ryder

This half-hour series will be produced by Flying A Productions and syndicated by CBS-TV Film Sales. The series is based on the exploits of the popular cartoon cowboy, whose adventures have been appearing in newspapers for nearly 30 years.

Robin Hood

Produced by Saphire Films of London for distribution by Official Films, this series based on the exploits of the legendary outlaw has been sold nationally to Johnson & Johnson and Wildroot Co. for telecasting on CBS-TV starting in September.

Science in Action

This half-hour film series, produced by the California Academy of Sciences and distributed by Television Programs of America, dramatizes the miracles of modern science. Dr. Earl S. Hidal is host for the program, which has been sponsored by the American Trust Co. in San Francisco for five years over KRON-TV. The series has just been placed in syndication by TPA.

Screen Directors Playhouse

Through an unusual arrangement with Screen Directors Guild, the entire SDG membership is available for directing assignments for this series of 52 half-hour films which Hal Roach Jr. is to produce for Eastman Kodak Co. sponsorship on NBC-TV. Budget of approximately $50,000 per program has been established for the series.

Sergeant Preston of the Yukon

Charles E. Skinner Productions, a company new to the West Coast, is shooting 32 half-hour episodes of this tv version of the longtime radio serial, which will go on CBS-TV this fall under sponsorship of Quaker Oats Co. Much of the shooting is being done on location in Aspen, Colo.

Sheena, Queen of the Jungle

Produced by Don Sharpe and distributed by ABC Film Syndication, this half-hour adventure series presents Sheena, a beautiful, young African queen who champions justice and peace in her jungle domain. The role of Sheena is played by Irish McCalla. Christian Drake plays the role of Bob the hunter, her friend, and Neil, a chimpanzee who, in a moment of humor, is cast as "Chim," mascot to Sheena.

Showtime

A musical, variety revue, produced and distributed by Studio Films Inc., this series has been filmed in half-hour episodes, with 39 ready for local sponsorship. A host of talent—of song, dance and comedy—appear in the program that is hosted by comic Frankie Fontaine.

Tabor the Great

An eight-foot mechanical robot is the title character in this series of half-hour films now in preparation by Dudley Television Corp. Based on the Dudley Pictures Republic-released feature film of the same name, Tabor the Great is being shot for tv in color in Hollywood, London and various locations in France. The program has been placed in syndication by TPA.

Tales of the Foreign Legion

Erroll Flynn, as the commandant of a Foreign Legion battalion, is starred in this half-hour series, being produced by the Jersey Corp. and Aubrey Baring Assoc. in England and Spain for distribution by CBS-TV Film Sales. Centering around the men of the Legion, each story in the series deals with one man, telling why he joined the Legion and what its effect has been on him.

Tales of the Texas Rangers

This half-hour adventure series about the famed law enforcement body of the Lone Star State is produced and distributed by Screen Gems. It will premiere on CBS-TV on Sept. 3 (Sat., 11:30 a.m. EDT) under the sponsorship of General Mills. Tales of the Texas Rangers will star Willard Parker as Jace Pearson, Texas Ranger, and will include Harry Lauter as Clay Morgan, his sidekick.

The Texas Rangers

Based on true life stories of the Texas Rangers, using material from the files of this renowned peace-keeping body, this series is being produced by Four Star Productions in association with International Television Productions of Houston.

Those Whirling Girls

Margaret Whiting, the songstress, and her sister Barbara are starred in this situation comedy series with lots of songs worked into the plot. Show is now on CBS-TV, co-sponsored by Procter & Gamble Co. and General Foods Corp., as summer replacement for I Love Lucy, whose producer, Desilu Productions, also turns out Those Whirling Girls.

Thunder

Horses and kids are featured in this half-hour drama-adventure series which will be carried

PRESENT at the annual sales convention of ABC Film Syndication, where promotions, reassignments and appointments were announced [8T, June 27], were (1 to r): seated, Don L. Kearney, vice president in charge of sales; Richard P. Morgan, executive assistant to the president; George T. Shupert, president; Leonard H. Goldenson, American Broadcasting-Paramount Theatres Inc. president; Robert H. O'Brien, A-B PT executive vice president; Robert M. Weitman, ABC vice president in charge of programming and talent; Malcolm Kipp, New York sales representative; standing, Robert J. Powers, New England sales representative; Fred J. Stratmann, San Francisco office; Franklin Freemon, New York state sales representative; Barbara Wilkins, promotion assistant; Patric Rastall, midwest acting manager; John B. Burns, director of national sales; Miss Lee Francis, advertising and promotion manager; Howard Anderson, Dallas office manager; Nat V. Donato, eastern sales manager; Joe Porter, Atlanta office manager; Robert Galen, researcher; Joseph F. Greene, client service dept. manager; Paul Wigand, chief accountant, and William Clark, western manager.

Tugboat Annie

Production of a pilot for Tugboat Annie is scheduled for late July by Television Programs of America. Although no specific details were available, TPA revealed that the half-hour series would be supervised by Edward H. Small. The program will not be available until the fall. Theme of the series is the famous Saturday Evening Post series.

20th Century-Fox Series

With no name as yet chosen, the hour-long film series produced by the film company's tv subsidiary, TCF Television Productions, for General Electric Co. sponsorship on CBS-TV this fall-winter, has been described by the film company as tv's "biggest, costliest filmed show," with production costs of the programs said to exceed $2 million. Programs will vary in nature, each to be complete in itself.

July 11, 1955
Uncommon Valor

Half-hour dramatic presentations showing history-making exploits of the U. S. Marines is this series covers the years between 1914 and 1955 through the eyes of men who participated in the action. It was produced by Executive Productions Inc. with the cooperation of the U. S. Marines and is being distributed by the General Teleradio Film Division. Most of the sequences are from the official motion picture film library of the Marine Corps, with additional passages from the files of the U. S. Navy and National Archives.

Warner Brothers Presents

New hour-long weekly series (Tues., 7:30-8:30 p.m.) on NBC-TV will include 13 "Cheyenne" Western segments, 13 "Kings Row" romance segments, and 13 "Casablanca" adventure segments. Sponsors are: General Electric Co., Liggett & Myers Tobacco Co., Monsanto Chemical Co. Sunset Productions, tv subsidiary of Warner Brothers, has begun work on the programs.

Wyatt Earp

Desilu Productions is handling production of this ABC-TV series about the most famous of all Western sheriffs, which will be sponsored alternately by Parker Pen Co. and General Mills.

You Can't Take It With You

Based on the original play by Moss Hart and George S. Kaufman, this half-hour comedy series is being produced and distributed by Screen Gems. The tv series stars Cecil Kellaway as Grandpa, George Givot as the hungry dancing character; Barbara Britton as the normal member of the family; Nydia Westman as Grandpa's daughter, and Joyce Holden as the granddaughter least likely to succeed as a ballet dancer.

In addition to the tv film series which are already set to start on the air this fall, scores of others are in preparation for telecasting at some future time and many pilot films are now being shown to prospective sponsors as ready to go into production on short notice.

In the past seven years since tv film production teams have been on the air, tv drama has passed through several distinct phases. Seven years ago enthusiasm ran high and new production companies by the score announced that they were in business and preparing many new tv film series, most of which never came to pass.

Then came an era of ultraconservatism, with advertisers and broadcasters willing to do business only with the established firms who had proven their ability to deliver what they promised. Instead of wildly pitching pilots or even series on spec, the practice was not to turn a camera unless a signed contract for the series was in hand. At that time the network syndication division was watching the same production tie-ups that such as CBS-TV with Desilu, NBC-TV with Hal Roach Jr.

Can Afford Pilots

Today, the major tv film companies can afford to make pilots for their own package programs, in addition to those made on order from advertisers, networks or major tv film distributors. Some firms, like Ziv, handle the whole deal themselves, filming, producing, selling and distributing their film series.

With the gain of film jurisdiction rights in their new contracts with NABET [BT, April 11], NBC-TV and ABC-TV are beginning to farm out production assignments for a number of network pilots. The same is true of CBS-TV, which led the way for this practice with its IATSE contract.

Pilots which CBS-TV has had completed for the fall market include The High O, dealing with a Coast Guard cargo vessel, filmed by Hal Roach Studios and starring Craig Stevens and Alan Hale Jr., produced by Bill Brennan; Henry Aldrich, filmed by Desilu; Daniel Boone, Frontier Scout, produced by E. D. Leshin and based on legends of this American pioneer; Miss Pepperdine, starring Marie Wilson as a receptionist to a drees manufacturer, filmed by McCadden; A Dramatic on the sea, filmed by Kling Studios.

CBS-TV Hawaiian Series

A major item on CBS-TV's upcoming list is Hart of Honolulu, to be filmed in that city with Dennis O'Keefe and an all-Hawaiian supporting cast. Series, expected to be shot beyond the pilot, is the story of a Honolulu-born American novelist en route to the Far East.

NBC-TV has either completed or just about completed pilot films for My Man Sing, situation comedy concerning a young lady who inherits a Chinese houseboy, produced by Mathew Rapf as producer; The High Dope, comedy with a newspaper background, featuring Bill Goodwin and Cliff Arquette, also filmed by Roach with Matthew Rapf as producer; Hildegard Withers, with Agnes Moorehead playing the mystery-solving lady created by author Stuart Palmer, produced by Tom McKnight; Skip Taylor, USAF, dealing with the adventures of three air cadets, produced by Stuart Reynolds; Submarine, underwater adventures of World War II, produced by John Fiore.

Also Frontier, filmed by Roach Studios with Matthew Rapf as producer and reportedly scheduled for sponsorship by Reynolds Metals as the fall replacement for Mister Peepers; another Rapf-produced pilot, Challenge; a documentary, Impact, filmed by McCadden, and Delightful Imposter, a joint NBC-McCadden venture.

In addition, Hal Roach Studios has completed pilots of Just Plain Folks, with Zsa Zsa Gabor and Cy Howard, program's creator, and Have Camera, Will Travel, with Paul Gilbert, for NBC-TV.

Four Star Productions has pilots on a new Mr. Blundings series with MacDonald Carey in the title part, a film series, Grand Motel, based on the current novel of that name.

Reed Has Pilots

Roland Reed Productions has pilots in the can for The Baxter Boy, a teen-age situation comedy starring Johnny McGovern, and Alarm, a detective/human interest series based on an actual fire.

Studio City Television Productions is preparing an original series, Frontier Doctor, which scheduled for early production.

Hal Roach Jr. is working on a tv format for a series to star the comedy team of Stu Laurel and Oliver Hardy, in addition to the John Nesbitt Passing Parade series which reportedly is ready to be signed for sponsorship. DesiluProductions has completed pilot films of Mr. Tutu, based on the Arthur Train stories and starring Walter Brennan; Just Off Broadway, with Rose Marie, Peggy Ryan and Ray McDonald; Buckley, starring Dorothy Lamour; The Web, for Goodson-Todman, and It's a Great Country for ABC-TV.

Authors Playhouse, the Brewster-Morgan-Eugene Solow firm, has on its upcoming slate a series also named Authors Playhouse, whose individual programs will be drawn from stories by such top American writers as John Hersey, Ben Ames Williams, William Saroyan, John Steinbeck, Christopher Largaye and Ken Lombard.

John W. Loveton Radio & TV Productions is showing half-hour pilot film of projected Scatteredgood Baines series, based on the Clarence Buddington Kelland stories, with Will Banta starred, Mr. and Mrs. North, formerly on NBC-TV, which the Loveton firm has had in syndication, may go into production for a new series on CBS-TV for which negotiations are reportedly now in progress.

Revue Productions has State Trooper, starring Rod Cameron as a modern Western law officer, in the works as a successor to City Detective, Revere series also starring Mr. Cameron. New series will be syndicated by MCA-TV.

Two in Preparation

Screen Gems is also making preliminary preparations on Circus Boy and Tales of the Bengal Lancer, but production has not started on these programs and they are not expected to be available for fall distribution.

Charles E. Skinner Productions' future book includes a Western series, Riders of the Pony Express, and a of earlier days in American history, based on the novels of James Fenimore Cooper.

Roy Rogers Productions is preparing a new series, Brave Eagle, for CBS-TV.

A number of the tv film producers and distributors are not putting new tv programs on the market this fall but are concentrating on preparing additional sequences for already-established series begun last year or earlier (such as Desilu's Cisco Kids, which has been in television this fall), for which there is a continuing demand from stations and sponsors. There is neither space nor need to list these programs here, but it should be noted that they comprise a major part of the tv film fare which will be televised during the months ahead.

Not all the films shown on tv are specially made for this medium. Feature films originally screened for theatrical showings have also been proved popular on tv. Last March, BT found that 16.6% of station air time was devoted to these films, slightly more than the time given to films made expressly for telecasting, which received 13.8% of the total station air time.

There are no indications of any curtailment in the telecasting of feature films in the immediate future. MCA-TV, distributor of 56 hour-long Gene Autry pictures and 67 Roy Rogers pictures of the same length, now released to tv for the first time, reported sales of $3 million in the first three weeks [BT, May 2]; National Telefilm Associates achieved $736,000 worth of sales of its "Fabulous Forty" package of British feature films in the first month [BT, June 13].

NBC-TV 'First'

On Oct. 9, NBC-TV will set a tv "first" by telecasting in color the full-length color feature picture, The Constant Husband, preceding its release to motion picture houses [BT, June 6]. NBC-TV will also colorcast The Magic Box on its network, obtaining from NTA the rights to the picture, one of the "Fabulous Forty," a step which required releases by the 18 tv stations which had already purchased the package [BT, July 4].

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CREAM OF WHEAT TO STRESS NIGHT TV; FIVE OTHERS SET RADIO-TV CAMPAIGNS

Increase in tv budget to $675,000 announced by cereal firm for its drive in 56 markets. Robert Hall Clothes plans radio-tv splurge. Others: 'Digest,' Muriel cigars, Blue Bonnet, Seabrook Farms.

CREAM of Wheat Corp., Minneapolis, is putting $675,000—representing an increase of more than 40% over its broadcast budget of last year—into a television campaign using station identifications in Class A evening time.

The company is one of several advertisers active in radio and television spot planning last week. Others include Muriel cigars, Reader's Digest magazine, Blue Bonnet margarine, Seabrook Farms and Robert Hall Clothes.

Cream of Wheat will pour its $675,000 into 56 markets, using three to four Class A nighttime ID's effective Aug. 15 for 52 weeks. The 52-week contract will prevail everywhere except in the South and Southwest, where a 39-week campaign will take place, since the firm will not use the 13 summer weeks in those areas.

The schedule marks the first time that Cream of Wheat is using nighttime television. Last year the firm used alternate weeks of daytime radio and television in each market. But this season the plans call for television only, with an increase of $200,000 in the budget over last year.

BBDO, Minneapolis, is the agency preparing and placing the campaign.

Other Ad Drives

P. Lorillard Co. (Muriel cigars, New York, starts a radio spot campaign this month in about a half-dozen markets through Lennen & Newell, New York.

Reader's Digest, through Schwab & Bratty, New York, is preparing a one-week spot announcement campaign in a number of Midwest markets, using both radio and tv. The schedule starts Aug. 15.

Standard Brands (Blue Bonnet margarine), New York, effective today (Monday) is entering a radio and tv spot announcement schedule in 40 to 50 markets. Ted Bates & Co., New York, is the agency.

Seabrook Farms (frozen vegetables and fruits), Bridgerton, N. J., now making up its plans, is expected to run its annual 26-week campaign Oct. 1 through April 1, most likely using both radio and television as in the past.


New Chesebrough-Pond's To Retain Same Agencies

CHESEROUGH-POND'S Inc., new firm formed by the merger of Chesebrough Mfg. Co. (Vaseline brand products) and Pond's Extract Co. (cosmetics), will continue the advertising agency associations of both predecessor companies, Albert B. Richardson, who has been named vice president in charge of advertising, announced last week.

The Pond's agency is J. Walter Thompson Co. of New York. The company has been with the agency since 1886. Chesebrough will continue with McCann-Erickson. Their affiliation dates back to 1912.

Mr. Richardson succeeds Basil L. Emery, who was elected vice president and assistant to the president.

'Channel 4 Store' Plan Includes Over 6,500 N. Y. Food Stores

GROUP of food chain outlets in the New York metropolitan area, comprising more than 6,500 stores with an estimated volume of $3 billion, has signed to participate in WRCB-TV New York's "Channel 4 Store" plan, designed to merchandise and promote, at point of sale, food products advertised on the station.

The plan will be put into operation Thursday on behalf of Dilbert's Markets for one week. On succeeding weeks the promotion will be extended to other participants, including thus far, Acme Super Markets, Food Fair, Shopwell Markets, Associated Stores, Key Food Stores, Shop-Rite Stores, Daith Markets, Sunrise Markets, Diamond Mkt, Kings Kullen Markets, and Kings Markets.

Max E. Buck, director of advertising and merchandising for WRCB-AM-TV, reported that advertisers eligible for the plan must sponsor an on-the-air schedule of $1,500 in announcements or participations in daytime hours, or run schedules of $5,000 or more per week for announcements or programs regardless of time classification. The WRCB-TV merchandising coordinator, will supervise a field staff that will arrange for manufacturer participation and work closely with retail outlets.

During each chain promotion, WRCB-TV will use its tv personalities and on-the-air announcements to build traffic and stimulate sales. In turn, advertisers in the "Channel 4 Store" plan will receive promotional assistance from 6,500 participating stores in the form of store displays, newspaper promotion in the chain advertisements, bulletins to store managers ordering product promotion, and sales reports on each promotion.

Nielsen Index to 12 Stations

SIGNING of 12 additional stations, including NBC-owned KTLA (Los Angeles) and KNBC San Francisco, for Nielsen Station Index (NSI) surveys has been reported by A. C. Nielsen Co. Others, bringing station total to 61, were WMCA and WNEW New York, WITH Baltimore, WERD and WAKO Atlanta, KTTV (TV) and KTLA (TV) Los Angeles, WVDA Boston and WGN Chicago and KFUTO St. Louis. Six new agency contracts also were reported, bringing agency advertiser total to 75 (12 advertiser, 67 agency, 12 advertiser, are: Campbell-Ewald and Ogilvy, Benson & Mather, both Detroit; Goodman & Ship and Watson, Kay & Phillips, Pittsburgh; Advertising Co. of America and Erwin, Wasey & Co., Los Angeles, and Wherry, Baker & Tilden, Chicago.

LATEST RATINGS

NIELSEN

Top 10 Tv Programs Two Weeks Ending June 11, 1955

<table>
<thead>
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<th>Rank</th>
<th>Program</th>
<th>Network</th>
<th>Home In Cities</th>
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<tr>
<td>1</td>
<td>George Gobel Show (Pet Milk)</td>
<td>NBC</td>
<td>13,600</td>
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<tr>
<td>2</td>
<td>Love Lucy (P &amp; G)</td>
<td>CBS</td>
<td>12,717</td>
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<tr>
<td>3</td>
<td>Jackie Gleason Show (CBS)</td>
<td>CBS</td>
<td>12,312</td>
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<td>4</td>
<td>Disneyland (ABC)</td>
<td>ABC</td>
<td>12,048</td>
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<td>5</td>
<td>Ford Theatre (NBC)</td>
<td>NBC</td>
<td>11,746</td>
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<tr>
<td>6</td>
<td>Drought (NBC)</td>
<td>NBC</td>
<td>11,791</td>
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<tr>
<td>7</td>
<td>Jackie Gleason Show (CBS)</td>
<td>CBS</td>
<td>11,686</td>
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<td>8</td>
<td>Producers Showcase (NBC)</td>
<td>NBC</td>
<td>11,941</td>
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<tr>
<td>9</td>
<td>Lux Theatre (NBC)</td>
<td>NBC</td>
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Per Cent of Daytime Homes Reached Program Station Basis

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<td>George Gobel Show (Pet Milk)</td>
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<td>Jackie Gleason Show (CBS)</td>
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<td>3</td>
<td>Love Lucy (P &amp; G)</td>
<td>CBS</td>
<td>39.7</td>
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<td>4</td>
<td>Ford Theatre (NBC)</td>
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<td>Drought (NBC)</td>
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<td>8</td>
<td>Jackie Gleason Show (CBS)</td>
<td>CBS</td>
<td>35.6</td>
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Copyright 1955 by A. C. Nielsen Co.
MORE FIRMS SPEND MORE ON TV YEARLY

TvB finds repeated re-orders are key to television's success.

FACTS and figures pointing up television's performance as a salesman are highlighted in a 67-page presentation released by Television Bureau of Advertising last week.

The presentation incorporates the findings of the first two major research projects commissioned by TvB. A survey of the washing machine market by A. C. Nielsen Co., and the "market basket" survey of supermarket shoppers by the Institute for Research in Mass Motivations [IBT, March].

These findings, first made public by TvB President Oliver Treyz in the IVT session at the NARTB convention, and other research data are used to spell out answers to three basic questions with which the presentation, called "The Three 'How's' of Television," is concerned:

How many prospects does tv reach? How much does it cost to reach them? How effective are its sales messages?

As of May 1, the study shows, "more than nine of every ten U. S. homes are in areas covered by tv — more than seven of every ten U. S. homes own a television set ... [and] in the first four months of 1955, the average television home used its set five hours, 28 minutes per day — more than 38 hours per week."

While magazine circulation-per-dollar has dropped 14% and newspapers 12% in the past four years, the presentation continues, the number of homes reached per dollar by television has increased 38%. Cost data also are cited to show "television not only reaches the prospects an advertiser wants to reach, but it reaches them at low unit cost, regardless of whether he uses network, national spot or local television."

The Test: Re-orders

Citing the sales maxim that says, "You haven't completed a sale until you get a re-order," the study maintains that "here lies the key to television's success."

The following table, using Publishers Information Bureau figures on network advertisers and N. C. Rorabaugh Co.'s spot advertisers, shows how the number of national and regional users of tv has grown since 1949:

Number of television advertisers
First Quarter

Region & National Spot Network

1949 267 82
1950 527 102
1951 987 169
1952 1,277 177
1953 2,606 169
1954 1,950 214
1955 2,346 236

Moreover, the presentation points out, "of the 'top national advertisers' who used one or more of the four major media, 93 are eligible for television advertising — and 90 of these 93 did use tv last year, while one of the year's five eligible holdouts has started in television this year. [Eligibility refers to acceptability of products, hard liquor advertising, for instance, is not accepted by broadcast stations.] Also, it was noted, whereas the "top national advertisers" spent 8.3% more in the four major media in 1954 than in 1953, their expenditures in network television alone were up a whopping 45%.

TvB also cites the tv record of Procter & Gamble Co., "one of the largest — and considered by the biggest penny-conscious — advertisers in the world." The presentation points out that P&G spent an estimated $34.5 million in network and national spot television time (not including talent expenditures) in 1954 — 4.7 times more than they spent in newspapers and supplements [and] 5.2 times more than they spent in general and farm magazines."

"But you don't have to be a Procter & Gamble to appreciate the impact of television as an advertising medium," the presentation assures. It presents the following table, from PIB figures, to show how some of the smaller advertisers not to be found among the top 100 spenders — have "reordered" television over the years. Nor do these figures include spot tv expenditures:

Gross Television Network Expenditures % Increase

Advertiser 1951 1954 1955
Simoniz Co. $123,410 $1,395,163 $1,031
Wine Corp. of America $308,415 $1,231,827 299
Singer Mfg. Co. $130,905 $1,086,621 730
C. Swanson & Sons $257,193 $940,249 252
Gerber Products $166,950 $857,676 414

Wrapping up its presentation on the effectiveness of television and its final results of the study made by the Institute for Research in Mass Motivations among shoppers in Fresno and San Francisco, Calif., and in Peeskill, Tarrytown and Syracuse, N. Y. The surveyed shoppers credited television with having been the medium most responsible for purchases representing 49.4% of the dollars they had spent. The study also showed that television was the leading influence in 14 of 17 product categories — and the dominant [more than 50%] influence in 9 of the 17.

Klau-Van Pietersom-Dunlap Elects Five in Top Echelon

ELECTION of Frank V. Birch from president to chairman of the board of Klau-Van Pietersom-Dunlap Inc., Milwaukee advertising agency, has been announced. Coupled with this action, was the election of A. R. McGinnis a. R. McGinnis to the presidency of the company's advertising and marketing department.

Klau-Van Pietersom-Dunlap has been a member of the American Advertising Federation since 1953. Mr. McGinnis was elected last week were the resignations of Leo K. Parker, western newspaper editor and Marjorie Ann Thomas as tv film editor in Hollywood.

At Washington headquarters of the magazine, Frank Gentile was appointed subscription fulfillment manager, reporting to John P. Cosgrove, manager of circulation and readers' service. Mr. Gentile joined B&T last October.

B&T Names Christopher

APPOINTMENT of Lawrence Christopher as associate editor in charge of western news operations was announced last week by Sol Taishoff, editor and publisher of Broadcasting & Telecasting.

Mr. Christopher's appointment is effective July 15. He will headquarter in B&T's Hollywood bureau.

A veteran of 12 years' service with B&T, Mr. Christopher has covered most branches of the federal government, in recent years specializing in FCC activities.

He is a graduate of American U., Washington, a member of Sigma Delta Chi (national journalism fraternity) and the National Press Club. He is 31.

He also announced last week were the resignations of Leo Koerner, western newspaper editor and Marjorie Ann Thomas as tv film editor in Hollywood.

John U. Reber Dies at 62;
Headed Thompson Radio Dept.

JOHN U. REBER, 62, a vice president and director of J. Walter Thompson Co., and head of its radio department, died following a heart attack July 3, at his country home at State Hill, Reading, Pa.

Reber was a native of Reading. He joined the agency in 1917 and was named a vice president in 1929. In 1933 he became a director. He was radio-tv supervisor of the Kraft Foods Co. account and was credited for the company's successful use of those media including Kraft Theatre. He developed many famous radio programs, including the Major Bowes, Eddie Cantor and Burns & Allen shows.

An alumnus of Phillips Exeter Academy, he was graduated from Amherst College, Amherst, Mass., in 1916. He served in the U. S. Navy during World War I and following the war he headed the JWT London office three years.

He leaves his wife, the former Milena Miller; three sons, John of Westport, Conn., and Richard and Christopher of New York, and a daughter, Mrs. Fred Jones of Sewickley, Pa.

Top 1955 Ad Student Picked

THE Ann of Advertising Men & Women last week announced that John William Sorrano of Fresno, Calif., a June graduate of the U. of Notre Dame, has been named Advertising Student in America, 1955.

Mr. Sorrano was chosen over 49 other top advertising and marketing seniors on the basis of his participation in the AAM&W's fifth annual "Inside Advertising Week," held last April, and his scholastic and extra-curricular record.
Baltimore has the largest plant in the world for the manufacture of long distance cable.

Baltimore has the largest superphosphates plant in the world.

Baltimore has one of the largest sugar refineries in the world.

Baltimore has the largest straw hat plant in the world.

Baltimore now has the largest meat packer on the Atlantic Seaboard.

Baltimore’s FIRST TELEVISION STATION  
October 27, 1947

First on air—First with viewing audience—
212.5 Quarter-hour Firsts*
First with super power—July 26, 1953
First with color—December 30, 1953
First with remote pickups—
2469 (as of July 14, 1955)*

*Based on A.R.B. Survey

WMAR-TV

Channel 2 Sunpapers Television Baltimore, Maryland

Telephone Mulberry 5-5670 - Television Affiliate of the Columbia Broadcasting System

Represented by The Katz Agency, Inc. New York, Detroit, Kansas City, San Francisco, Chicago, Atlanta, Dallas, Los Angeles
Channel 5 leads all Nashville in share of television audience growth. For availabilities, check The Katz Agency, our national representatives.

Greater Nashville watches channel 5

The station for 62 Tennessee and Kentucky counties—a billion dollar market reached by Nashville's highest towered, maximum powered station. In addition to complete Nashville coverage, WLAC-TV delivers a consistently clear signal to an area that's "fringe" to others, "basic fabric" to channel 5. This exclusive WLAC-TV bonus area contains at least 43,000 families with tv sets, bringing our total coverage to a potential quarter million families.

WLAC-TV

100,000 watts • channel 5
CBS Basic Affiliate
Nashville, Tenn.

For availabilities, check our national reps, The Katz Agency.
New Thompson Group Issues Operational Credo

THE NEW management team of J. Walter Thompson Co. spelled out its operational credo last week. President Norman H. Strouse, Vice Chairman, Henry C. Flowers Jr. and Samuel W. Meek, elected in the realignment which also elevated Stanley Resor from president to chairman of the board [B&T, July 4], issued a statement which read in part:

"The new executive team of the J. Walter Thompson Co. is designed to take advantage of the growing and expanding opportunities of our company in the years ahead. It is in line with the best management strategy which is developing in American business as a whole.

"The statement also said, "We believe there is greater opportunity for young people in advertising and selling than ever before because the years ahead will undoubtedly see greatly expanded use of products and services to meet the requirements of a much higher standard of living."

The statement also reported that "Mr. Resor will continue active in the management of our company. Mr. Strouse will make his headquarters in New York but will continue to take a direct interest in our Detroit office," which he headed before elected to the presidency.

SPOT NEW BUSINESS

Procter & Gamble (Duz), Cincinnati, is planning tv spot announcement campaign starting today (Mon.) in scattered markets. Contract, placed through Compton Adv., N. Y., is for usual P&G till forbid duration.


NETWORK NEW BUSINESS

Scott Paper Co., Chester, Pa., will sponsor Father Knows Best on NBC-TV (Wed., 8:30-9 p.m. EDT) effective Aug. 31. Agency: J. Walter Thompson Co., N. Y.

General Foods Corp. (Post cereals), White Plains, N. Y., signs for Commando Cody on NBC-TV (Sat., 11-11:30 a.m.) effective July 16. Agency: Benton & Bowles, N. Y.

NETWORK RENEWALS

Beltone Hearing Aid Co., Chicago, buys first Tue. quarter-hour of Breakfast Club on ABC Radio (Mon.-Fri., 9-9 a.m. for 52 weeks, starting Sept. 13. Firma previously bought two segments on test basis last April. Agency: Ollan & Bronner Inc., Chicago.

Aluminum Ltd., N. Y., to resume sponsorship of Omnibus, on CBS-TV (Sun., 5-6:30 p.m. EDT), when series returns Oct. 9. Agency: J. Walter Thompson Co., N. Y.

AGENCY APPOINTMENTS

Florida Furniture Market and Home Builders Show, Miami, has appointed E. M. Eifeladv. Management, same city.

Grove Labs, St. Louis, has named Dowd, Redfield & Johnstone, N. Y., to introduce and handle advertising for three new proprietary drug products.

GULF OIL CORP., through its Charlotte (N. C.) district office, takes sponsorship of three newcasts per day, six days a week over WIST there, for its Gulfpride motor oil. L. A.: Thomas B. Sawyer, WIST sales; Frank Harden, managing director of the station, and William A. Collier, assistant manager, Gulf's Charlotte district.

Towne Talk Co. (Towne Talk foods), L. A., has named Mottl & Sitemap Adv., same city. Charles Mottl and Irvin Sitemap are account executives.

White-Rodgers Electric Co. (electrical controls), St. Louis, has appointed Oakleigh R. French & Assoc., same city. Kenneth J. Bayer, executive vice president, heads service team of account.


Foremost Dairies, midwest div., Minneapolis, has appointed Bruce B. Brewer & Co., Minneapolis.

U. S. Igniter Corp. (spark plugs), Phila., has appointed Adv. Assoc. of Phila. Inc.

Rockwood & Co. (chocolate, cocoa products), Brooklyn, N. Y., names Robert W. Orr & Assoc., N. Y.

Ivo Inc. (drug, cosmetic products), West Bend, Wis., appoints Grant Adv., Chicago.

AGENCY SHORTS

Don Frank & Assoc., Beverly Hills, Calif., has merged with Byron H. Brown & Staff, L. A., retaining latter name. Mr. Frank becomes vice president of Brown. Frank accounts move to Brown.

Oakleigh R. French & Assoc., St. Louis, in corporates from partnership with officers: Oakleigh R. French, president; Kenneth J. Bayer, executive vice president; Oakleigh R. French Jr., vice president; Mazie G. French, secretary-treasurer.

Ruthrauff & Ryan Inc., Houston, Tex., moves to larger quarters in Old National Insurance Bldg., 515 Fannin St.

A&A PEOPLE

Randolph McKeelvey, Young & Rubicam, N. Y., appointed vice president and account supervisor.

David Pierson, regional sales manager, Green Giant Co., Le Sueur, Minn., appointed sales director.

Clinton O. Clark, Ewell & Thurber Assoc., Toledo, Ohio, to Compton Adv., N. Y., as assistant to president.

William Dahlman, G. Frank Johnson and Herbert W. Warden named vice presidents, Ogilvy, Benson & Mather, N. Y.


Rita Burton, formerly assistant sales promotion and publicity director, KCP (TV) Hollywood, to Enyart & Rose Adv., same city, as copy chief and assistant publicity director.

Mary Ann Dahl, formerly with WNAK Yankton, S. D., to Lesing Adv. Co., Des Moines, Iowa, as radio-tv copy director, succeeding Peggy Rayborn.

Harold S. Boxer, television-radio div., Westinghouse Electric Corp., Metuchen, N. J., to Felder-quigan Corp. (heating, cooling products), Buffalo, N. Y., as advertising and sales promotion manager.

R. E. Anthony, personnel and distributor relations director, Pabst Brewing Co., Chicago, appointed general sales manager, Tap-a-Can Div.


John L. McQuigg, J. Walter Thompson Co., Detroit, named office manager, succeeding Norman H. Strouse, who was named JWT president last week [B&T, July 4].

J. Clark Mattimore, advertising manager, Conde Nast Publications, N. Y., to Kenyon & Eckhardt N. Y., as field account executive on Shell Oil; John Murphy, Biow - Beinr - Toigo, N. Y., to

Modern Office

IMPORTANCE of television in modern business is stressed in plans for 38-story office building to be erected by Joseph E. Seagram & Sons Inc., subsidiary of Seagram Distillers, on Park Avenue between 52nd and 53rd Sts., New York. Building, to be known as Seagram Park Avenue, will contain transmission and receiving equipment for closed-circuit tv in color as well as master outlet system for receiving tv broadcasts. Skyscraper will take two years to build.
Last week NBC Television transported 40,000,000 viewers out of their living rooms into the Wide Wide World. Forty cameras, 32,000 miles of cable and relays, a thousand technicians turned a continent into a playground; turned ninety-minutes of a Monday evening into a national holiday.


That was the first Wide Wide World. The mobile units are organizing new assignments, searching out new places, new faces, new surprises for the next performance.

And NBC is staying right on top of the world. Out of the problems and realities of this troubled century
a series of compelling programs is being created — programs with the impact of a banner headline. "1976," an exciting look at your world of tomorrow, is a telementary scheduled for October 9. Later this fall you will see "Nightmare in Red," an hour-long dramatic history of Russian communism, and "The Jazz Age," a report on America's boisterous "bubble" years, both part of NBC's "Project 20." "Young India," a study of what India is today, has been filmed in color by NBC and is scheduled for November showing.

All this is a part of the NBC design for television . . . to present the real world — the world of entertainment, of enlightenment, of information, of conflict and debate.

Television like this has given NBC its commanding leadership in audience. And wise advertisers will make it a point to be where the audience is.

See "The Meeting at the Summit" on NBC Television, 8:00-9:00 P.M. EDST, Sunday, July 17, the eve of the Big Four Conference.
Fashion plays a large part in Sioux City Sue's life — she keeps a close eye on the Paris couturiers — but this particular "look" refers to the shape of TV screens, not clothes.

Sue (plus 152,875 of her 204,500 neighbor families) owns a TV set, and television fashions a lot of her spare time. She's an inveterate viewer, true — but discriminating, too. She looks mostly at KVTV Channel 9.

A recent Telepulse Survey clearly pointed to Sue's viewing preference — KVTV rated a 77% share of audience from 6 to 12 weeknights... with the top 10 shows plus the top 23, and 24 of the top 25!

To set the style for advertisers, this should be titled "Sioux City Sue favors KVTV Channel 9". But no matter if the moral hit home... the best way to reach Sue and her $991 million buying income is KVTV television.

Your Katz man is as close to you as your telephone.

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**ADVERTISERS & AGENCIES**

Dietrich L. Leonhard, formerly market research director, Oscar Mayer & Co., (meats), Madison, Wis., named to direct newly-organized market research dept., Tidy House Products Co. (cleaners), Shenandoah, Iowa.

Fred Folks, formerly producer-director, KVOO-TV Tulsa, Okla., to Baran-Walters Adv. Agency, same city, as account executive.


William Shafer to American Research Bureau, L. A., as account representative.

John A. Sisk Jr., Al Paul Lefton Co., N. Y., to timebuying staff, Kludner Agency, N. Y.

Pamela Herbert to Rogers & Cowan (public relations), N. Y., as account executive.

Roger Varin appointed account executive, Blow-Bein-Toigo, N. Y.; John Douglas Hayes appointed account field representative in South America.


Howard Watson, Manning Public Relations Firm, N. Y., to Cunningham & Walsh, N. Y., as public relations representative.

Al Weismann, publicist and TV program writer, appointed public relations representative, Foote, Cone & Belding, Chicago.

Harold C. Johnson, formerly merchandising chief, Schulze & Burch Biscuit Co., Chicago, appointed assistant merchandising director, Earle Ludgin & Co., Chicago; C. L. Helman, formerly advertising media supervisor, Frigidaire Div., General Motors Corp., Detroit, to Ludgin as assistant space media director.

Lewis Ladin, senior copywriter, Campbell-Ewald Co., Detroit, to tv-radio dept., Geyer Adv., N. Y., as tv copywriter.

Desmond C. O'Neill, media dept., Young & Rubicam, N. Y., to Bryan Houston Inc., same city, as media buyer.

Dorothea Hills, formerly with Roy S. Durstine Inc., S. F., to creative dept., Brisacher, Wheeler & Staff, same city, as copywriter; Pat Condon, formerly with Rhodes & Davis Adv., S. F., to Brisacher media dept., as newspaper buyer.

Robert D. Monson, writer, Cunningham & Walsh, N. Y., to public relations and publicity dept., Anderson & Cairns, same city.


Norman R. Klug, president, Miller Brewing Co., Milwaukee, elected director and member of executive committee, Milwaukee County chapter, American Red Cross, succeeding late Frederick C. Miller, former Miller president.
The Only
MAXIMUM POWER
Station Between

DALLAS AND MEMPHIS - - - 423 miles
TULSA AND NEW ORLEANS - - 553 miles

DALLAS

TULSA

TEXARKANA

MEMPHIS

NEW ORLEANS

100,000 WATTS

CBS—ABC INTERCONNECTED

Represented by
VENARD, RINTOUL and McCONNELL, Inc.
Walter M. Windsor, General Manager
Most comprehensive survey ever made of a radio audience

There's a new report out on radio listening. Advertisers will find it absorbing . . . for a good many reasons.

- It measures audience quality as well as quantity.
- It measures station preference as well as program preference.
- It measures listening habits 24 hours a day, upstairs, downstairs, indoors and out.
- Its sample is big—so big that the report is conclusive, definitive.

The survey was made by Alfred Politz Research, Inc., in an area that includes parts of four states. There are 197 radio stations to choose from in that area. But survey results show that 41.4 per cent of the adult listening audience is tuned daily to one station—WJR, Detroit.

Whether it's news, drama, farm reports, sports, homemaking shows, music, or variety—makes no difference. Morning, afternoon, evening, all night—no difference. The overwhelming percentage of people prefers WJR.

That's because WJR is a radio station with a personality. The personality accounts for circulation—millions of steady listeners who tune to WJR for the kind of programming they want.

The Politz report is fascinating—don't fail to read it! Either write WJR, Detroit 2, Michigan, or ask your local Henry I. Christal Company representative for a free copy.

The Great Voice of the Great Lakes

WJR

Detroit

50,000 Watts CBS Radio Network

More for your advertising dollar . . . this year!
That's the new, free WJR-Politz Survey. Get it today if you want to sell Detroit and the Great Lakes Area.
ATTENDANCE AT RAB CLINICS UP 31%

Kevin Sweeney, president, in announcing report on first series of 1955, sees success of series, along with a new series slated to begin this month, contributing to an expected 20% increase in total radio local sales volume for 1955.

Kevin Sweeney, RAB president, announced that approximately 2,700 radio station managers, sales managers and salesmen participated in the sessions. He estimated that attendance was 31% larger than any clinic series confined to RAB member stations only.

Mr. Sweeney called the sessions the “most successful” and predicted that, along with a new clinic series slated to begin next month, they will contribute toward a 20% increase expected in radio local sales volume this year.

The RAB clinics since last January focused on the theme of “Six Small Steps to the Big Sale,” and, according to Mr. Sweeney, hundreds of sales executives who attended the sessions “already have made substantial progress toward the Big Sale.” The clinics consisted of 65 city meetings in 39 states.

Since January either Mr. Sweeney, Arch L. Madsen, director of station relations, or R. David Kimble, director of local sales and services, has been on the road every other week. They have preached the philosophy of selling “a whopping order” to one of the top five advertisers in the station’s home city.

“During these clinics,” Mr. Sweeney said, “we asked salesmen to devote 60 hours of planning and selling to a single account over and above any other time they planned to give this account; and what’s so gratifying is that hundreds are doing it and dozens already made a ‘Big Sale’ for their station and usually for all the other stations in the area.”

Radio Conversion Formula

RAB’s “Six Small Steps” formula, designed to convert important advertisers to the use of radio on an extensive basis, encompasses the following:

1. Believe in Your Product and Know It. RAB acquainted station salesmen with new research pointing up radio’s “virility and future”;
2. Prepare Your Story—the Whole Story. RAB demonstrated how all pertinent facts about the advertiser, his business and the radio proposal could be assembled for use in a presentation;
3. Plan the Right Selling Approach and Close. RAB gave tips on the organization of a major presentation and suggested the “close” that seemed to work best on big budget advertisers;
4. Make Your Presentation With Showmanship. RAB showed a 45-minute slide presentation, illustrating the technique of a major presentation made to a specific local advertiser for each area;
5. Trigger the Sale With the Right Idea. RAB stressed the importance of giving the advertiser something specific to buy, particularly the handling of his proposed radio commercial;
6. Put Your Client on the Air and Keep Him There. RAB emphasized that the salesman’s responsibility did not end with the contract signing, and showed radio salesmen how to lay out a campaign for maximum results for various types of advertisers.

Plans for Second Series

“This was our most successful series of clinics, measured both in attendance and enthusiasm,” Mr. Sweeney said. “In about seven weeks, we will begin our second series for 1955 in which we will cover approximately 35 cities with a new clinic program, designed to follow up on the pattern laid out in the first series. We think that these clinics will play a major role in the 20% increase in local sales volume which we see for this year as a definite possibility for radio.”

Here’s How

HOW BIG is television? How fast is it growing? Television Bureau of Advertising put the answer in 24-hour terms in its “Three Hows of Television” (see page 32), released last week. Thus:

“Since this same time yesterday, television added 15,000 more homes to its total audience—now over 34 million families.

“Since this time yesterday, the nation’s advertisers have spent 2% million more dollars for television—an investment now nearing the billion-dollar-a-year mark.

“And since this time yesterday, television has helped move a mountain range of goods... .”

Obviously OUTSTANDING

MORE LOCAL AND NATIONAL ADVERTISERS THAN ALL OTHER PEORIA RADIO STATIONS COMBINED

FIRST IN the Heart of Illinois

CBS RADIO NETWORK

FREE & PETERS, Inc., Exclusive National Representatives

Page 42 • July 11, 1955
Summer Daytime TV - a Great Buy in Texas

People stay indoors at 100°

In sun-drenched San Antonio daytime TV takes on a new importance in summer.

With temperatures of 100° or more, day after day, people stay indoors during the daytime heat.

...indoors with air-conditioner and TV set turned on! That's why "sets-in-use" stays astonishingly high in San Antonio in summer; why KENS-TV is such an outstanding daytime buy.

Free & Peters has details on how to keep your summertime sales hot in San Antonio. Give them a call!
Philadelphia Group Names Erickson, Dannenbaum

THE TELEVISION & Radio Assn. of Phila-
delphia has elected for the coming year Walter
M. Erickson, media director of Gray & Rogers,
chairman and Alexander W. Dannenbaum Jr.,
commercial manager of WPTZ (TV) Philadelphia,
president.

The group was formerly known as the Tele-
vision Assn. of Philadelphia, but a resolution
adopted at the annual banquet last month en-
larges the association's activities to embrace
radio. Formal invitations to local radio sta-
tions and the actual change in the organiza-
tion's structure will take place during the sum-
mer and fall.

Other officers elected for 1955-56 are: vice
president, Robert Dome, Headley-Reed; vice
president-general counsel, lawyer Morton Si-
mons; treasurer, Mary Dunlavney, Towne Ad-
vertising; secretary, Howard Machmeier,

John B. Browning (center), president of WSPB Sarasota, Fla., and past president
of the Florida Assn. of Broadcasters, congratulates Harold P. Danforth, WDBO Orlando,
who was elected chief executive at the group's annual meeting [B+7, July 4]. Other
officers are (1 to r): Guy Hamilton, WTYS Montgomery, secretory-treasurer; H. Dennion
Parker, WTAN Clearwater, first vice president, and directors George W. Thorpe, WVCG
Coral Gables; James L. Howe, WIRA Fort Pierce, and Lawrence A. Rollins, WSIR Winter
Haven. Other officials elected but not in photo are John H. Phipps, WTAL Tallahassee,
second vice president, and Miller N. Babcock, WGBS Miami, director.

WFIL and assistant secretary, Doris Scheuer,
Adrian Bauer agency.

Elected to the board of directors of the as-
association are: Nathan Alexander, Weightman
Inc.; Franklin Tokane, KYW; Alice Mooney,
Richard A. Foley Advertising; Sherman Greg-
gory, WFIL-TV; Bernard Kramer, Gresh &
Kramer; Ed Wallys, WPTZ; David Kugler, De-
Franet Bros.; Walter Tillman, TV Guide, and
Robert McGredy, WCAU-TV.

RAB to Sell Radio To Home Furnishers

CAMPAIGN to sell radio to home furnishing
retailers throughout the nation got underway last
week, according to an announcement made by
Kevin Sweeney, president of Radio Advertising
Bureau, New York. RAB's member stations
will be assisted in their sales drive by sales
material supplied by RAB.

The material includes a 16-page presentation,
"Radio Furnishes Homes," a booklet describing
how 267 different furniture and floor covering
dealers use radio, an analysis of program and
announcement preferences by city size and type
of dealer, a furniture information folder, a
report on operating methods of furniture deal-
iers, and an appliance information folder provid-
ing similar information on appliance dealers.

Mr. Sweeney said the sales aids are part of
RAB's "Big Sale" strategy (see page 2). Every
month stations will receive a complete sales
plan with all important sales tools included to
make presentations to retailers who represent
"Big Sale" potential, Mr. Sweeney said.

"Before next spring, we will have delivered
10 of these completely integrated packages of
sales tools aimed at major retailers to our sta-
tions. We think they will contribute important-
ly to the 25% increase in retail business we are
after in 1956," he said.

Vermont Broadcasters Assn. To Meet in Stowe July 15

ANNUAL MEETING of the Vermont Assn. of
Radio-Tv Broadcasters will be held July 15 at
Snuggers Notch in Stowe, Vt. Harold Fellows,
NARTB president, is expected to address the
meeting. A business meeting is scheduled for
early afternoon and elections for 1955-56 will
be held.

Present officers are: E. Dean Finney, WTVN
St. Johnsbury, president; A. E. Spokes, WJOY
Burlington, vice president; Charles Grinnell,
WSKI Montpelier, treasurer, and Donald A.
Thurston, WIKR Newport, secretary.
In Philadelphia
more
LOCAL
advertisers
use
WPEN
than any other
station*

*Source: B. A. R. Inc.
AFTRA Mail Vote Condemns Aware Inc.

LONG-SIMMERING feud within the New York Chapter of the American Federation of Television & Radio Artists took a new turn last week with an announcement that a referendum of the chapter's members resulted in the condemnation of The AWARE Inc. by a vote of 582 to 514.

This action was the latest in a series of skirmishes within the local between factions in favor of, and opposed to, AWARE, an organization established to "combat the communist apparatus." Godfrey P. Schmidt, New York attorney and president of AWARE Inc., issued a statement declaring that "the condemnation of AWARE Inc. is meaningless and hurts AFTRA more than us."

Since its organization in December of 1953, AWARE has been issuing publications to its members only, but made Publication Number 12, analyzing the New York AFTRA election, available to the public. It was after this latter bulletin was issued that a movement for condemning AWARE emerged, although for several months there had been an undercurrent of resentment against AWARE. Several AFTRA members had contended that AWARE's foreign publications, reporting alleged communist activity, had found their way into the hands of talent firms, advertising agencies and sponsors and served as a "blacklist." AWARE insists it has no "blacklist" but acknowledges its publications comment on "persons with significant and unrepudiated records of aid to the communist apparatus."

Cameramen for Pay-Tv Films May Get Special Wage Scale

SPECIAL wage scale for cameramen working on theatrical films destined for subscription tv, if approved, will be asked in forthcoming negotiations between major producers and film unions of the International Alliance of Theatrical & Stage Employees. This was disclosed a fortnight ago by Herbert Aller, business agent, IATSE cameramen's Local 659, Hollywood.

Some form of pay-tv is "inevitable," Mr. Aller told BT, adding this "will mean fewer theatrical pictures ... and less employment for film workers."

Another demand, to be introduced into Hollywood negotiations between IATSE and the Alliance of TV Film Producers next month, will be for 5% of gross receipts realized on tv films made by IATSE cameramen, according to Mr. Aller. This is the second time cameramen have introduced this demand, which producers summarily dismissed last year. Informed sources indicate 5% is only a bargaining proposal, to be used in later "home-trading."

Screen Directors Ratify Pact With Producers Alliance

TERMS of the new contract with the Alliance of Television Film Producers have been ratified by the Screen Directors Guild board and the three-year contract, retroactive to April 1, now goes before the AFTRA for formal approval. Salary increases for directors include raises from $110 to $120 for daily minimum and from $550 to $600 for weekly minimum. The re-run fee, payable on the third run, goes from $275 to $300 for a half-hour tv film and from $350 to $600 for an hour-long film. If the director's contract with the producer stipulates the re-run fee is payable immediately, the director now will receive $225 for a half-hour and $450 for an hour-long film.

For first assistant directors, the proposed increase is from $325 to $350 weekly minimum. Under a 46-week contract, the first assistant goes from $270 to $300 weekly; under a 23-week contract from $300 to $325 weekly, and under an 11-week contract from $325 to $350 weekly. Second assistant directors are raised from $185 to $200 weekly minimum.

AFTRA Signs San Diego Tvs

THREE-YEAR contracts covering announcing pay scales have been signed by KFSD-TV and KFMB-TV San Diego, the American Federation of TV & Radio Artists, Hollywood, announced last week.

Among other points, KFMB-TV's contract sets $95 as the weekly salary for the first year; $97.50, second year, and $100, third year, plus extra in-shift announcement and program fees.
Perhaps the best compliment paid the entirely new Gates 3-speed transcription turntable at last NARTB Convention was by a visiting British engineer. He commented, after continually trying to foul the speed shifting system, “This turntable is bloody idiot proof!”

The CB-100 mechanism eliminates triple ganged idler wheels, spring tension adjustments, gravity type speed changing, cam arrangements, plungers, auxiliary levers and all touchy adjustments.

In place of all of this, by using Monoball swivel bearings, the direct speed shift method is employed. Instead of falling into speed or springing into speed, the Gates CB-100 is shifted quickly and effectively — by one simple lever, to the speed you select. It is the correct speed too because here is the first 3-speed turntable that may be reset to speed as wear occurs.

Available in both chassis and many complete cabinet models. May we send you further data?
More Than $382,000
In New Home Sales
From
$516.00 Invested in Advertising
On
WCKY

Gallenstein Bros., Cincinnati builders and developers, bought $516 in announcements and newscasts on WCKY, for just one week preceding the Sunday the model home was first to be on display at Clermonta Village, in suburban Cincinnati.

No other radio or TV was used; the only other advertising was a single newspaper ad on Sunday.

At the end of the day (Sunday), 17 homes had been sold, and by Wednesday following, sales of new 3 bedroom ranch homes had reached 25, for a gross business of

More than 1/3 of a MILLION DOLLARS

For availabilities wire

NEW YORK
Tom Wetstead
Eastern Sales Mgr.
53 E. 51st St.
Phone: Eldorado 3-1127

CINCINNATI
C. H. "Top" Topmiller
WCKY Cincinnati
Phone: Cherry 1-6565

WCKY ... ON THE AIR EVERYWHERE • TWENTY
For Every $1 Invested

This is the type of home in Clertona Village, sold by Gallenstein Bros. as a result of the one week's promotion on WCKY

WHATEVER YOUR SALES PROBLEM
You Can Add To Your
SALES and PROFIT

With
PROFITable Advertising
On
WCKY

or phone collect

CHICAGO
A M Radio Sales
Jerry Glynn
400 N. Michigan Ave.
Phone: Mohawk 4-6555

SAN FRANCISCO
A M Radio Sales
Ken Carey
607 Market St.
Phone: Garfield 1-0716

-FOUR HOURS A DAY - SEVEN DAYS A WEEK
Syracuse is now ranked America's Best Test Market by Sales Management Magazine. The ranking is authentic, because it is based on an audited study of 503 test campaigns by leading national advertisers over a nine-year period.

By authentic standards, WSYR Radio and WSYR Television are clearly the superior broadcasting services in the Syracuse market.

Best physical facilities... best local programming services... best customer services... these important advantages give the WSYR Stations their distinct leadership in Syracuse and throughout the $2 billion Central New York market.
THE 10 TOP FILMS IN 10 MAJOR MARKETS

FROM the monthly audience surveys of American Research Bureau, B+T each month presents a table showing the 10 highest rated syndicated film programs for television in 10 major markets, selected to represent markets in all parts of the country and with various degrees of competition, from two to seven TV stations. This is the June report.

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<td>2. Science Fiction Theatre (Ziv)</td>
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<td>5. Eddie Cantor (Ziv)</td>
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<td>2. City Detective (MCA-TV)</td>
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<td>9. Star and Story (Official)</td>
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<td>10. Heart of the City (MCA-TV)</td>
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<td>2. Ellery Queen (TPA)</td>
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<td>5. Badge 714 (NBC Film)</td>
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<td>6. Lone Wolf (MCA-TV)</td>
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<td>7. Wild Bill Hickok (Flamingo)</td>
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<td>8. The Whistler (CBS Film)</td>
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<td>9. Superman (Flamingo)</td>
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<td>10. Foreign Intrigue (S. Reynolds)</td>
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<td>2. I Led Three Lives (Ziv)</td>
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<td>4. Waterfront (MCA-TV)</td>
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<td>5. Liberator (Ziv)</td>
<td>Wed. 9:00</td>
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<td>6. Annie Oakley (CBS Film)</td>
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<td>7. Sherlock Holmes (UM&amp;M)</td>
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<td>8. I Am the Law (MCA-TV)</td>
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<td>9. Science Fiction Theatre (Ziv)</td>
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<td>10. Death Valley Days (McC-Erick'n)</td>
<td>Tues. 7:00</td>
<td>WXEL 11.9</td>
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</table>
At last!

THE GREAT GILDERSLEEVE on TV
25,000 fan letters
halled its TV sneak preview . . .
now The Great Gildersleeve Comedy Series
is ready to sell for YOU!

"The Great Gildersleeve," top-rated comedy favorite on radio for 13 years, is ready to open broad new sales opportunities for television advertisers. He's the same lovable, laughable Gildy—shortie and all—but with the tremendous added impact of television's visual values.

"The Great Gildersleeve" just can't miss as a syndicated TV film series. It's pre-tested!

With no advance warning, "The Great Gildersleeve" was sneak-previewed in a half-hour period on the NBC Television Network. Viewers were asked to send in their reactions. No incentives were offered. From this single exposure more than 25,000 enthusiastic letters, many signed by every member of the family, clamored for Gildy as a regular TV attraction. They looked forward to weekly visits with Gildy, nephew Leroy, niece Marjorie, housekeeper Birdie, druggist Peavey, barber Floyd, Mayor Terwilliger, and all the other popular favorites of "The Great Gildersleeve."

"The Great Gildersleeve" is a TV comedy series with extra-special values for advertisers:

- a big-time, established, well-loved personality
- a wholesome approach that appeals to the whole family and will serve to cement community relations for the sponsor
- powerful backing by NBC Film Division's all-out merchandising
- a pre-tested capacity for attracting and holding audience

Act fast to make sure Gildersleeve cuts his comic capers in your behalf...first! Write, wire or phone now!

NBC FILM DIVISION

30 Rockefeller Plaza, New York 20, N. Y.
Merchandise Mart, Chicago, Ill.
Sunset & Vine, Hollywood, Calif.
In Canada: RCA Victor, 225 Mutual St.,
Toronto; 1551 Bishop St., Montreal.
NABISCO’S BEST FRIEND
IS SCREEN GEMS’ ‘RINTY’

$2.7 MILLION IN RADIO-TV BOOMS SALES

They blew the bugle over at National Biscuit Co. for a new advance in distribution, and to carry the message they called on Rin-Tin-Tin.

The old war-dog has responded with a spectacular break-through that has carried the company show to a fourth place stand-off with I Love Lucy in the network film division. Sales of Milk Bone dog biscuits have increased 20% since the campaign began, and Nabisco Shredded Wheat has risen 7% in sales.

To launch its new policy of wholesale distribution of its non-perishable products, the National Biscuit Co. has invested its entire radio and television budget of $2.7 million in the Rin-Tin-Tin program. A Screen Gems presentation, the show is carried currently on 89 ABC-TV stations. A radio version is broadcast by 574 Mutual outlets.

Laid in the post-Civil War era of the 1870’s, when the old west was very much the wild west and Indians needed little encouragement to go on the war path, the tv series portrays life at Fort Apache, a military post deep in Indian country. Attached, albeit somewhat unofficially, to the post and to the 101st Cavalry, the Bluedevils, who are stationed there, is ten-year-old Rusty, an orphan boy, and his dog Rinty. The adventurous characters of this pair keep life from getting monotonous for their self-appointed guardian, Lt. Rip Masters.

Rinty is portrayed by Rin-Tin-Tin the Fourth, great grandson of the most famous dog star the movies have ever known. Rusty is played by Lee Aaker and James Brown takes the role of Lt. Masters. The series is produced for Screen Gems by Herbert B. Leonard.

The program made its tv debut on Oct. 15, 1954. By January of this year it had crashed into the select 25 circle, registering 24th in popularity, according to ARB figures. Today—in addition to its number four status in network film rankings—the show rates a remarkable 14th in overall film and live list-

AT KRON-TV San Francisco, the station ID has cut loose from its moorings and now roams about the screen in animated form. Each day's schedule includes at least five of these lively ID's, using 20 different films, with a similar number in storyboard form.

Moving ID's are the brain child of Art Director Bill Wagner, who produces them by using a simplified form of animation he calls “art progression photography.” This term he defines as being “something like time-lapse photography, only the time element is not important.”

The production technique employs artwork, miniatures or a variety of different materials in a series of developmental stages toward completion, and in most cases eliminates the use of cells.

LIFE BEGINS IN KRON-TV'S ID'S

This is coupled with frame-by-frame exposure on 16 mm color film of the subject during the course of its execution. When completed, Mr. Wagner has a series of still photographs of his subject in a constantly changing aspect. Since each of these photographs has a direct relation to those which precede and follow, the result is motion when the film is run through the projector.

The only trick, he says, is in knowing the exact amount of progression for each stage to produce smooth-running motion of the right degree on the film. This initially was something of a problem, requiring an experimental period during which Mr. Wagner ruined a quantity of film. However, all production problems now have been licked, and Mr. Wagner can turn out at least 10 new ID's a day. He has found 100 ft. of 16 mm enough for 15 different ideas.

Among the materials used so far, in addition to artwork and cutouts, are colored sand, net, yarn, chain, clay and rocks. But the possibilities are limitless, because almost any material found in a tv station's art department can be utilized.

Mr. Wagner admits most of the ID's are not pre-planned. They are impromptu ideas developed as he works and might be called instantaneous expression. Not all are successful, nor are they expected to be. But those that fail to make the grade the first time around are used as the nucleus of the storyboard for the next series. If the idea doesn't jell after a second take, then it is discarded completely.

Birth of Ch. 4: Four frames from the film of a typical KRON-TV ID
what a difference
a year makes!

TWO FIRST RUN NATIONAL PROGRAMS

JUNE, 1954

65 1/2-HOURS OF FILM ENTERTAINMENT

EIGHT FIRST RUN NATIONAL PROGRAMS

JUNE, 1955

273 1/2-HOURS OF FILM ENTERTAINMENT

Screen Gems 1955-1956 Production Schedule

PROGRAM
Adventures of Rin Tin Tin...ABC-TV...Fri., 7:30 p.m.
Captain Midnight...CBS-TV...Sat., 11:00 a.m.
Celebrity Playhouse...National TV Spot
Father Knows Best...NBC-TV...Wed., 8:30 p.m.
Ford Theatre...NBC-TV...Thurs., 9:30 p.m.
Patti Page Show...National TV Spot
Damon Runyon Theatre...CBS-TV...Sat., 10:30 p.m.
Tales of the Texas Rangers...CBS-TV...Sat., 11:30 a.m.

SPONSOR
National Biscuit Co.
Wander Co.
Falstaff Brewing
Scott Paper Company
Ford Motor Company
Oldsmobile
Anheuser-Busch
General Mills

ADVERTISING AGENCY
Kenyon & Eckhardt
Tatham-Laird
Dancer-Fitzgerald-Sample
J. Walter Thompson
J. Walter Thompson
D. P. Brother & Co.
D'Arcy Advertising
Tatham-Laird
It takes *wbns-tv* to give you the true, complete picture of product testing in Columbus, Ohio.

The nation's leading advertisers have found *wbns-tv*'s showmanship facilities, backed by valuable merchandising and promotion, a guarantee for successful test campaigns. A wide range of products, from appetizers to zippers, finds a reliable consumer demand in *wbns-tv*'s rich industrial, agricultural and metropolitan area.
TO FILM
A SUCCESSFUL SHOW...

It takes more than just a good script to insure the success of a top-rated network program. The on-stage performances of the stars and supporting cast must be outstanding, carefully timed, superbly directed. And the camera must perform flawlessly in its vital role of recreating the superior quality of the show for millions of TV viewers.

Mitchell cameras—internationally famous—provide the matchless photographic performances so necessary to the successful making of the finest theater quality films. That is why, wherever top quality filming is the foremost consideration, Mitchell Cameras are to be found... bringing success into focus.

MITCHELL The only truly Professional Motion Picture Camera
Each year America's rooftops yield a new harvest—a vast aluminum garden spreading increasingly over the face of the nation.

The past season produced a bumper crop on all counts: 3¾ million new antennas bringing the total number of television homes to 34,567,000.

The average television family spent more time watching its screen than ever—5 hours and 20 minutes a day.
Day and night CBS Television broadcast the majority of the most popular programs and during the past season extended its popularity by enlarging the network to 209 stations—a 75% increase in a year.

Today CBS Television delivers more homes for less money than any other network, and in comparison with its closest competitor, offers an even better buy than it did a year ago.

CBS Television advertisers invested $165,268,000 over the past 12 months—a 20% greater investment than was made on any other network.

By demonstrating television's ability to move our expanding national product into the American home most efficiently, CBS Television has become the world's largest single advertising medium.

THE CBS TELEVISION NETWORK
The direction - of any film is a complex procedure where experience plays an important part in obtaining the desired effects. And so it is in the film processing laboratory.

At Precision, expert guidance through each phase of the processing operation assures producers, cameramen and directors the finest possible results.

All of which leads to another form of direction: West of 5th Avenue on 54th Street in New York to Precision. That's the right direction for you wherever you are and whatever your film processing problems.

In everything there is one best... in film processing, it's Precision.

In Green Bay Packerland
get the MOST PEOPLE per dollar
on the MOST POWERFUL station
240,000 watts

WMBV-TV
Studios in GREEN BAY and MARINETTE
represented nationally by
VENARD, RINTOUL & MCGECHAN

of Storyboard Inc., Los Angeles.

As president of the newly formed Animation Inc., that city, Mr. Klein is continuing his policy that commercials should entertain as well as sell.

He was born March 6, 1916, in Cleveland, Ohio. He studied at Cleveland School of Art, Chicago Art Institute and Meinzeiger Academy of Detroit.

His professional career started in 1936 with Jam Handy, Detroit, as an assistant animator. Two years later he went to Miami to join Max Fleisher's unit as a designer, working on "Gulliver's Travels" feature film and "Pop-Eye" theatrical shorts. In 1941 he worked at Wright Field, Dayton, Ohio, supervising training films for the then U.S. Army Air Corps.

He moved to California the following year and went to work for Warner Bros. as a designer on "Bugs Bunny" shorts and such Armed Forces' training films as "Safar." From 1949 to 1953 he served as art director of Raphael G. Wolff Studios, resigning to become a freelance tv designer, working for such firms as United Productions of America, Academy Productions and John Sutherland Productions.

Storyboard Inc., in partnership with John Hubley, came into being in February 1954. From the Detroit Art Directors Club Mr. Klein garnered the 1955 Merit Award (E-Z Pop) and five honorable mentions (three for Speedway Petroleum and two for Faygo Beverages). Then came the New York Art Directors Club gold medal award for the Shirley commercial for Heinz Worcestershire Sauce, plus awards for commercials for Speedway Petroleum and Faygo Black Cherry [N, June 13].

Mr. Klein formed Animation Inc. on May 1, 1955, at what he felt was an opportune time to strike out on his own. An individual in his conception of video spots, his first met with much resistance from agencies. He persisted - successfully so - in the attitude that name identification will take care of itself if the spot draws enough attention for people to start talking about it.

His commercials might be characterized as the combination of simplified graphic treatment with a good sound track, achieved either through the rhythm of a good music track or novel voice delivery. Jack Elliott, an independent musician who has scored more than 160 feature films, has done the majority of Mr. Klein's music tracks and is credited with much of the commercials' success.

One of the first agencies to go along was W.B. Doner & Co., Detroit, for whom the Speedway Petroleum spots were produced. Also, Mr. Klein is quick to recall that it was Henry Buccello, Bank of America advertising director, who persuaded that august institution to go ahead with his inventiveness.

The tv success of Walt Disney has led, in part, to an upsurge of interest in animation, according to Mr. Klein. As all Mr. Klein asks of an agency - besides the contract - is copy, he is most pleased to note that more and more storyboards are allowed to originate with the producer.

Earl and Ann Marie Klein - she was a fellow animator with the Fleisher outfit - make their home in nearby Sherman Oaks with their three children, Jeffrey, 10, Lane, 7, and Andrew, 4.
Business-wise Philadelphia station WCAU-TV realized that more coverage delivers more customers who spend more cash for advertisers' products... which brings in more revenue to the station.

So WCAU-TV management decided in 1954 to replace their 737-foot tower... acting on the good old American saying "Up and At 'Em"... UP with a 978-foot IDECO tower, AT 'EM with maximum 316 kw power.

Today this profitable combination is reaching into counties with 46% more customers... more than 2 million more people in twice the coverage area. WCAU-TV now taps for its advertisers counties with a total effective buying income of over 13.4 billion dollars.

Your station, too, can benefit from this aggressive "up and at 'em" attitude. Whether it's a higher tower... or your new station's first tower... you can profit by IDECO'S long experience in tower design and construction.

Tall towers? Over 40% of the country's over-1,000-foot towers are IDECO, including the world's tallest structure at 1,572 feet. Other heights? Hundreds of under-1,000-foot IDECO towers are reliably serving stations all over the country. Guyed? Self-supporting? Fixed base? Pivoted base? Insulated? Yes, IDECO makes all types.

In fact, when it comes to towers you'd do well to come to IDECO. Write IDECO... or contact your nearest RCA Broadcast Equipment representative.

DRESSER-IDECO COMPANY
One of the DRESSER INDUSTRIES
COLUMBUS 8, OHIO

BRANCH: 8909 S. Vermont Ave., Los Angeles 44, Calif.
BIG SCREEN TO LITTLE SCREEN
HOW CINEMASCOPE WAS CONVERTED FOR A TV FILM COMMERCIAL

NEXT OCTOBER Universal-International Pictures will release “To Hell and Back,” a full-length motion picture filmed in Cine-mascope and in Technicolor and starring war hero-actor Audie Murphy.

To test tv’s effectiveness as an advertising medium for major productions, U-I decided on a nationwide pre-release spot announcement campaign—reportedly the first for a motion picture—that goes into high gear on 67 stations in just a few days and will run through September [BT, June 27].

It’s a ticklish operation to properly blend film taken from a feature with the hard “sell” in copy, narration and sound effects. But the problem becomes stickier, technically, when Cine-mascope film, which requires special projection, must be converted into normal aspect film suitable for tv projection.

U-I produced a large number of tv spots (also a series of 20-second lengths) for the Audie Murphy film at its Hollywood studios and at National Screen Service, which specializes in the making of previews.

To accomplish the film conversion, U-I found it necessary to “unsqueeze” the film. This nimble feat entailed the use of an optical printer (an elaborate camera which copies motion picture film) that was equipped with a special conversion lens. Unsqueezed, the film assumed a 1:1:85 ratio, considered practical for wide-screen theatre projection but still too wide for tv projection. This ratio would show a black area on the top and bottom of the picture if used without still further change. Thus, the final processing step during which titles are superimposed on the film, the picture area is blown up slightly to a normal 3:4 ratio, which has proved very successful on tv.

For the preliminary campaign, specially animated titles were furnished by National Screen. In some of the spots, the titles were in the form of continuous overlapping zooms. Superimposition of titles on the film was done in the normal way for tv spots—titles were hand-lettered, photographed against black backgrounds and then superimposed in the optical printer.

U-I has budgeted more than $50,000 for its pre-release spot campaign. The production cost is not included in this figure since...
**TARGET:** $899,481,000.00

Buying Power Market

**WBRZ** Channel 2

**Baton Rouge, Louisiana**

The only TV station completely covering the rich heartland of Louisiana. New payrolls — new wealth are generated in Louisiana by OIL, GAS, SULPHUR, SALT, LUMBER, INDUSTRY, AGRICULTURE

---

**MARKET DATA PREDICTED SERVICE AREA**

**WBRZ, Channel 2**

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Population</td>
<td>860,000</td>
</tr>
<tr>
<td>TV sets in area</td>
<td>164,650</td>
</tr>
<tr>
<td>Effective Buying Power</td>
<td>$899,481,000</td>
</tr>
<tr>
<td>Retail Sales</td>
<td>$580,937,000</td>
</tr>
<tr>
<td>Food Sales</td>
<td>$129,460,000</td>
</tr>
<tr>
<td>Automotive Sales</td>
<td>$122,571,000</td>
</tr>
<tr>
<td>Drug Sales</td>
<td>$16,371,000</td>
</tr>
</tbody>
</table>

**NBC-ABC POWER:**

100,000 watts

**MORE TOWER:**

1001 ft. 6 inches

**Largest TV Antenna in the United States**

12 Bays — Channel 2

Represented by Hollingbery

**RETAIL SALES:** $580,937,000.00
FILM DISTRIBUTORS
DRAFT ASSN. PLANS

About 30 representatives meet in New York and set up a steering committee to establish a national organization.

LONG-CONSIDERED movement to set up a television film distributors association gained momentum last week with the announcement that a steering committee of the proposed organization has been established to obtain a charter, draft rules of procedure and develop a tentative budget.

This step was taken at a meeting of more than 30 representatives of TV film distributors at the offices of Guild Films Co. in New York. As outlined by Dave Savage, assistant to the president of Guild Films, the association would be designed to watch over the interest of TV film, stimulate its growth, develop and disseminate institutional information and foster improved trade relations. Another meeting will be held within the next three weeks.

The steering committee chosen consists of Dwight Martin, General Teleradio, chairman, and Ralph Cohn, Screen Gems; Frank Reel, Ziv Television Programs; Lou Friedland, MCA-TV; J. Williams, Official Films; Ned Koenig, Hal Roach Studios; Saul Konkis, Studio Films, and Mr. Savage.

Report was made to the meeting of a recent conference with Harold See, chairman of the film committee of the NARTB, during which cooperation between the two organizations was discussed. Mr. See is station manager of KRON San Francisco.

Other companies represented at the meeting were the William Morris Agency, Screen Gems, Award Television, National Telefilm Assn., Interstate TV, Unity Television, and Motion Pictures for Television. Among those who expressed interest but were unable to attend the meeting, according to Mr. Savage, were Television Programs of America, Fremantle Overseas Radio and Television and Walter Schwimmer Productions.

Testimonials on the Street

THE PICTURE of the satisfied customer, probably the most used art work of any advertising campaign, has been lifted from the artist's hands and entrusted to the realism of the camera lens.

Pfeiffer Brewing Co., selling its liquid refreshment in the Detroit and Flint (Mich.) trading area, has gone onto the street with camera and asked shoppers and passersby what they think of Pfeiffer's beer. Generally three questions are asked: "Have you ever tried Pfeiffer's beer?" "When did you first try it?" and "Why do you like it?"

Needless to say some of the answers have been surprising and many have been an agencyman's dream. One man, who recently moved into the area, said he tried all the local brands and chose Pfeiffer's because, "It's got what all the others say they have."

Pfeiffer feels the honesty of approach and the realism of the films offers a change of pace and pleasant respite from the usual TV commercial.

Permission to telecast the filmed interview is obtained from those people whose answers are used. The on-the-street testimonials are filmed by Video Films, Detroit, for Maxon Inc., Pfeiffer's agency.

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YOU MIGHT CATCH A 2,372-LB. SHARK *

BUT . . . YOU NEED WKZO-TV TO LAND SALES IN WESTERN MICHIGAN!

The February, 1955 American Research Bureau Report for Grand Rapids-Kalamazoo shows that WKZO-TV is the top-audience TV station in Grand Rapids and Battle Creek, as well as in Kalamazoo.

WKZO-TV is the Official Basic CBS Television Outlet for this area. With 100,000 watts on Channel 3, WKZO-TV delivers a brilliant picture to one of America's "top-25" television markets—over half a million TV homes in 29 Western Michigan and Northern Indiana counties!

Let Avery-Knodel give you the whole WKZO-TV story.

100,000 WATTS • CHANNEL 3 • 1000' TOWER

The Fetzer Stations
WKZO—KALAMAZOO
WKZO-TV—GRAND RAPIDS-KALAMAZOO
WJEF—GRAND RAPIDS
WJEF-FM—GRAND RAPIDS-KALAMAZOO
KOLN-TV—LINCOLN, NEBRASKA
Associated with
WMBD—PEORIA, ILLINOIS

WKZO-TV
Kalamazoo-Grand Rapids
Avery-Knodel, Inc., Exclusive National Representatives

* A. Dean caught a 15’ man-eater weighing this much at Streaky Bay, Australia, in January, 1953.
With recent design advances, RCA engineers have increased the power output of the TT-10AL VHF transmitter. This popular transmitter now delivers a full 11 KW of peak visual power (low band)—measured at the output of the sideband filter. If you need this extra KW, it's yours now.

Costs no more than the original 10-KW design—and of course it can handle color.

With power increased to 11 KW, RCA's exclusive TT-10AL—in combination with an RCA 12-section antenna—is the most outstanding VHF system in the industry, delivering 100 KW ERP at the lowest operating cost of any VHF equipment package now available.

RCA 11 kilowatts are ready to ship. Order yours now for early delivery. For complete details, see your RCA Broadcast Sales Representative. In Canada, write RCA VICTOR Company Ltd., Montreal.

Ask your Broadcast Sales Representative for literature describing RCA's new 11-KW design for channels 2 to 6.

RCA Pioneered and Developed Compatible Color Television

For Color or Monochrome

RADIO CORPORATION of AMERICA
ENGINEERING PRODUCTS DEPARTMENT
CAMDEN, N.J.
Ziv Sales Show Increased
Tv Activity in Europe

AS EVIDENCE of increased television activity in Europe, Edward J. Stern, head of the international division of Ziv Television Programs, a week reported sales of various Ziv tv series in France, Monte Carlo and Germany.

Ziv Television’s Mr. District Attorney, Mr. Stern said, has been sold to Radio Diffusion Francaise for its seven-station network, starting in September. This French version of the series also has been sold to Tele-Monaco for Monte Carlo.

In Germany, Mr. Stern said. Favorite Story, dubbed in German, has been sold to Tele-Saar. It is said to be the first German-language tv series offered by an American producer.

Mr. Stern voiced belief that tv has a bright outlook in Germany, with some 15 million tv sets to be in operation in the near future. In France, he said, there currently are about 200,000 receivers but influx of “high-quality programming” from the U. S. is expected to accelerate sale of sets.

KNXT (TV) Rejects Film For Excess of ‘Brutality’

A SECOND segment of Death Valley Days, syndicated CBS Film Sales series, has been refused clearance by the editing staff of KNXT (TV) Hollywood, CBS odo station.

Edward Nathan, network west coast manager of editing [B.T., June 20], declared that the “I Am Joaquin” episode contained “too much brutality,” commenting that there are seven “vicious knifings” shown.

Another Death Valley Days episode, “Love Don’t Leave ‘Em,” was refused clearance because one of the female characters, portraying a dance hall girl of the old west, displayed what the editing department considered “too much anatomy.”

The half-hour film series is shown on KNXT on alternate Thursdays at 7 p.m. PDT, which is early enough to be viewed by children, station spokesmen pointed out.

Production Staff Readied For ‘Warner Bros. Presents’

COMPLETION of the Warner Bros. production staff for the forthcoming ABC-TV Warner Bros. Presents series was announced in Hollywood last week, to function under the personal supervision of Jack L. Warner, studio head.

Gary Stevens remains general manager of the Warner Bros. tv division, with Oren Haglund as production manager, Richard Diggs as story editor, Sally Baiano as casting director and Perry Ferguson as art director. J. English Smith will serve as liaison between Warner Bros. and ABC-TV.

Actor Gig Young will host the complete series of Warner Bros. Presents, which will include the “Casablanca,” “King’s Row” and “Cheyenne” series and “Behind the Cameras at Warner Bros.,” an hour-long feature.

Tv Premieres Airlines Film

AMERICAN AIRLINES will use tv stations of more than 60 cities along the non-stop New York to Los Angeles D-7 flight route for the “premiere” of its motion picture, “The Mercury,” next week.

According to the Tele-Div. Association Films the premiere precedes several weeks the actual release of the 29-minute film to tv stations and community organizations. The film, which documents a coast-to-coast flight and produced by MPO Productions, is being offered to stations for free showings.

FILM

Filmservice Buys Mutual Film
PURCHASE of property and accounts of Mutual Film Laboratories, Hollywood, by Filmservice Laboratories Inc., same city, was announced last week by Gil Scott and Lou Vincent, Filmservice owners.

Present plans call for all daily 16 and 35mm rushes of both firm’s clients to be supplied by Filmservice Laboratories at 6327 Santa Monica Blvd. Meanwhile, Filmservice will rebuild the developing and chemical facilities of the Mutual plant to process 16 and 35mm film.

Three Buy ‘News Review’

FOR FALL.

WGN-TV’s 4th Annual Film Festival Attended By Hundreds of Advertising People! !

Following are a few quotes from agencies and advertisers who attended WGN-TV's Film Festival—

“Your Film Festival is very helpful to agency people interested in syndicated film.”

“Extremely necessary for agency Film Buyers. WGN-TV is to be congratulated.”

“EXCELLENT, and of course, UNPARALLELED as usual!”

WGN-TV—FIRST IN SERVICE TO AGENCIES AND ADVERTISERS! CHECK YOUR WGN-TV REPRESENTATIVE FOR THE BEST AVAILABILITIES ON CHICAGO TELEVISION FOR FALL.

441 N. Michigan Avenue
Chicago 11
Illinois

July 11, 1955 • Page 67
available for rental to other tv producers, as well as for Mr. Fairbanks’ productions.

In addition to $250,000 Mr. Fairbanks reportedly paid for the Vine St. property, he announced plans to spend another $100,000 for alterations and new construction.

**Guild Films Names Jaeger Natl. Sales Vice President**

APPOINTMENT of C. Pete Jaeger, executive vice president of Trans-American Broadcasting & Television Corp., New York, as vice president for national sales of Guild Films Co., New York, was announced last week by Reub Kaufman, Guild president.

Mr. Jaeger had been with Trans-American since 1949. From 1941 to 1947 he was with ABC and had been vice president in charge of sales at the time he left. Mr. Jaeger had served Trans-American from 1937-41 in various executive capacities. In his new post, he will report to Erwin H. Ezzes, Guild vice president in charge of general sales.

**Stock Listing Approved**

NATIONAL Telefilm Assoc., New York, has reported that the common stock of NTA has been approved for listing on the American Stock Exchange. NTA presently has outstanding 550,000 shares of 510 par value common stock. On June 8 NTA’s initial public offering of 312,500 shares of common stock was sold (B&T, June 13).

**Firestone Resigns Unity**

LEN FIRESTONE, national sales manager of Unity Television Corp., since 1953, has resigned from that post. He will announce his future plans shortly. Mr. Firestone joined Unity in 1951 as eastern sales representative and was appointed manager in 1953.

**FILM PEOPLE**

Eugene F. Brigham, recently released from Naval Reserve active duty, to Rainbow Pictures Inc., Miami, as production manager.

Jerry Lasswell, sales manager, Alexander Film Co., Colorado Springs, Colo., promoted to district manager covering Fla., Ga., Ala., central Tenn.

James Stevenson, general manager, Television Program Productions, N. Y., admitted to New York State bar.

Carolyn Knight, story dept., Screen Gems Inc., Hollywood, and Charles V. Weedman were married June 25.

**RANDOM SHOTS**

National Audubon Society, tv dept., 1130 5th Ave., N. Y. 28, announces opening of 16mm stock footage library on North American wildlife under direction of Red King, making available approximately 50,000 ft. of color film on variety of subjects including mammals, insects, birds and underwater animals.

Filmmack Studios of Chicago announces it has resumed issuance of tv storyboards for convenience of advertising agencies and clients in preparation of tv spots. Boards include printed columns for audio, video, animation, background and timing and will be made available without cost to interested parties who write Filmmack, 630 9th Ave., N. Y., or 1327 S. Wabash Ave., Chicago.

ABC Film Syndication Inc., N. Y., moves to 10 E. 44th St.; telephone remains Susquehanna 7-5000.

Capital Film Labs, Washington, reports 87% sales increase this year ending March 31 over last with every month during year showing increase over respective months of previous year.

Screen Gems Inc., merchandising dept., N. Y., has licensed nine companies to manufacture products bearing name of Rin Tin Tin. Company’s series, Adventures of Rin Tin Tin, is presented on 70 ABC-TV stations (Fri., 7:30-8 p.m. EDT) under sponsorship of National Biscuit Co. and is also carried on 50 other stations under local advertiser sponsorship.


Flamingo Films, N. Y., has announced Grand Ole Opry sold in 75 markets, with latest sales to Borden Co. for WSAZ-TV Huntington, W. Va.; Martha White Mills for WSM-TV Nashville, and Swift & Co. for WFBA-TV Dallas. Company’s Hollywood Preview currently is in 35 markets, with most recent sale to WABD (TV) New York.

INS-INS tv Dept., N. Y., has sold Weekly News Review and This Week in Sports to KHU-TV Los Angeles for use on a delayed play-date basis.

Sportsvision Inc., S. F., has sold All American Game of the Week to Southern Arizona Bank, Tucson, Ariz., through Cabat-Gill Agency, Tucson, Pac-a-Sak Service Grocery, Baton Rouge and Shreveport, La., through Southland Agency, and WDKA-TV Columbus, Ga.; Ten Hi-Lites to WTVW (TV) Milwaukee for Mueller Climatrol and KGO-TV San Francisco; Pacific Coast Conference Hi-Lites to Plymouth Dealers, S. F., through N. W. Ayer & Son. Sportsvision reports total sales at 40.

**FILM DISTRIBUTION**

Sportsvision Inc., S. F., has acquired fourth syndicated football film series, Gridiron Cavalcade, featuring 20 top games of past five years, available Aug. 15. Don Klein, west coast sports announcer, will narrate.

Standard Television, Beverly Hills, Calif., has acquired tv distribution rights to "Little Fugitive," feature film which was released theatrically in late 1953 and won 1954 Vienna Film Festival Award. Film already sold in Chicago market.
Bartender Ziggy at Toots Shor's famous establishment—in the heart of New York’s agencydom—picks up a lot of profitable tips from America's smartest timebuyers.

“What are they talking about these days?” he says. “WABI and WABI-TV, of course. Best radio and television buys in New England. Really get things done in the fastest-growing part of Maine. Of course, I'm not selling anything up there...but if I were — well, these fellows say you can't beat this combination.”

You can't, either.

The smart timebuyers like Toots Shor's.
The smartest advertisers like WABI and WABI-TV...

wabi

AM

TV

Represented by: George P. Hollingbery — Nationally
              Kellogg-Carter — New England

BANGOR, MAINE

General manager: Leon P. Gorman, Jr.
MINIMUM OF INDUSTRY FETTERS ESPoused by FCC Comr. Mack as he Takes Office

Florida Democrat assumes post formerly held by Frieda Hennock.

A veteran of telephone and telegraph regulation, he intends to 'sit and listen' at FCC until he becomes familiar enough to vote.

NEW FCC Comr. Richard A. Mack, who was sworn in as a member of the FCC last Thursday, makes it clear that he knows more about telephone and telegraph regulations than broadcast matters at this time.

But he has a philosophy—stemming from his eight years as a member of the Florida Railroad & Utilities Commission—that applies to broadcasting as well as utilities. He explained it at a news conference thusly:

A regulatory agency must concern itself with the overall function of seeing that the businesses it regulates meet the obligations imposed by law; otherwise management must have its head.

Although Mr. Mack's knowledge of broadcasting is no more that of a listener and viewer at this time, he has had some contacts with the broadcast media.

In 1948 and again in 1952, Mr. Mack successfully stood for election to the Florida commission. In both campaigns he used radio and tv.

His experiences in these vote-getting elections left him sympathetic toward broadcasting.

The only problem he ran across, he said, was in buying time early enough. He found, he said, that if he didn't get his orders in at the start of the campaign, the stations he wanted would not have the time he sought available.

The difficulty, he explained, was not with the stations, but with the fact that there were so many other candidates for other offices running—governor, county sheriffs, etc.

Stations would ask him for advance scripts, he related, and he was glad to oblige. While on the air and felt the need to depart from his script, he just went ahead and did so, he said with a grin. He never experienced any censorship attempts, he said.

In answer to one question, implying that the FCC should weigh more heavily program content in renewing licenses, Mr. Mack said he thought if the public didn't like something on the air, it would let the FCC know about it.

He added that he personally had never heard or seen anything objectionable on the air.

The first Democrat to become an FCC commissioner in three years, Mr. Mack succeeds the controversial and oft-times stormy Frieda B. Hennock of New York. Miss Hennock, also a Democrat, has joined the Washington law firm of Davies, Richberg, Tydings, Beebe & Landa.

Mr. Mack's term runs to 1962.

The last Democrat appointed to the FCC...
FOR SMALL, MEDIUM, OR LARGE STATIONS...

G.E.'s packaged relay systems provide superior switching at the cost of conventional switching equipment

Your station—large, medium or small...monochrome or color—can benefit from a G-E packaged relay switching system...now available at an initial cost comparing favorably with conventional switching.

For small or medium stations, the G-E TS-1-A controls up to eight non-composite and two composite inputs, with outputs for full line monitoring. Laps, fades, dissolves are smoother, faster and positive.

For larger stations, G.E.'s TS-2-A offers exceptional quality of previews, switching, fading, and dissolves. Up to 12 non-composite inputs, with preview and switching facilities for two composite inputs.

For all stations regardless of size, General Electric relay switching means clean, transient-free switching, distortion-free pictures in either monochrome or color. It provides flexible by-pass for studio rehearsals and preview of superimpositions. Bounce and low-frequency distortion are eliminated by clamps in the mixing amplifier.

Find out how a G-E Packaged Relay System can provide your station with better, more economical switching. Contact your nearest G-E representative today. Or, write: General Electric Company, Section X275-25, Broadcast Equipment, Electronics Park, Syracuse, N.Y. In Canada, write: C.G.E. Electronics, 830 Lansdowne Ave., Toronto.

Only Relay Switching can give you these advantages:
- Relays minimize cross talk.
- DC control of video signals gives noise-free manual laps and fades.
- Simplified installation and maintenance because all non-composite coaxial connections are in the rack and not at the control panel.
- Removal of heat and microphonic problems by rack-mounting those tubes and amplifiers usually found at the panel and in the console.

G-E TS-1-A SWITCHER. For up to 8 non-composite and 2 composite inputs.

Progress is Our Most Important Product
was Comr. Robert T. Bartley, who assumed office March 6, 1952.

Mr. Mack was given the oath of office by Judge James W. Morris of the U. S. District Court in Washington. Judge Morris is from Tampa.

Attended by well-wishers—including Florida Sens. Spessard L. Holland and George A. Smathers and Florida Repts. Paul G. Rogers and James A. Haley, all Democrats, and the new commissioner's wife, Mrs. Susan Stovall Mack; daughter, Susan, 8, and father, Charles D. Mack, hotel executive—the ceremony was held in the FCC hearing chambers attended by all commissioners. Also present were state utility notables.

Mr. Mack made it clear in his news conference that he intended to "sit and listen" until he was familiar enough with the Commission's activities to vote.

In utility regulatory matters, Mr. Mack has had some dealings with the FCC. He represented the National Assn. of Railroad & Utility Commissioners on both FCC and ICC panels. As a member of the Florida commission he twice participated in FCC common carrier hearings; in 1949-50, when the Bell System acquired Western Union's long distance telephone facilities, and again in 1951, when Western Union asked for a rate increase.

In Florida circles, Mr. Mack is known as a competent and capable official. He is credited with increasing telephone service in Miami and in securing rate reductions in seven municipalities in that area.

As a former utilities commissioner, Mr. Mack joins two other former state commissioners on the FCC, Chairman George C. McConnaghey, Ohio, and Comr. John C. Doerfer, Wisconsin.

Mr. Mack was appointed to the Florida Commission in 1947, elected in 1948 and again in 1952. He was chairman of the FRA&UC in 1951 and 1952. The chairman of the Florida unit serves on a rotating basis.

Mr. Mack was nominated by President Eisenhower May 27 and confirmed without opposition by the Senate June 17.

Born in Miami in 1909, Mr. Mack was graduated from the U. of Florida with a B.S. and B.A. degrees (business administration) in 1932. He was a general insurance agent in Tampa, credit manager for General Motors Acceptance Corp., and Hector Supply Co., both Miami.

During World War II, he entered as an infantry first lieutenant and served in the European Theatre of Operations. He was released from active duty in 1946 as a lieutenant colonel and is on the active list of the Organized Reserve Corps.

Upon his return to civilian life, Mr. Mack became general manager of the Port Everglades Rock Co., Fort Lauderdale, Fla. He was appointed to the Florida Commission in 1947.

Mr. Mack is a Protestant, a member of Sigma Nu and the honorary Blue Key society.

His hobbies are golfing, fishing and swimming.

Sally Lindo Promoted

LAST official act of FCC Comr. Frieda B. Hennock before ending her seven year term June 30 [B+T, July 4] was the endorsement of a promotion for Sally Lindo to assistant chief of FCC's Office of Reports & Information, second in command to Chief George Gillingham. Mrs. Lindo has been with the FCC since 1937, in news office 15 years.

Tampa Ch. 13 Losers Take Fight to Court

ATTACK on the FCC's decision granting Tampa-St. Petersburg ch. 13 to Tampa Tv Co. was made last week by Tampa Times Co. and Orange TV Broadcasting, both of which are the unsuccessful applicants [B+T, Feb. 28].

In briefs filed with the U. S. Court of Appeals in Washington, both appellants directed their arguments to the Commission's "white-wash" of the operation of WALT Tampa. WALT is owned by W. Walter Tison, majority stockholder and prospective general manager of the Tampa Tv Co. operation. WALT, the pleadings declared, had not only failed to live up to FCC's standards in programming, but it had been in trouble with the FCC for violation of license requirements.

Both also took the FCC to task for permitting Mr. Tison to withdraw his original personal application and to substitute a new application with other stockholders at the very last minute before the deadline preventing new applications.

Tampa Times Co. owns WDAE; Orange is owned by Tampa-St. Petersburg department store interests.

WDAE claimed it was better able to carry out its tv proposals than is Tampa Tv. It also argued that it better met the test of integration of ownership and management and that its past broadcast record and proposed staff and programming were superior to that of other applicants.

Use of the FCC's diversification policy as a point against Tampa Times was "completely irrational," the newspaper declared. It pointed out that only 28 days before, the Commission had awarded a tv permit to the Tampa Tribune. Orange claimed that it should have been preferred on the basis of its proposal to originate live broadcasts during prime evening hours, using kinescope recordings of network programs at times other than when broadcast live. It also said the FCC erred in not judging its proposed St. Petersburg programs with that proposed by Tampa Tv Co.

The FCC last fall issued its final decision in the ch. 13 case, finding in favor of Tampa Tv. This reversed the examiner's initial decision, favoring the WDAE application. The Commission, in January, affirmed this decision, with Chairman George C. McConnaghey and Comr. John C. Doerfer dissenting.

'Banco' Bingo Held Illegal In Wisconsin Court Ruling

THIS television game of "Banco" as performed in LaCrosse, Wis., is a form of lottery and illegal, according to the Wisconsin Supreme Court, upholding a LaCrosse county court ruling. The court held unconstitutional Subsection 2 of Sec. 348.01 of the Wisconsin Statutes. This subsection reads:

"In order for a radio or television show or program to be held in violation of this section it shall be necessary to show that consideration involves either the payment of money, or requires an expenditure of substantial effort or time. Mere technical contract consideration shall not be sufficient. Listening to a radio, or listening to and watching a television show shall not be deemed consideration given or received."

Banco cards, following a sort of bingo pattern, were available at stores, firms providing prizes, tv station or the viewer could make his own form. The court held that Subsection 2 is void because it authorizes some lotteries under some conditions and violates Art. IV Sec. 24 of the state constitution.

Sesac

Now in Use by Sesac Subscribers

OVER 8500 BRIDGES, Moods, THEMES
OVER 1400 CATEGORIES

All in a handy, comprehensive volume of descriptive music

No additional records needed

"spotting" eliminated

All music cued from beginning of cut

All music found in the

SESAC TRANSCRIBED LIBRARY

Designed for your specific AM and TV needs

Lowest in cost for a complete Program Service . . .

SESAC

"the best music in America"

475 Fifth Avenue

New York 17

Broadcasting • Telecasting
NOTE: While we welcome the mention of our product on your programs, we ask that you respect our registered trademark. If it is impossible for you to use the full name correctly: “Scotch” Brand Cellophane Tape, or “Scotch” Brand Magnetic Tape, etc., please just say cellophane tape or magnetic tape. Thank you for your cooperation.

MINNESOTA MINING AND MANUFACTURING COMPANY

St. Paul Minnesota
SENATE GROUP HEARS PROS & CONS ON CHANGES IN 'PROTEST' PROVISIONS

FCC Chairman McConnaghy favors Senate proposal amending the controversial Sec. 309 (c) of Communications Act. Comm. Doerfer, lawyers and broadcasters also testify before Pastore Unit.

SENATORS had their turn last week at hearing the pros and cons about the FCC-sponsored measure (S 1648) to amend the "protest" section of the Communications Act. The Senate Communications Subcommittee, in its second hearing this session on communications matters, received testimony from six witnesses.

Meanwhile, a companion measure (HR 5614) in the House, on which hearings were held June 22 and 24, has cleared two House committees—Commerce and Rules—and is expected to be acted upon on the House floor this week (see story, page 84).

The Senate hearing last Thursday aired divergent views on the proposal:

FCC Chairman George C. McConnaghy favored it, along with two minor amendments suggested by the Federal Communications Bar Assn, and already approved by House committees in HR 5614.

Comr. John C. Doerfer reiterated his earlier statements that the present "protest" provision—Sec. 309 (c) of the Communications Act—should be repealed, but in the alternative he would favor the proposed bill over the present law.

FCBA President Percy H. Russell Jr., of Kirkland, Fleming, Green, Martin & Ellis, representing a majority of FCBA's executive committee, favored the bill's aims, and said he was in agreement with the FCC about two minor FCBA-suggested changes in the bill. Benedict P. Cottone, Cottone & Scheiner, representing Ultra High Frequency Industry Coordinating Committee, objected to the passage in the bill which would give the FCC discretionary power on whether to stay a grant pending a hearing or ensuing court decision on a protest. The former FCC general counsel charged big vhf stations with trying to move their transmitters around in attempts to "straddle" markets.

Ervin F. Lyke, president-general manager of WVEI and WVEI-TV Rochester, N. Y., the latter sharing time with WHEC-TV on ch. 10 there, favored the bill. He said that if WSAV Rochester, which has a protest against the ch. 10 grant in the U. S. Court of Appeals for D. C. is upheld by the court, then the ch. 10 stations will have to go off the air until the FCC decides on the case at a hearing.

Gordon Brown, president-general manager of WSAV, charged that WHEC-TV and WVET-TV, former competing applicants for ch. 10, held a secret meeting to work out a share-time arrangement while the WHEC-TV grant was pending. He asked the FCC before Mr. Brown could submit his application for the same facility.

The hearing generated some unexpected heat when Sen. Strom Thurmond (D-S. C.), who long has ranked over the protest which has kept WSPA-TV Spartanburg, S. C., off the air since its CP was granted in 1954, found out a witness he was questioning was a lawyer representing one of the two ultra stations protesting the Spartanburg ch. 7 grant.

Subcommittee members present were Chairman John O. Pastore (D-R.I.), Sens. A. Mike Monroney (D-Okl.), John W. Bricker (R-Ohio) and Charles E. Potter (R-Mich.). Sen. Thurmond is a member of the parent Senate Commerce Committee.

Chairman McConnaghy said the FCC and the FCBA have agreed on two amendments submitted by FCBA which (1) give the protestant a chance for oral argument on decisions FCC might make that facts in a protest do not provide sufficient grounds for staying a grant, and (2) change the language of the bill to make it clear the FCC may revise issues presented in the protest to conform to facts or matters asserted by the protestant.

He said Sec. 309 (c) has "opened the door" to those concerned "not with the public interest" but their own competitive interests, and that the section is used as an instrument for delaying new grants. Recent decisions, he said, have unnecessarily, have taxed the FCC staff and involved much time, he said.

He said court decisions have made "extremely broad interpretations of parties in interest" and cast much doubt on the FCC's ability to dispose of insubstantial protests without hearing or without staying a protested grant.

Public Interest Suffers

He said the "built-in stay provisions" deprive the public of a new radio or tv service until all proceedings are concluded and that the public interest thereby suffers.

Sen. Pastore said he was concerned about a case where a station might be allowed to go on the air, only to be put silent later by an appeals court reversal upholding a protestant. He compared this with giving a child a lollipop, then taking it away from him. He said he would rather not give the lollipop in the first place. Expressing his sentiment for the public, not the business interests themselves, he asked: "How about the people who (then) have no buttons to turn?"

Sen. Pastore said that when two or more applicants merge and receive a quick grant, he thinks a hearing ought to be held so the public can "know the facts."

Comr. Doerfer reiterated his position that Sec. 309 (c) should be repealed, but told the subcommittee that in the alternate he is in favor of the proposed bill.

He said the section conflicts fundamentally with the philosophy of the Communications Act, in that the Act emphasizes free competition while Sec. 309 (c) gives protection to competitors of the grantee.

He said it is the Commission, and not private individuals, who should protect the public interest. "If the commissioners cannot be trusted to carry out their high public trust, they should be removed from office," he said. While the FCC is "forced to consider individual concepts of what constitutes the public interest, then the original purpose of the administrative process to promptly expedite matters is seriously impaired," he said.

He said Sec. 309 (c) "opens a door for harassment by the powerful and the wealthy or even extortion by the unscrupulous." He cited a recent two-week period in which he said FCC members in conference spent 28% of their time on protest matters (6.6 hours of 23.3). He recounted high man-hour totals and costs caused by FCC action on protest cases. He also expressed fear that thousands of other FCC...
“Bank has just been robbed...
I’m going after details!”

Case History No. 10

It was the start of a routine day. At Station WMRE, Monroe, Ga., Al Brown was at the microphone. Manager Deral Morris studied a list of sales prospects. In nearby Mansfield, the Bank of Mansfield opened as usual for another day of business.

At 9:20 a.m., a bandit entered the Mansfield bank, pulled a gun on the cashier and scooped up $6,300. He escaped by car.

Morris got the word—fast—from Walton County law enforcement officers. He reached Brown in the newsroom.

"Al! The Bank of Mansfield has just been robbed! I’m going after the details!"

Morris raced to the sheriff’s office and relayed details to Brown, who called The Associated Press bureau in Atlanta. Between them, Morris and Brown also called the bank...interviewed the officials...called AP again.

WMRE covered all the angles of the robbery for its listeners and for all other AP members as well.

Cooperation? At the time of the robbery, WMRE had not begun to receive AP teletype service because technical difficulties encountered by the wire company had delayed completion of a line to the station.

"But," says Brown, "we wanted to cooperate because we know that our fellow members also cooperate."

Al Brown and Deral Morris are two of the many thousands of active newsmen who make The AP better...and better known.

If your station is not yet using Associated Press service, your AP Field Representative can give you complete information. Or write—

Those who know famous brands...know the most famous name in news is AP
Cash registers and television are very compatible people in the expanding KDUB-TV market. What KDUB-TV advertises, local cash registers ring-up. Everybody loves that silver sound audio and your product is the picture with channel 13, the original miracle medium in West Texas.

(June set count: 83,472)

KDUB-TV
LUBBOCK, TEXAS

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GOVERNMENT

actions may be delayed when the “full implications” of the protest provision become known. Mr. Cotone said UHFICC took as object to the provisions in the bill requiring the FCC to hold hearings on public interest, law violations, FCC rules and established policies, and other serious questions concerning the validity of FCC grants.

UHFICC’s objections, he said, go to the provision which would give the FCC discretion on whether a non-hearing grant should be stayed pending the Commission’s decision after hearing on a protest. For the FCC to set a hearing on a protest means that the grant is of doubtful public interest, he added. “It is difficult to see how the Commission could decide in one breath that there are serious questions of public interest that must be determined in a hearing, and in the next breath to say that the authorization must be permitted to become operative pending the very hearing held in order to determine its validity.”

The injury threatened by the grant becomes an “immediate reality,” he said, and such operation becomes an “almost insuperable obstacle” to an ultimate decision after the hearing establishing the protestant’s public interest case. This “psychological obstacle” would shake even the most firm judicial temperament in denying the grant because public reliance on the continuance of the station has been allowed to take hold, he said. The protestant would be intrepdi who would continue into the hearing under such conditions, he said, but he certainly would pause at risking his money in the “great expense of going ahead with the hearing.”

Mr. Cotone then described what he called “market-straddling” or “floating transmitter” vhf broadcasters. He said “super-power and super-height” vhf stations often are not satisfied with their locations under the allocations plan, since they may not be able to get a major network affiliation because their high power causes overlap with another station on the same network. This causes duplicated coverage, which network advertisers will not pay for, he said. The station then seeks to move its transmitter to a place where it can get greater unduplicated coverage, he added.

VHF Encroachment Cited

He said it has been a “common occurrence” in the past two years for the FCC to approve “these distant moves” of vhf stations without an hearing. “Almost invariably, these moves result in severe encroachment by the vhf station on the market in which a uhf station is already desperately struggling to survive.” If the uhf station has an affiliation with the same network, it is then lost to the vhf station, he said.

The “protest” section at present gives uhf stations a chance to demonstrate that public interest is involved because such vhf moves “rot away the tissues” of the allocations plan, aggravate uhf-vhf intermixture and allow a network’s business policies to determine the location of stations instead of encouraging many local outlets, Mr. Cotone said.

Mr. Cotone asked that if the stay provision is not deleted, the bill be amended to allow the grant to remain in effect only if the FCC finds “on the record” from facts stated by the protestant “under oath” that the public interest requires that the grant remain in effect. The FCC also would consider facts sworn to by the protestant that “such authorization to the applicant may reasonably result in the loss to the public the service of stations authorized to be rendered by one or more existing permittees or licensees.”

Mr. Cotone’s reference to vhf stations which move their transmitters drew a scorching rejoinder from Sen. Thurmond, who has shown himself concerned about the great number of uhf stations in the same area. The vhf station then received a cp for a transmitter on Hogback Mt., near Spartanburg. The station later received a STA for Parisc Mt., 6 miles from Greenville, S.C., and when the two uhf stations—WAIM-TV Anderson and WQVL [TV] Greenville—protested, asked for and received a permanent cp. The uhf stations then went to court.

Sen. Thurmond asked Mr. Cotone if he knew about the Spartanburg case and when Mr. Cotone replied that he not only was familiar with the case, but was representing WAIM-TV, the South Carolina Democrat leveled a forewarning at Mr. Cotone and said:

“The people of Spartanburg have no television station. You are denying them service. We object to that.” Later he asked, rhetorically, “Aren’t there some attorneys who are using this section [309 (c)] to collect fees for their own private gain by tying up stations?”

“In my opinion that case,” replied Mr. Cotone.

“Since you are their attorney, I don’t care to go into it,” retorted the South Carolinian. Then he got up and walked out of the hearing room.

Two Amendments Asked

Mr. Russell said FCBA’s executive committee had agreed on the bill, although not unanimously, with two amendments providing (1) the right of the protestant to an oral argument before the Commission prior to any FCC decision that the facts in the protest are insufficient, even if true, for setting aside a hearing, and (2) language making it clear that the FCC may hear protests in the station to conform to the facts or matters presented by the protestant.

He said FCBA believes the FCC has a right to demur to protests in accordance with established legal procedure; that the discretionary stay is desirable, and that the FCC should be empowered to draft issues charged by the protestant to make them consistent with facts alleged in the protest.

Mr. Lyke said that if WSAY’s protests against the 1953 grant of ch. 10 in Rochester to WHEC-TV and WHEC-TV on a share-time basis is upheld by the Appeals Court, then the stations will have to go off the air until a final FCC decision.

He said WSAY did not file its application for ch. 10 until several days after the grant to WVET-TV and WHEC-TV. If the stations go silent, he said, an area of more than a million people will lose its second tv service, a $700,000 plant will be idled and a $50,000 monthly pay-roll stopped.

Mr. Brown presented a statement he issued when WSAY first appealed to the U. S. Appeals Court. The statement charged a “quickie” FCC grant after a secret meeting of WVET-TV and WHEC-TV officials on a share-time agreement.

He said the agreement was effected because WHEC-TV, owned by the Gannett newspaper interests was afraid of FCC “reluctance” to grant tv facilities to a newspaper in competition with a non-newspaper applicant.

WVET-TV, he said, was afraid its case would be weakened because of its “fair portion of out-of-town stockholders, the FCC generally preferring local ownership of radio and television stations.”

He quoted criticism by former FCC Comr. Frieda B. Hennock against “quickie” grants.

Broadcasting • Telecasting
SAFETY is a far greater problem now!

May be you have memories of scenes like the one above when the "horseless carriage" was just beginning to roll along our roads and streets. You may remember, too, how careful the drivers were . . . and how everyone took precautions to avoid accidents with the new and wonderful machines.

Automobile safety was important then, but it is far more so now. This is because the modern car is such a sensitive and powerful machine . . . and because today our streets and highways are crowded with over 58 million registered motor vehicles. Furthermore, most city streets were laid out when horse-drawn vehicles were the principal means of transportation.

Safe motoring is, of course, vital the year round if the toll of lives from motor vehicle accidents is to be reduced. That toll now amounts to more than 36,000 fatalities a year.

During the summer, motorists on weekend outings or long distance touring are especially tempted to be careless. Such drivers are frequently in a hurry to reach their destinations, and often try to crowd too much mileage into too little time.

This get-there-quick urge may lead to dangerous situations . . . and rob motoring of its fun. So, before you get behind the wheel this summer, would it not be a good idea to take a look at your driving habits? Here is a quiz that you can take. Your score may determine how safe you, your family and others on the road will be.

Every time you take the wheel . . . remind yourself that your driving is, at the moment, your most important responsibility. Then you will be doing your part to make our streets and highways less hazardous.

1. Are your brakes in proper working order?  
2. Do you observe all traffic regulations, particularly about speed?  
3. Do you watch other drivers and try to anticipate what they will do?  
4. Do you always stop driving when you feel fatigued or ill?  
5. Are you extra cautious when pedestrians are about?  
6. Do you keep in line when nearing the top of a hill or a sharp turn?  
7. Do you take extra precautions about stopping during night driving?  
8. Do you have your car checked before starting on a long trip?  
9. Do you signal in ample time before stopping or changing direction?  
10. Do you know the distances required to stop your car at various speeds?

Perfect Score 100

Metropolitan Life Insurance Company  
(A MUTUAL COMPANY)  
1 Madison Avenue, New York 10, N. Y.
FCC Clarifies Stand on 'Protest' Changes

Chairman McConnaughey's letter explains FCC views on disposition of pending cases if House and Senate bills pass.

If the House and Senate enact into law the proposals before both groups to amend Sec. 309(c) "protest" provisions of the Communications Act, would the new law be invoked retroactively by the FCC to (1) reconsider previous FCC designation of a protest case for evidentiary hearing? (2) reconsider whether a grant, already protested, should be stayed or allowed to go on the air pending final outcome of the case?

The FCC revealed it has clarified itself on these issues last week in a letter from Chairman George C. McConnaughey to the House Commerce Committee in the record of Senate subcommittee's hearing on the sec. 309(c) amendment proposal (see story page 74).

The FCC letter was a reply to a letter from Rep. Oren Harris (D-Ark.), chairman of a House subcommittee which held hearings last month on the House version of the proposed amendment, asking what the FCC would do about the Clarksburg, W. Va., protest case if the bill were enacted.

The FCC chairman said other commissioners were in agreement with him that "the public interest would not be served by reconsidering the designation of the case for evidentiary hearing or [by reconsidering] the postponement of the effective date of the grant which has been protested," should the bill be passed by Congress.

"It is our opinion that in the absence of any congressional statement of intent," the FCC might be legally empowered to reconsider such pending matters, Chairman McConnaughey said. "In general we believe, however, that the public interest would not be served by any such reconsideration."

The only exception is that the FCC believes it should have an opportunity to invoke such an enacted law if the FCC has been reversed by a court of appeals in a case where the Commission has "issued a final decision denying a protest, either before or after hearing, and in which, pending a court appeal, the grantee has constructed its station and begun operation."

In the Clarksburg case, the FCC's denial of a protest was reversed by the U. S. Court of Appeals of D. C. and the Commission was ordered to reopen the case and hold further hearings [BT, June 13].

Testimonial Dinner Slated To Honor Frieda B. Hennock

FORMER President Harry S. Truman, who in 1948 appointed Frieda B. Hennock to the FCC, will head the list of notables who are sponsoring a July 20 testimonial dinner in her honor. Miss Hennock on June 30 completed her seven-year term as an FCC commissioner.

Others sponsors include Mrs. Eleanor Roosevelt; Gov. Harriman of New York; Gov. Edwin Johnson of Colorado; Sen. Alben Barkley (D-Ky.), former vice president; Sen. Herbert Lehman (D-N.Y.); FCC Chairman George C. McConnaughey, and Commr. Hyde, Webster, Bartley, Doerfer and Lee.

The testimonial dinner will be given at 6:30 p.m. at the Shoreham Hotel in Washington.

Clarksburg Grant Stayed

In accord with the ruling of the U. S. Court of Appeals for the Third Circuit, the FCC for further proceeding the Clarksburg, W. Va., economic protest case brought against ch. 12 WBLK-TV there by a local newspaper [BT, June 13, 97 seq.], the Commission last week stayed its mid-1954 grant of ch. 12 to WBLK pending the renewed hearing. No date for the further proceeding was set.

WBLK-TV was granted a full construction permit. The decision of the court that the protestant, Clarksburg Publishing Co., is entitled to full evidentiary hearings (it received FCC consideration before), has required FCC to change its approach to numerous protest cases now underway [BT, July 4]. FCC also has told Congress, in seeking relief from the existing protest requirements now contained in Sec. 309(c) of the Communications Act, that a flood of new protests is expected in view of the court's Clarksburg decision [BT, June 27].

FCCBlocked. Bureau Opposes New Britain Issue Change

REQUESTS by ch. 8 WNHC-TV New Haven and ch. 53 WATR-TV Waterbury, Conn., for enlargement of issues in FCC's hearing on NBC's $600,000 plus purchase of WNHC-AM-TV New Britain (see story, page 86) were opposed in general last week in a brief filed with the Commission by its Broadcast Bureau.

The Bureau, however, agreed that practical question whether the sale would comply with FCC's multiple ownership rules should be investigated.

Hearing on the purchase of WKNB-AM-TV, institution on the basis of protest petitions by WNHC-TV and WATR-TV, meanwhile, has been postponed by the Commission without date. FCC delayed the original "oral argument" hearing pending reconsideration of whether a full evidentiary hearing is required in view of the recent court ruling in the Clarksburg, W. Va., case where a local newspaper has won hearing on FCC's 1954 grant of ch. 12 to WBLK there [BT, July 4].

Also before the Commission is a petition by ch. 2 WGR-TV Buffalo calling for a joint hearing on several NBC purchases, including the WKNB transaction. The others include the network's $312,000 buy of ch. 17 WBUF-TV Buffalo and its swap of Cleveland-located WTAM and WNBK (TV) plus $2 million for Westinghouse-owned KYW and WPTZ (TV) Philadelphia. The WGR-TV brief has met with prompt opposition from both NBC and Westinghouse.

To Fete McConnaughey

COMMITTEE on Radio and Television Broadcasting of Advisory Council on Federal Reports, which consults with the Bureau of the Budget in simplifying and improving questionnaires and reporting procedures of federal agencies, will be host Tuesday at a small dinner in Washington to salute FCC Chairman George C. McConnaughey. The committee annually has feted the FCC chairman and Commission members.

WDBJ

Established 1924 - CBS Since 1929
AM - 5000 WATTS - 960 KC
FM - 41,000 WATTS - 94.9 M
ROANOKE, VA.
Owned and Operated by the TIMES-WORLD CORPORATION
FREE & PETERS, INC., National Representatives

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Storer Cites Expenses
In Promoting Miami Uhf

More than $1 million laid out in establishing outlet, company says in reply to oppositions to its de-intermixture petition for southern Florida.

STORER Broadcasting Co. has spent or is obligated for more than $1 million in establishing uhf in the Miami area, that company has reported in filing replies to the FCC to oppositions to its petition to de-intermix the southern Florida area [BBT, April 18, May 9].

Oppositions to the proposed unmixing have been Biscayne TV Corp. and WKAT Inc. [BBT, May 23, 30]. Both are favored in initial decisions for chs. 7 and 10, respectively.

Answering charges of "bad faith" in filing its petition for de-intermixture while at the same time applying for Miami's ch. 10, Storer itemized these expenses since acquiring what is now ch. 23 WGBS-TV Miami in December 1954:
- Purchase of WMIE-TV Miami grant and WFTL-TV Fort Lauderdale facilities, $340,400.
- Improving facilities of WGBS-TV, including $24,604.
- Construction of new transmitting plant and purchase of site at Miami antenna farm, $228,380.
- Contract for 1,000-ft. tower, $256,510.
- Target date for the tower is Aug. 1.
- Promotion of uhf, including crew of 12 canvassers to contact dealers and householders, newspaper promotion and five-man technical crew to supervise and inspect uhf installations, $24,604.
- Operating loss as of April 30, $124,140.

Since December, when Storer took over the ch. 23 station, almost 35,000 uhf converters or all-channel sets have been sold in the Miami area, Storer said. This is about a 56% conversion ratio in Dade County (Miami), it added.

In addition, Storer stated, the staff of the station has been increased from 23 to 55, and it is now operating 105 hours per week.

Early in May, Storer filed an application for ch. 10-Miami. This was after the Circuit Court of Appeals in Washington ruled in favor of Storer in its attack on the Commission's multiple ownership rules. Storer appealed following the FCC's refusal to accept a similar application for Miami's ch. 10. The Commission said then that since Storer had not appealed to the higher court, the new station was not operating.

In the appellate opinion, the court said that it was sure that the FCC would reconsider Storer's application for Miami's ch. 10. However, when Storer refiled, the FCC declined to accept it again. The Commission held that Storer had not appealed from its original refusal to accept the application and that since the hearing for Miami ch. 10 had concluded, the Storer application was too late. Storer announced it would not further prosecute the ch. 10 application.

The FCC has asked the U. S. Supreme Court to review the Court of Appeals ruling on multiple ownership [BBT, June 27].

In an engineering exhibit associated with the Storer reply, it was stated that a measurement survey of WGBS-TV (operating on ch. 23 with 174 kw power from an antenna 252 ft. above average terrain) showed that 80 dbu signal strength was received at 24.5 miles, 74 dbu at 31.0 miles and 64 dbu at 39.5 miles. This is substantially better than signal strength computed from FCC curves, T. A. M. Craven, consulting engineer, reported.
14 TRANSFERS TOTAL OVER $1 MILLION

Involved are one tv, two fms and 13 am stations.

GRANTS for 14 transfers of control involving one tv station, two fms and 13 standard broadcast stations and totaling nearly $1 million cash plus stock considerations were announced by the FCC Thursday.

Chattanooga, Tenn., led the way with the sale of 80% of WAGO-AM-FM to Gordon W. Gambill, Hubert M. Martin, Humphrey B. Heywood and R. T. Russell for 80% of the difference between $300,000 and the amount of liabilities of licensee at the closing date. Transferor was Ramon G. Patterson, who is 50% owner of Mountain City Television Inc., which was favored in an initial decision looking toward the grant of another tv station in Chattanooga.

Current WAGO assets were set at $77,000 and total assets at $277,000.

The new WAGO principals were simultaneously granted FCC approval for the sale of WCUE Chattanooga, of which they had 100% owners, to WAGO Broadcasting Co. for $105,000. WAGO Broadcasting Co. is owned by Mid-South Broadcasting Corp., operator of WHHM Memphis, Tenn.

KVOD Denver, Colo., license was granted to San Luis Valley Broadcasting Co. for a $225,000 consideration to Colorado Radio Corp. San Luis is licensee of KSLV Monte Vista, Colo.

WOV New York was granted assignment of its license to WOV Broadcasting Corp. for $150,000 plus. Principal WOV Broadcasting stockholder is Morris S. Novick, who is divesting himself of minority interests in WLIB New York.

Sale of KSO-AM-FM Des Moines, Iowa, to KSO Inc. by Murphy Broadcasting Co. for $125,000 was approved. The principals own Radio Indianapolis Inc., licensee of WXIL Indianapolis.

Approval was given the Boston Broadcasting Corp. to sell WVOO Brookline, Mass., to the Champion Broadcasting System Inc. for $85,000. Prior to the grant two of the three Champion principals each owned 323 shares of the 1,400 outstanding shares of WVOO stock.

John F. Malloy was permitted to sell his 50% interest in KJF Seattle, Wash., to Lester M. and Virginia L. Smith, and Lincoln and Sylvia Deller for $8,000, cash plus assumption of $75,000 indebtedness. Mr. Deller owns KXOA-AM-FM Sacramento, Calif.

WMPA Aberdeen, Miss., was granted assignment of license, for $30,000, to E. O. Roden, sole owner of WBF Boonville, and 30% owner of WTUP Tupelo, both Miss.; James A. Reese, W. I. Dove, 40% owner of WTUP, and G. A. Pribenow. Principals own WAZF Yazoo City and WSNJ Oxford, both Miss.

M & N Broadcasting Co. was granted transfer of control of WGM Medford, Wis., to Harold R. Murphy who was permitted to purchase stock, held by Charles H. Nelson, for $4,000, plus relinquishment of all voting stock of the Flume Broadcasting Co. which controls WLDA Ladysmith, Wis. Mr. Nelson will now be sole owner of WLDA.

FCC granted assignment of the construction permit of WHBNHarrodsburg, Ky., for $15,000 from the Pioneer Broadcasting Co. to a new equal partnership of the same name composed of C. H. Hulse, Charles R. Shuffett and Frank Orwin.

KBST-TV Big Spring, Tex., ch. 4, changed its construction permit from the Big Spring Broadcasting Co. to Big Spring Television Inc. with the same majority principals.

Redwood Empire Broadcasting Co. was permitted assignment of its license for KAFF Petaluma, Calif., to a new partnership of the same name with former principals Jeffrey E. Evans and Stephen H. Evans surrendering their interests in return for cancellation of any liabilities from the partnership. The remaining partners will give Aubin D. Thomas a 10% interest.

C. H. Simpson was permitted to increase his ownership of WPXY Punxsutawney, Pa., from 48% to 89% through the purchase of 41% of the station's stock from Farm & Home Broadcast, Inc., for $1,263 and assumption of $4,424 indebtedness.

KAPB Marksville, La., was granted relinquishment of control by W. L. Billups to his family.

Ikard Hopes for Prompt Study Of Bill to Kill Uhf Set Tax

THE HOUSE Ways & Means Committee may consider today (Monday) or tomorrow a House bill (HR 4070) to exempt uhf-equipped tv sets from the 10% federal excise tax, the bill's author, Rep. Frank Ikard (D-Tex.) said last week.

Rep. Ikard said he "hoped" the committee, of which he is a member, can get to the bill today or tomorrow, adding that it is "away down the list" of tax measures under committee consideration.

He said a Treasury Dept. report on the bill, disapproved of it both because of revenue losses and "in principle" because it would in effect "provide a subsidy for particular industries or products" through "differential tax treatment."

The Treasury Dept. letter to the Ways & Means Committee is not very encouraging, Rep. Ikard said, and has "scared off" some committee members "at the moment." However, he said, he hopes the committee can get to the bill this week so its chances for getting out early in the second session of Congress will be increased.

The letter from the Treasury Dept. said FCC estimates it would cost $7 to $15 per unit more to manufacture tv sets equipped for both uhf and vhf tuning, at factory prices running from $70 to $150 per set. The Treasury Dept. said the revenue loss, if all manufacturers turned to uhf-antenna sets, would be $1 million. "The problem of uhf stations is a difficult one," the letter added, "but we believe it should not be dealt with through differential tax treatment."

Return of Sen. Johnson Not Expected Till January

RETURN of Senate Majority Leader Lyndon B. Johnson (D-Tex.) to his senatorial duties is not expected before the second session of Congress which begins next January, it was indicated last week.

Sen. Johnson, whose wife, Claudia T. (Lady Bird), is president and chief owner of KTBK-AM-TV Austin and KANG-TV Waco, both Texas, suffered a heart attack July 2. Meanwhile, Sen. Earle C. Clements (D-Ky.), majority whip, was named to assume duties as Senate majority leader until Sen. Johnson's return.

Physicians at Bethesda (Md.) Naval Hospital said last week Sen. Johnson is "progressing satisfactorily."

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proof positive

WCUE FIRST

in

now

 Akron

latest

Hooper ratings

March-April 1956

<table>
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<tr>
<th>SHARE OF RADIO AUDIENCE</th>
<th>Mon. thru Fri. 8:00 A.M.-12 Noontide</th>
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WCUE ... Akron's only independent—we're home folks. TIM ELLIOT, President

John E. Pearson Co., National Representatives
McConnaghy Tour

FCC CHAIRMAN and Mrs. George C. McConnaghy fly to Paris July 22 on a quasi-official tour of Europe which will include visits with top communication officials in various countries (CLOSED COURSE). They will inspect international Telecommunication Union at Geneva later in month, swing into Germany first week of August (Bonn, Munich and Heidelberg) and then to Stockholm (Aug. 8-11), Oslo (11-14), Copenhagen (14-17), Amsterdam (17-19), Scotland (20-22) and London (23-26). August is vacation month at FCC and no regular meetings are scheduled.

Publishers, Agencies Given More Time to Answer Suit

DEADLINE for filing replies to the Justice Dept.'s anti-trust suit against the American Assn. of Advertising Agencies, the American Newspaper Publishers Assn. and four other print media associations (B&T, May 16) was extended last week to a month, to Aug. 5. A reply to the complaint was due last week in Federal District Court in New York, but the deadline was extended at the request of the respondents. A spokesman for ANPA said it had requested and been granted an additional extension until Sept. 6. An AAAA official told B&T his group had not sought additional time.

Five Am Stations Given More Time

Other groups named in the complaint are the Publishers Assn. of New York City, the Periodical Publishers Assn., the Associated Business Papers and the Agricultural Publishers Assn.

The Justice Dept.'s complaint charged that the operation of the advertising agency recognition system, with its "uniform" provisions for a 15% commission, prohibition against rebates by agencies to advertisers and its refusal to recognize "house" agencies, constituted restraint of trade in violation of Section I of the Sherman Act.

Sight and Sound

Dr. Stanton Hopes Just Such an Outfit Is Nat'l Audience Board

by Leo Mishkin

A FEW WEEKS AGO, Dr. Frank Stanton, president of CBS, and himself a research analyst and social statistician of no mean achievement, made public the wishful suggestion that a committee be organized of public-minded citizens, civic leaders, welfare groups and even, God save the mark, television critics, to find out not only how many people are looking at TV, but also how, and more importantly, why. It was Dr. Stanton's idea that such a committee might draw up a list of pertinent questions on this matter, and that teams of research workers would then go out into the streets and highways asking these questions of all sorts of people who own receiving sets. The result then to be collated and annotated, indexed and cross-indexed, with the final compendium serving as a possible guide to future television programming and production.

WELL, THIS IS TO report that there is already at hand just such an organization, dedicated to just such a purpose, and that out in Hollywood and San Francisco it is already at work. It is called the National Audience Board, and its membership is made up of women's club leaders, Parent-Teachers Associations, American Legion and Legion Auxiliary officials, educational executives, child welfare workers, and local chambers of commerce. In process now is the formation of a similar group in New York, to be allied with the two West Coast branches already established, and future hopes are that additional chapters will eventually be set up in Chicago, Philadelphia, St. Louis, Detroit and other major cities throughout the country.

THE PRESIDENT OF THE NATIONAL AUDIENCE BOARD is one Peter Goelet, a descendant of the famed Goelet real estate family, who for the present is backing the organization of the NAB with his own money. Of which it may be presumed he has enough. Eventually, however, Mr. Goelet hopes that the actual work of the new Board will be self-sustaining, through donations made by the member groups, circulation sales of a weekly news letter, and perhaps even financial tokens of esteem from the television industry itself. It is Mr. Goelet's not altogether unreasonable expectation that the broadcasters will eventually be quite happy to pay hard money to find out whether their programs are any good or not. In the light of Dr. Stanton's recent statement, in which he also said CBS would be quite willing to underwrite just such a study, it would appear that the only thing remaining to be done is to get Dr. Stanton's signature on a check.

MR. GOELET HIMSELF is a former broadcaster, once having operated a radio and TV station in Newburgh, N. Y. And since for some years he was also closely associated with the National Board of Review for Motion Pictures, it is his feeling that much of the same procedures that marked the work of that movie organization might be applied to television as well. Out in Hollywood, for instance, members of the National Audience Board have been welcomed by none other than Walt Disney, for previews of his "Disneyland" and "Davy Crockett" TV shows, and it was at the suggestion of Hubbell Robinson, Jr., vice president of CBS Television in charge of programming, that invitations have also been issued by the NAB to Eddie Cantor, Dick Powell, Jack Webb and other TV stars to take part in the NAB's activities. A number of TV executives on the West Coast are already members.

THE ACTUAL FUNCTION of the National Audience Board, in Mr. Goelet's view, is to serve as a liaison between the public and the television industry. Differing from other civic groups who make a constant practice of merely criticizing, Mr. Goelet has hopes that his people will spend just as much time commending certain things on TV as they will in denouncing them. One of the things the NAB plans, for instance, is an annual, or semi-annual award to the best commercial on the air. And on the questionnaires distributed to members attending pre-view of forthcoming films, or in reviews of live programs, comments are requested on whether it was entertaining not only to you, but to your children, whether it was on the proper time or not, was there anything you found offensive in the offering, was there anything instructive, and would the reviewer like to see more of the same.

Dr. Stanton, meet Peter Goelet. I have an idea that the two of you may find much in common.

BROADCASTING • TELECASTING

From MORNING TELEGRAPH — JUNE 27, 1955

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Welcome to Washington is extended by FCC Comr. Rosel H. Hyde (3d from left) to Carlos Nunez, chief of Mexican government delegation to radio frequency allocation talks which resumed last week. At National Airport gathering Wednesday night (l to r): John S. Cross, State Dept. Telecommunications Policy Staff and assistant chief of U. S. delegation; Joseph M. Kittner, assistant chief of FCC Broadcast Bureau and member of U. S. delegation; Comr. Hyde, chief of U. S. delegation; Francis Colt deWolf, chief of State Dept. Telecommunications Policy Staff; Sr. Nunez, chief of International Affairs Dept., Mexican Ministry of Communication and Public Works; Lazara Barajas (behind Sr. Nunez), chief of Technical Dept., MCPF; Sra. Barajas.

U. S., Mexico Renew Efforts for Am Pact

Mexico is understood to be seeking an additional clear channel, recognition of its Class I-A claim, use of 540 kc and secondary privileges on certain U. S. clears.

RENEWING efforts to settle differences between the U. S. and Mexico over utilization of radio (am) frequencies, delegates from the two countries met in Washington Thursday, exchanged expressions of hope for an early allocation agreement and heard the Mexican delegation chief, Carlos Nunez, voice the desire to "start work immediately."

The two countries were unsuccessful in concluding a treaty at an initial conference last fall in Mexico City, but FCC Comr. Rosel H. Hyde, chief of the American delegation, indicated that the U. S. would cooperate in every effort to reach a solution which would be fair and acceptable to both nations.

Mexico is understood to desire an additional clear channel above its present six (at least on a share basis), to seek greater secondary privileges on certain U. S. clears and to obtain recognition of its Class I-A claim and use of 540 kc, said to have been made in advance of a target date established by the 1947 Atlantic City agreement. The U. S. is reported to be firm in its position that America also is entitled to an equitable use of 540 kc.

The bilateral talks stem from the fact that Mexico was not signatory to the 1950 North American Regional Broadcasting Agreement, which is still pending before the Senate for ratification. Mexico has been negotiating with Cuba preparatory to the renewed meeting with the U. S. in Washington.

Following a welcome by Thorsten V. Kalijarvi, U. S. Deputy Assistant Secretary of State for Economic Affairs, Comr. Hyde informed the opening plenary session that the principal delegates of the two nations would meet on Friday to plan working sessions for this week. Several dozen U. S. industry representatives were present and will participate in the meetings as advisors or observers. Mexican industry spokesmen also are expected to attend.

In addition to Comr. Hyde, the U. S. delegation includes Assistant Chief John S. Cross, chief of radio services and international communications, State Dept. Telecommunications Policy Staff; James F. Barr, chief of Broadcast Facilities Division, FCC Broadcast Bureau; Joseph M. Kittner, assistant chief, FCC Broadcast Bureau; Bruce S. Longfellow, chief, allocation and technical branch, Broadcast Facilities Division, FCC Broadcast Bureau; and Raymond L. Harrell, telecommunication attaché of the U. S. Embassy in Mexico City.

Sr. Nunez is chief of the International Affairs Dept. of the Mexican Ministry of Communication and Public Works. With him Thursday was Lazara Barajas, chief of the Ministry's Technical Dept. Others of the Mexican delegation yet to arrive include Ignacio Ramirez Caraza, Manuel Zorilla, Hector O'Campo Guerra, Guillermo Salas and Jose Luis Fernandez.

Sr. Nunez, in his response to Comr. Hyde's welcome, cited radio's effectiveness in reaching the people "intimately" and its role in a nation's efforts to better serve its citizens. Because of this important role and radio's "universal" nature as a natural resource available to all, he said the distribution of radio facilities must be made in the most equitable manner possible.

Treble Damage Rule Opposed

JUSTICE Dept. has asked Congress to amend the antitrust laws to permit Federal judges to award less than treble damages in private antitrust suits. This is in line with the recommendation of Attorney General's Committee to Study Antitrust Laws [B-T, April 4]. Justice Dept. views, made to House Judiciary subcommittee, said that discretionary powers for judges to award less than mandatory treble damages would aid the complainants, since many times judges and juries feel threefold awards are too steep for "unwitting" violations.
WTPS NEW ORLEANS FAVORED FOR CH. 4

Examiner Smith's initial decision denies application of Loyola U. James A. Noe & Co. bid not in comparative analysis. VIRTUALLY splitting hairs to determine the better of two well-matched competitors, FCC Examiner Elizabeth C. Smith last week issued an initial decision proposing to grant ch. 4 at New Orleans to the Times-Picayune (WTPS) and to deny the bid of Loyola U. (WWL).

She also found that James A. Noe & Co. (WNOE) failed to establish its basic financial qualifications, hence was not considered in the comparative analysis.

Examiner Smith made her final conclusion in favor of Times-Picayune on the basis of its proposals for regular programs of particular interest to outlying communities and its plans for regular color tv programming, especially live. She found Times-Picayune to have only "slight" preference over Loyola in the area of participation in New Orleans civic and community life. She preferred the newspaper for its longer service to the community although citing the strong record of Loyola's WWL.

New Orleans presently has two operating tv stations, ch. 6 WDSU-TV and ch. 61 WMRT-TV. Permit for ch. 26 WCKG (TV) is outstanding.

The initial decision noted that Loyola first filed for tv in 1944, but dropped the bid in 1946 pending further study of conflicting claims as to monochrome vs. color tv. Examiner Smith also cited Times-Picayune's initial tv grant in 1948 for WTPS-TV which was surrendered because of the reallocation and freeze.

"These facts, under all of the circumstances, form no valid basis for an adverse conclusion with respect to either of the two applicants," she said. "From the present pinnacle of hindsight, each of them now doubtless rue the decision then made."

Appraisal Is Necessary

In her summary, Examiner Smith wrote, "In the final analysis, there must be an appraisal of the relative importance of the several factors around which centers the comparison of these applicants. . . . An evaluation of the proposals shows neither of them to be deficient in any important aspect.

"Each has proposed well-balanced and meritorious programming and there is well-founded basis in the record for concluding that each of the proposals can and will be effectuated satisfactorily. It has been hereinbefore concluded that Loyola merits a preference with respect to its past operation and experience in the use of one of the most important and powerful am radio facilities in the nation and the concomitant assurance which that experience gives that the needs of the area generally will be ascertained and met on a continuing basis." This preference is, however, largely offset by the long and meritorious record of Times-Picayune in ascertaining and serving the needs of the community through its newspapers, as well as its experience of much shorter duration and extent garnered from the operation of its much less powerful radio station.

Examiner Smith continued, "Times-Picayune has been awarded preference, albeit slight, on the factor of greater participation in the civic and community life of New Orleans. The deciding factor, under the record in this proceeding, is the fact that Times-Picayune merits preference on two important facets of proposed programming, namely, regularly scheduled programs of particular interest to residents of outlying communities located within the area to be served; regularly scheduled color tv programs.

"The proposal to provide programs of particular interest to outlying communities is not a proposal to program for some special group, such as, for example, a racial group, but is a proposal to provide on a regular basis programs of local interest and participation for residents within outlying communities which have no television outlet other than through New Orleans stations. This will provide some degree of local expression to such communities on a regularly scheduled basis, as well as make for broader interest and utilization of talent found in such areas."

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dominant station in the entire Gulf Coast area," while other Jesuit institutions held part interests in WTV applications at St. Louis and Mobile and operate WEW St. Louis and noncommercial educational FM stations WJAV New York, KSU Santa Clara, Calif., and WUSV Scranton, Pa. The Times-Picayune involves two of the three daily papers in the city in addition to WTPS, she noted.

Concerning the charge that the Times-Picayune has engaged in restrictive advertising practices because of its compulsory unit rate for classified and general advertising (but not retail display) in both the morning and evening papers, Examiner Smith cited the 1955 court ruling which found that the paper was not operating in violation of the anti-trust laws since single ownership is involved. She observed there is a competing paper in the market as well.

The examiner refused to rule against Loyola on several questions raised by its competition over the "Jesuit question." On this matter she wrote in her conclusions:

"A matter which must receive early consideration is whether the manner of appointment and selection of the officers and directors of the Loyola corporation is relevant to the issues in this proceeding. All reference to, or consideration of, this matter which Loyola terms the 'Jesuit question' is objected to by it on the ground that (a) Times-Picayune has offered no point of reliance directed to such matter; (b) it is an attempt 'to smudge in' an issue going to Loyola's legal qualifications; (c) it is an attempt to introduce a religious issue; and (d) no control by the Society of Jesus has been shown.

"With respect to the first ground of objection, Times-Picayune's points of reliance as to 'background and experience,' particularly the reference to stability of corporate management, the method of appointment or election of officers and directors, and local residence, clearly encompass consideration of the method and manner of appointment or selection of officers and directors of the Loyola non-stock corporation, their tenure, residence and related factors.

"With respect to the second ground, the question here is not one of legal qualifications, but factors which relate to claims of superiority by Loyola on the basis of integration of ownership and management, local residence, etc. from a comparative standpoint.

"With respect to the third ground, no consideration has been, or will be, given in this proceeding to the religious faith of any individual or group and none has been urged by Times-Picayune. The evidence has been evaluated on the basis of fact apart from any religious consideration whatsoever.

"With respect to the last ground, control by the Society of Jesus over the selection, appointment and tenure of the officers and directors of Loyola has been clearly established. . . . It should be noted that this is not due to any provision of canon law but to the express provisions of the charter of Loyola granted by the state of Louisiana at the request of the incorporators of Loyola.''

**Civil Liberties Union Opposes Anti-Red Bill**

THE AMERICAN Civil Liberties Union has objected to a bill pending in the Senate that would deny requests by certain political candidates for equal radio time. ACLU, in a letter to Sen. Warren G. Magnuson (D-Wash.), chairman of the Senate Interstate & Foreign Commerce Committee, also has asked to be heard on the bill, if and when a hearing is set.

The bill was introduced in January by Sen. John M. Butler (R-Md.). Under its terms, broadcasters could refuse equal time to persons, even though legally qualified candidates, if they had been convicted of subversive activities or belong to organizations determined to be pro-communist [BWT, Jan. 31].

ACLU's objections were based on "the American idea that in free and open debate, the truth of democracy can defeat the arguments of totalitarianism," Patrick Murphy Malin, ACLU executive director, said.

Mr. Malin, in noting that he was transmitting the views of ACLU's radio-tv panel, said objections were six in number. Candidates, he said, should be entitled to present their ideas to the electorate. "The use of radio-tv is becoming more and more recognized as the prime requisite for political campaigning, and to shut off the candidate from the voters through this vital medium of communication is an attack on our political process, which thrives on the exchange of political views," the panel found.

Other objections were that the bill was both discriminatory and showed "fear of opinion and ideas"; that it would bar from political office (as a principle) people who have served a prison sentence; that it would prevent "sincere reformed" or any other ex-Communist from running for political office; that it would make Communists the victims and thus accord them political respectability and that passage would make the U. S. look ridiculous abroad.

**House to Vote on Bill To Amend 'Protest' Section**

A HOUSE bill (HR 5614) to amend Sec. 309 (c) "protest" provisions of the Communications Act is scheduled to be considered on the floor this week. The measure, open to amendment on the floor, is limited to one hour of debate.

The bill was expected to be passed by the House with little if any opposition, spurred by congressmen with complaints from constituents about delays of new services caused by the present provisions.

The Senate Communications Subcommittee heard testimony on a companion bill last week (see story page 74).

The House bill was reported on the floor Thursday after clearing the House Rules Committee. It had been reported favorably the week before by the House Interstate & Foreign Commerce Committee [At Deadline, July 4].

The House Commerce Committee approved the measure after recommending two amendments suggested by a representative of the Federal Communications Bar Assn. and agreed to by the FCC, both of which testified at hearings June 22 and 26 [BWT, June 27].

**Non-Communist Oath Asked**

ATTORNEYS practicing before federal departments and agencies (including the FCC) or appearing before a federal court or a congressional committee would be required to file non-communist affidavits under the provisions of a bill (HR 7070) introduced by Rep. Peter W. Rodino Jr. (D-N. J.).
TELECASTING

THEODORE S. REPLIER (I), president of The Advertising Council and the first Eisenhower Exchange Fellow to return from abroad, is welcomed back by Stuart Peabody, Council chairman and assistant vice president of the Borden Co. Mr. Replier, who for six months has been studying U. S. information and propaganda activities in Europe and the Far East, called for a stepped-up propaganda campaign by the U. S. He is the first non-government American to make a study of the information-propaganda subject.

Marx, Guedel Ask Tax Court for Personal Services

REQUEST of the U. S. Tax Court to act as arbiter in a dispute with the U. S. Internal Revenue Service over how their million-dollar sale of interests in You Bet Your Life Productions should be taxed has been made by Groucho Marx, host of the NBC radio-television show, You Bet Your Life, and his partner in the production firm, John B. Guedel.

Messrs. Marx and Guedel, on their income tax returns, treated the installment payments on the sale to NBC as disposals of a capital asset, only 50% taxable. The Internal Revenue Service, however, has held that the position that only 25% of the money involved represents such a sale and the remaining 75% is compensation for personal services, and as such, taxable at full rates as ordinary income.

FCC Grants Three New Ams, Gives Four Facility Changes

CONSTRUCTION permits for new am stations in Guthrie, Okla., Roseburg, Ore., and Cameron, Tex., were granted last Thursday by the FCC along with changes in facilities for four other stations.

Southern Broadcasting Co. was granted 1490 kc, with 100 w unlimited at Guthrie. Principals James A. West Jr., Delvin R. White and Eggle M. Risinger have equal interest in KHBM Monticello, Ark., and KSUL Sulphur, La., and are applicants for a new am station at Winnfield, La. Mr. West has a one-third interest in KDMZ El Dorado, Ark.

In Roseburg, Douglas Broadcasters Inc. was granted permission to operate on 950 kc, 1 kw, day. E. Leroy Hiatt, 40% stockholder of Douglas, is manager of KRNR Roseburg.

Milton F. Brown, doing business as Milam County Broadcasting Services, was awarded a construction permit for a Cameron, Tex., station on 1330 kc, 500 w, day, conditioned to acceptance of any interference that may be caused by the subsequent grant of an application of Radio Broadcasting Service or Dana W. Adams on the same frequency at Tyler, Tex. Mr. Brown publishes the weekly Cameron Herald.

WETU Wetumpka, Ala., was granted a change from 1570 kc, 250 w, daytime, to 1250 kc, 1 kw, day.

WCLB Camilla, Ga., was permitted to change from 1540 kc, 250 w, day, to 1220 kc, 1 kw, day.

WIAM Marion, Ala., will increase its power from 1 kw to 5 kw, operating daytime only on 1310 kc.

A modification of its construction permit was granted WNBT Wellsboro, Pa., to change from 1570 kc to 1490 kc.

GOP Politicking on TV Charged by Sen. Neuberger

A CHARGE that Republicans are using "composite political telecasts" has been made by Sen. Richard L. Neuberger (D-Ore.) in a statement on the Senate floor. He said he hopes Congress and the FCC will soon consider measures to "set standards of honesty in television broadcasts of public affairs."

Sen. Neuberger introduced an article from The Reporter magazine, titled "Every Congressman a Television Star." The article criticized the National Republican Congressional Committee for dubbing in filmed shots of GOP congressmen with "spectacular" films showing military planes in action, federal atomic installations or "travelogues of Washington." The committee also splices "discussions" by individual congressmen with high administration officials into films which make it appear as if the official and the congressman were having a question-and-answer session, the article said.

Such films, Sen. Neuberger said, then may be telecast as nonpolitical public service features by the congressman's hometown tv station.

Sen. Neuberger said that "as in the case of radio, the role of television is justly conceived to be both in the field of entertainment and in the field of enlightenment. But the medium itself does not differentiate between the two, and therein lies an opportunity for the political huckster, and a danger to the democratic process."

The Oregon Democrat recently introduced a bill which would require that stations make it known to the television audience when a political speaker is using face make-up or prompting devices on telecasts.

Will Probe News Suppression

A SUBCOMMITTEE of the House Government Operations Committee has been named to investigate whether government departments and agencies have withheld or suppressed information to radio and tv broadcasters, other communications media and congressional committees, Rep. William L. Dawson, committee chairman, has announced. Rep. John E. Moss (D-Calif.), who will head the subcommittee, said staff members already have started the investigation. Rep. Dawson's statement said that "charges have been made that government departments and agencies have denied or withheld pertinent and timely information from those who are entitled to receive it."

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July 11, 1955 • Page 85
CBS BUYS 2D UHF, WGTH-TV HARTFORD, FROM GENERAL TELERADIO FOR $650,000

Acquisition will match CBS and NBC for the first time in the ownership and operation of uhf stations in the same market, NBC owning WKNB-TV New Britain.

CBS bought its second uhf television station last week, signing with General Teleradio Inc., to acquire ch. 18 WGTH-TV Hartford, Conn., for $650,000.

Purchase of the Connecticut capital city outlet will pit CBS and NBC against each other for the first time in the ownership and operation of uhf stations in the same markets—assuming the necessary FCC clearances.

NBC has bought ch. 30 WKDN-TV New Britain, also subject to FCC consent [BT, Jan. 10]. Both are in the rich, populous Connecticut River Valley area, which is the target of one of the de-interruption cases heard by the FCC two weeks ago [BT, July 4].

The CBS-General Teleradio agreement, announced Friday afternoon by CBS-TV President J. L. Van Volkenburg, in reality involves a three-way sale. General Teleradio owns 55% of WGTN-AM-TV but committed itself to acquire the remaining 45% owned by the Gannett Newspapers' Hartford Times and to deliver all of WGTH-TV to CBS. What GT will pay for this 45% interest was not disclosed.

Mr. Van Volkenburg said that transfer applications will be prepared promptly for early submission to the FCC. "Operation of WGTH-TV by CBS Television," Mr. Van Volkenburg said, "will assure the many thousands of families in the important and rich Hartford area of a complete schedule of the outstanding CBS-TV programs."

"The FCC clearance is proof of the network's confidence in uhf and is in compliance with the commitments of CBS to foster the development of uhf by acquiring the maximum number of uhf and vhf stations permitted under the rules of the FCC."

Seven Tv Limit

The FCC multiple ownership rules permit the ownership of up to seven tv stations by a single entity, provided no more than five are in the vhf band. These rules have been nullified by a U.S. Circuit Court decision, but the FCC has asked the U.S. Supreme Court to review that ruling.

CBS acquired its first uhf outlet—WXIX (TV) Milwaukee, on ch. 19—last October when it paid $335,000 for WOKY-TV Milwaukee and a net $500,000 for the facilities of WCAN-TV Milwaukee.

In an abortive move last fall, CBS proposed to buy ch. 9 WSTV-TV Steubenville, Ohio, for $3 million. The agreement was pinned on FCC approval of the move of the station to a new point near Pittsburgh. This drew protests by Pittsburgh stations and both buyer and seller were told by the FCC that a hearing was necessary. The sales agreement was cancelled by "mutual consent" last month and the application to move the station withdrawn [BT, June 13].

Last year, CBS gave up minority ownership in two tv stations. It sold its 45% interest in ch. 9 WTOP-TV and WTOP-AM-FM Washington for $5.5 million, and its 47% interest in ch. 4 WOJO-TV and WCCO Minneapolis-St. Paul to Cowles' Minneapolis Star & Tribune Co. for $3.9 million.

CBS is an applicant for St. Louis' ch. 11. It had also been an applicant in Boston, but withdrew.

If the FCC approves the Hartford uhf purchase, CBS will still be shy two vhf owned outlets for a complete "five and two" tv portfolio. It now owns, in addition to the Milwau-kee uhf, WCBS-TV New York, WBMB-TV Chicago and KNXT (TV) Los Angeles. A pending final FCC decision on the outcome of the battle for Hartford's lone vhf ch. 3. An initial decision by an FCC hearing examiner favors the grant to WTIC Hartford and proposes to deny competing applicant Hartford Telecasters Inc.

However, Hartford is one of the four key cities involved in the Commission's present consideration of overlapped vhf and uhf. WGTH-TV, WKNB-TV, and WHYN-TV and WWLP (TV) Springfield, Mass., have proposed that ch. 3 be made the educational channel in Hartford or that it be moved to another city. Requests for ch. 3 have been filed with the FCC for West-erly, R. I. (Providence), New London and Nor-wich, Conn.

Location Move

The proposed $600,000 purchase of ch. 30 WKNB-TV and WKNB (1 kw day on 840 kw) New Britain is predicated on the move of that station to a new location. The purchase has been under investigation by the FCC on the question of overlap between NBC's "five" vhf service and two TV stations. WKNB-TV, both WHNC-TV New Haven and WATR-TV Waterbury, Conn., have objected to this purchase (see story page 78). WKNB-TV has been affiliated with CBS-TV.

Hartford is less than 10 miles northeast of New Britain. It is 98 air miles from New York. It is 34 air miles from New Haven, where ch. 8 WHNC-TV has been the NBC-vhf affiliate for that part of New England for the last seven years. WHNC-TV's NBC affiliation ceased Oct. 1 [BT, July 4].

The agreement between CBS and General Teleradio was negotiated by John B. Poor, vice president of GT and executive vice president of Mutual Broadcasting System, and H. V. Akerberg, CBS-TV vice president in charge of station relations.

General Teleradio, majority owner of MBS, also owns WOR-AM-FM-TV New York, WNAC-AM-FM-TV Boston, KJH-AM-FM-TV Los Angeles, WHBQ-AM-TV Memphis, KFRC San Francisco and last month entered into an agreement to buy WEAT-AM-TV West Palm Beach, Fla. [BT, July 4].

Started in 1954

WGTH-TV commenced Sept. 25, 1954. It is affiliated with ABC and DuMont, and is re-presented by H-R Television. It will, of course, become a CBS-TV basic under the new ownership. It is licenced to General Times Television Corp. WGTH (5 kw on 1410 kc) is not in-volved in the CBS purchase, but will be completely owned by General Teleradio when it buys out the Gannett interest.

No decisions have been made regarding changes in WGTH-TV management if the FCC approves its acquisition by CBS, Mr. Van Vol-kenburg indicated.

WKOZ Marks Power Increase

LUNCHEON to honor more than 100 local businessmen who have used the station's facilities was held July 1 by WKOZ Kosciusko, Miss., to mark its increase in power and new independent program format. Up to now WKOZ has been an ABC affiliate with 250 w fulltime. It is now a daytimer with 5 kw and operates as an independent, featuring music, news, sports and local events.

At the luncheon, owner Cy N. Bahakel presented plans to increase WKOZ's service on a regional basis and "to make the station an even greater medium of information and entertain-ment." Mims Boswell Jr. is general manager and has been with WKOZ since its founding in 1947.

WEOA Safe Completed

FINAL PAPERS have been signed transferring WEOA Evansville, Ind., from Consolidated Television & Radio Broadcasters Inc. to Ohio Valley Television Co. (WEHT [TV] Henderson, Ky.) for $116,000 [BT, June 27]. The sale was consummated on June 30, following Commission approval June 22.

Harry M. Bitner is president of Consolidated, which owns WFBM-AM-TV Indianapolis; WORAM-AM-TV Grand Rapids and WFDF Flint, Mich., and WTBN-AM-TV Minneapolis. WEHT, which covers Evansville, is wholly owned by Malco Theatres Inc. Herbert R. Levy is president.
**WOR-AM-TV SALES HEADED BY DIX**

IN A REALIGNMENT of the sales staffs at WOR-AM-TV New York announced last week by Gordon Gray, general manager, William F. Dix Jr., WOR sales manager, was made sales manager of both WOR and WOR-TV.

As part of the re-shuffling of duties, Perry Bascom was advanced to the post of assistant sales manager of WOR-TV from that of account executive with the station. William McCormick continues as assistant sales manager of WOR.

In assuming sales command at WOR-TV, Mr. Dix takes over the duties relinquished by Charles Phillips, who has been named manager of the sales development department of the television division of Edward Petry & Co. (see story below).

Mr. Dix joined WOR as sales manager in January 1954, leaving a similar post at WTAM Cleveland.

Mr. McCormick, who was named assistant sales manager of WOR last February, joined the station in October 1946 and later was promoted to regional sales manager. He is credited with having compiled a record of more than $2 million in billings during his tenure with WOR.

An account executive with WOR since August 1954, Mr. Bascom previously was a sales representative for WIP Philadelphia for more than six years.

**Phillips to Head Petry Tv Sales Development**

ESTABLISHMENT by Edward Petry & Co. of a sales development department within its Television Div., with Charles Phillips as manager, effective Aug. 1, was announced last week by the station representative company.

Mr. Phillips joins Petry from WOR-TV New York, where he has been sales manager since February 1954 (see above). He will report to Tom Knode, vice president and general manager of Petry tv.

Mr. Phillips previously had spent 11 years with NBC, from 1943 to 1954, starting as sales promotion manager for KOA Denver and progressing through various executive posts, including sales manager of WBKB Cleveland. He also has been with Ball & Davidson, Denver advertising agency, and with The Denver Post.

The new department will endeavor to secure new advertisers for spot tv; sell current spot tv advertisers on expanding their use of the medium, and acquaint top advertiser management in the national field with the full story of each Petry-represented tv station. The department’s efforts will be supported by Petry tv promotion and research, and its activities will be closely coordinated with those of the Petry tv sales department.

**New Tennessee Daytimer Goes on Air July 1**

CEREMONIES heralding the start of WSEV Sevierville, Tenn., were held July 1 with representatives from state and local governments and civic and veteran’s organizations attending a two-hour celebration. WSEV, licensed to Smoky Mountain Broadcasting Corp., is on 930 kc with power of 1 kw daytime only.

Keynote speaker was James McCord, Tennessee Conservation Commissioner and former governor of the state, who discussed radio in modern day civilization. Among other officials present were Donald McSween, Tennessee Employment Security Commissioner; Glenn Nicey, executive assistant to Gov. Frank Clement; state senator Carrol Oak; state representatives Fred C. Atchley, L. S. Nease, A. R. McCammon, Bryce Wescarver, and Dr. James A. Crabtree, former Deputy Surgeon General of the U. S. Public Health Service.

Clay Cline, for 12 years with WIZM Clarksville, Tenn., is general manager of WSEV.

**Privett to WBRC Sales Staff**

APPOINTMENT of G. O. Privett to the sales staff, WBRC Birmingham, Ala., was announced last week by Lionel F. Baxter, sales manager. Mr. Privett, who has been in broadcasting since 1930, served most recently as sales manager of WSGN and previously had been local sales manager of WAPI, both Birmingham.

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**All 3-Speeds without Adapters**

**FAIRCILD 530 Direct-Drive TRANSCRIPTION TABLE**

With the Fairchild 530 Transcription Table, accurate playback speeds, including 45 rpm, are guaranteed by direct-drive. This eliminates inefficient “adapters” and insures day-by-day reliability.

Just a flick of the switch, even when the motor is running, and you can perform all record and transcription reproduction on one table. And, to complete the picture, Fairchild 202 viscous damped 3-way arm allows your choice of stylus size and lateral or vertical reproduction.

**CONVERT Out-moded Equipment**

The drive used in the Fairchild 530 is also available in kit form for easy conversion of your present system to 3-speed operation. Fairchild 530 is especially effective in converting RCA 70 Series tables.

**WRITE FOR ADDITIONAL INFORMATION TODAY!**

**FAIRCILD RECORDING EQUIPMENT**

TENTH AVENUE, WHITESTONE, N. Y.

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WRCA-AM-TV Is Host
For Day at Monmouth Park

WRCA-AM-TV New York took 'em to the races. Some 300 persons, including a wide representation of advertising agencies along with users of the NBC-owned outlets' time, plus executives of two stations and of NBC Spot Sales, were on hand for the excursion from New York to the Monmouth (N. J.) Park track which WRCA-AM-TV staged June 29 for grocery manufacturers' representatives of New York [B&T, July 4].

The party traveled by boat, was dined en route and entertained by WRCA-AM-TV talent. Guests with limited time were flown to the track by helicopter.

WLEE Richmond Names 3;
Hudson to Radio & Sales Mgr.

HARVEY HUDSON, assistant manager in charge of operations for Lee Broadcasting Corp.'s WLEE Richmond, Va., has been named manager of radio and sales for the station, effective immediately, the corporation has announced. Simultaneously announced were the appointments of Thomas J. Kita and Lud Sterling as chief engineer and program director, respectively.

Mr. Hudson, 33, was associated with WRVA Richmond from 1940 to 1946 when he joined WLEE at its inception. In addition to management functions he has continued in the entertainment phase of radio and still produces the daily Harvey Hudson variety show.

Mr. Kita, 29, formerly assistant chief engineer in charge of studio control remote broadcasts and maintenance of equipment, has been with WLEE since 1948.

Mr. Sterling, 37, has been WLEE chief announcer for the last three years, joining the station as a disc m.c. in 1947. He has become well-known as "Uncle Lud" on the program of that name over WLEE.

Gainesville Stations Protest
U. of Fla. Football Decision

TWO Gainesville, Fla., radio stations have protested the granting of exclusive rights for the U. of Florida football games to the university's WRUF there.

In the protest, made to the Board of Control, which sets the broadcast policy, WGGG President R. M. Chamberlain, who said he also served as spokesman for WDVH, asked the board to change its ruling, pointing out that in other cities with two or more stations the commercial stations have a right to bid for the broadcast privilege.

Acknowledging Mr. Chamberlain's charge that WRUF was a "commercial station," board member Hillis Rinehart said it became commercial only because the legislature ruled it had to be run as a commercial enterprise. But, he added, "WRUF has certain prerogatives it must enjoy over commercial stations." He cited educational advantages and added "... We look to it as the voice of the university."

Mr. Chamberlain countered that outside of a half-hour farm program, WRUF did very little university work. He said, "... I carry more university programming than WRUF."

Mr. Rinehart suggested the matter be taken under advisement. To enable the Board of Control to make a better study of the matter, board member Fred Kent called for a statement from each station concerning its educational programming and other phases of operation.

WWIL Sets Programming
For Late Summer Debut

PROGRAM format of news and music stressing hi-fi sound will be featured on WWIL Fort Lauderdale, Fla., when it makes its debut sometime between Aug. 15 and Sept. 1. Construction of a new one-story building that will house all the station's operations was started June 18. The complete installation is expected to cost between $65,000 and $70,000.

Nick Pagliara, vice president, said WWIL will program about 20 hours a day, from 6 a.m. to 2 a.m.

WWIL is owned by the Missouri Broadcasting Corp., owners of WIL St. Louis. L. A. Benson, president, and Mr. Pagliara have been at the helm since WWIL was founded.

WWIL will operate on 1580 kc with 1 kw fulltime. Collins Radio Co. equipment will be used.

KEYD-TV Names Fransen,
Day in Expanded Activity

EXPANSION in sales and programming was announced last week at KEYD-AM-TV Minneapolis by General Manager Lee M. Whitling. Two appointments were made.

Richard M. Day, with KEYD since 1950 was named local television sales manager, and Robert Fransen, operations manager of KEYD-TV since it has been on the air, was promoted to assistant general manager in charge of tv.

Mr. Whitling said the appointments reflect intensified local sales activity and an expanded program of film purchases. He said still other programming moves were being made as a result of a rapid growth in audience during the first six months of tv operation.

EN ROUTE back from the races on the junket of WRCA-AM-TV New York are (l to r): George Dietrich, national radio manager, NBC Spot Sales; Dick Arbuckle, NBC Spot Sales; Hope Martinez, BBDO; Ethel Wieder, Blau-Beim-Toigo; George Hennessey of George Hennessey Co., food brokers; Ann Janowitz, of Hewitt, Ogilvy, Benson & Mather; and Mike Donovan, of Benton & Bowles.

An Early Start

A LITTLE business was combined with a lot of pleasure as the sales forces of WKZO-AM-TV Kalamazoo, Mich., held a sales clinic at the cottage of Carl Lee, Fetzer Broadcasting Co. vice president.

As the stations relate, Jim White, WKZO-TV account executive, made the first "presentation" at 4:30 a.m. in the form of bacon and eggs. The salesmen got off to an early start and headed for Benton Lake. Don DeSmit, tv sales manager, landed the first "client," a small bass. The way it worked out, what little business was transacted proved more successful than the fishing.

Bonus Mentions Offered
In KABC-AM-TV Sales Plan

INTEGRATION of picture or product mention into the format of all local programs is offered theatrical film producers and other advertisers as part of KABC-AM-TV Hollywood's "Operation Saturation" promotion plan.

Mentions are offered as a bonus for placement of all or most of local advertising budgets with the stations, explains Hunt Stromberg Jr., KABC-TV programming director.

Mentions are integrated into the local programs in several ways. During the recent promotion of M-G-M's theatrical release, "Love Me or Leave Me," KABC designated Wednesday, June 15, when the picture opened in Los Angeles, as "Doris Day," after the picture's star. The designation "This Is Doris Day," was incorporated into all station identifications during the day.

WNBF Using 'Double Decker'

WNBF Binghamton, N. Y., began operating July 1 on its new "double decker" antenna, which consists of two completely separate half-wave antennas placed one above the other. It is the first time, the station believes, that an antenna of that type has been used in the am broadcasting field. The station said that measurements have verified that the "apparent power" is more than triple that from the usual "minimum heights" antenna. Jansky & Bailey, Washington, handled the engineering.

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Agricultural World Tour
Sponsored by KCMO-AM-TV
AGRICULTURAL world tour sponsored by KCMO-AM-TV Kansas City for persons interested in world conditions affecting the agricultural economy of this country has been announced by E. K. Hartenbower, general manager of the stations. The tour, to visit the chief agricultural regions and political centers of 24 countries on four continents, will leave Kansas City Nov. 1. Jack Jackson, director of agriculture for the stations, will be in charge of the group.

The tour will leave in three sections, the first visiting European countries and to be completed in 22 days. The second will involve an additional 14 days and will include a stop in Yugoslavia, expected to be the first private American group to observe agriculture in that country, according to Mr. Hartenbower. The third section will continue to the Near and Far East and return via either Hawaii or Alaska. A KCMO representative presently is on an advance trip to arrange details with officials of the countries to be visited.

According to Mr. Hartenbower, the farm project is the first of its type ever to be conducted. A similar project which took 25 midwestern farm leaders to 10 European countries was conducted by Mr. Jackson in 1950.

FCDA Taped Phone Interviews Available to Radio Stations
FIRST of a series of taped telephone interviews between individual radio station personalities and Federal Civil Defense Administration officials was made June 29 in a 10-minute interview of Civil Defense Administrator Val Peterson by Heloise Parker Brog, WEEI Boston's "Mother Parker," on atomic fallout.

Nat S. Linden, chief of FCDA's Radio-TV branch, said Mrs. Brog, immediate past chairman of American Women in Radio & Television's special projects committee, was chosen for the first interview because of her work in interesting AKRT members in FCDA's public information program.

In announcing the series of interviews, Mr. Linden said any station may arrange for taped talks with FCDA officials for use on the station, with FCDA "picking up the tab" for the telephone costs. He said FCDA also would furnish free a disc of the interview to any station which does not have recording facilities. The station personality may talk on any civil defense topic he chooses, including problems peculiar to his own community, Mr. Linden said.

Interested stations should contact FCDA as follows: Nat S. Linden, Chief of Radio-TV Branch, Federal Civil Defense Administration, Battle Creek, Mich.

Ballplayers May Discuss Fee Charge for Interviews
DECISION by some ballplayers to charge stations for radio interviews at major league parks has stemmed from a "misinterpretation" and may be brought up at a meeting of player representatives in Milwaukee this week.

A movement to survey the sentiments of players has been started by John Harrington, sports director of WBBM Chicago [B&T, June 6]. In an interview with Special Events Director Hugh Hill, Brooklyn Dodgers pitcher Carl Erskine explained to listeners how the "misinterpretation" occurred.

He said the idea of levying fees resulted after one National League club made a persistent practice of requesting certain players to appear frequently at dinners and other functions without fee. The players, in turn, decided to curb the practice by starting to charge for their services, he added. Mr. Harrington claims the fees are "discriminatory" against broadcast media.

WBAI (FM) Format Defined
COMMERCIAL announcements at WBAI (FM) New York, new outlet which began operation fortnight ago [B&T, June 27], will be limited to 30 seconds and broadcast four times each hour. Ted Deglin, president, announced last week. Program plans call for broadcast of high-fidelity records and tapes, Mr.Deglin said. No classical music will be played, Mr. Deglin said, adding that the station hoped to gain its audience by "offering the kind of music that large groups of people actually listen to, not merely say for prestige reasons they would like to listen to."

STATION SHORTS
KFMB San Diego, Calif., reports 70.6% business volume increase in first quarter of 1955 over same period last year and record February high with 111% increase over February 1954.

WMAL-TV Washington is converting for network color retransmission.

WBZ-TV Boston has been requested by Union of Finnish Towns for use of station produced traffic film, "This Is Your City-Traffic," for showing in Lahti, Finland, Aug. 18-19.

WTVW (TV) Milwaukee has moved studio and program facilities to 1912 W. Wisconsin Ave. Bldg.

Representative Appointments
WNOW-AM-TV York, Pa., appoints Robert S. Keller Inc., N. Y., as national sales and sales promotion representative.

WPAC Patchogue, N. Y., has appointed Robert S. Keller Inc., N. Y., as sales promotion and national spot sales representative.

Station PEOPLE
Michael Paul Loyet, 4, son of Paul A. Loyet, vice president and resident manager, WHO-AM-TV Des Moines, Iowa, died July 4 of encephalitis.

Kenneth Leslie appointed general manager and sales manager, WORC Worcester, Mass., succeeding Kenneth M. Cooper, general manager, resigned; Herman M. Rosen appointed assistant sales manager.

Melvin A. Goldberg, commercial manager, WKPA New Kensington, Pa., appointed general manager, succeeding Edwards J. Kroen, who has become general manager, WAVI Apollo, Pa.

Cameron Mackenzie, sales promotion manager, WIBC Bridgeport, Conn., appointed assistant to general manager.

Thomas T. Steensland, manager, KAUS-KMNT

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If you program music, make it APS--the only 100% functional pure radio music
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Carroll Wynne, formerly with KXAR Hope, Ark., to KTAN Sherman, Tex., as salesman.

John Roberts to sales staff, WKDA Nashville, Tenn.

Charles W. Johnson, formerly with sales dept., KKOW Oakland, Calif., to sales staff, KFSO San Francisco.

Kenneth E. Peterson, formerly account executive, WDGY Minneapolis to sales staff, KSTP there.

Howard Jackson, formerly with KDKA Pittsburgh, to sales dept., KFMB-TV San Diego.

Chester Lukey to sales staff, WBKB (TV) Chicago.

Anselin Bodycombe, KDKA Pittsburgh, appointed sales representative.

Gordon Williamson, formerly operations manager, WFMY-TV Greensboro, N. C., to local sales staff, WAAM (TV) Baltimore, as account executive.

Robert L. Callahan, formerly general sales manager, National Assn. of TV Advertisers (tv program package producer-distributor), Glen Falls, N. Y., to sales staff, WLWC (TV) Columbus, Ohio, as account executive.

Ed Burch, formerly with local sales staff, KOAT-TV Denver, to local sales staff, KBTV (TV) there.

Alfred C. Booker to sales staff, WAAT (TV) Newark, N. J., as account executive.

Raymond E. Roberts, former publisher, Colorado Wonderland magazine, and Virgil Corp., formerly with Sporting News, St. Louis, to local sales staff, KBTV (TV) Denver, as account executives.

Al Logan, account executive for 22 years with WFMB Indianapolis, and winner of 1954 Radio Exec. Bureau national award, retires to devote fulltime to interest in Perry Manor development in that city.

Roy Starkey, formerly featured on Jellybean Acres, WKRC-TV Cincinnati, to WLW there emceeing Midwestern Hayride; Delores Spencer, Lefty Carson and Robert Spencer, "The Hayseeds" entertainers, to WLW-AM-TV on same program; Dave Wilkes to WLW as host, Music 'Til Dawn.

Mildred Younger to KABC Hollywood as women's commentator, succeeding Nancy Helme, resigned.

Bob Hunter, former sales manager, WPAT Paterson, N. J., appointed vice president.


Bob Sunderland, program dept., KTSF San Antonio, Tex., named to head newly-created merchandising and promotion dept.

John Babcock returns to Crosley Broadcasting Corp. (WLW Cincinnati) as director, newly-formed town & country div., handling development of programs, promotion and sales of Crosley activities pertaining to rural communities and small towns.

Margaret Ann Martin appointed continuity director, WEVE Cleveland.

Rosalynne Turbeville, faculty head, Rosalynne Turbeville School of Dance, South Carolina chain, to WBTW (TV) Florence, S. C., as women's editor, succeeding JoAnn Hodge, resigned.

Stanley Burgess appointed assistant news editor, WMIX-AM-FM Mt. Vernon, Ill.

Ed Bauman, personality, WKNY-AM-TV Kingston, N. Y., has resigned and will establish public relations business at end of summer, also moving to other stations at that time.

Morton Yanow to sales dept., WCAU-AM-FM Philadelphia, as account executive; Thomas S. Cochran returns to WCAU engineering dept. as junior engineer after Armed Forces service.

Don Hunter, former engineer, Western Electric Co., Indianapolis, to WFMB-TV there as account executive; Robert Berry, public information officer in charge of radio-television activities, 2d Army Headquarters, and Merritt Greene to WFMB sales staff.

Robert F. Adams, sales staff, WABD (TV) New York, to WABC-TV there as account executive.

Rhoda Dolin, dance authority and lecturer, to Practice Tee program, WNKB Cleveland.

Gerry Bottorf, formerly with WHAS Louisville, Ky., to WEEI Boston during vacation season handling announcing and producing duties.

Herb Ashford, newsmen, WLAC Nashville, Tenn., to WCKY Cincinnati as morning news reporter, succeeding Fred Holt.

Charles Fuller, newscaster, WMAL-AM-TV Washington, to news staff, WFLA-AM Tampa, Fla.

Bill Nickum, formerly announcer-disc m.c., WTHI Terre Haute, Ind., to WISH Indianapolis as announcer-newscaster, Charles Powell, formerly with WTTV (TV) Bloomington, Ind., to WISH-TV as announcer-newscaster.

Tom Rummler, WCRE Cherau, S. C., to announcing staff, WIST Charlotte, N. C., succeeding Steve Morris, resigned.

Charles Ogren, formerly announcer, WMVT (TV) Burlington, Vt., to WMGT (TV) Pittsfield, Mass., as staff announcer, succeeding Vince Ford, resigned.

Don Nelson, former announcer, WKNE Keene, N. H., to WNEB Worcester, Mass., as announcer.

Al Ross, program personality, WBAL Baltimore, to WRC Washington conducting Timekeeper program.

Gabe Millerand, disc m.c., KYW Philadelphia, to WATV (TV) Newark, N. J.

Orrin Tucker, band leader, to KTTLA (TV) Hollywood as program host-m.c.

Maggie Lynn, former network performer, to announcing John Dunn Jr., to announcing staff, WFAQ Dallas, Tex.

Paul Dyer to engineering dept., and Charles Maslai to TV studio engineering staff, WNHCTV New Haven, Conn.

Ralph (Red) Rowe, host-m.c., Columbia TV Pacific Network Panama Pacific, signs four-year exclusive-services contract with KNXT (TV) Hollywood, said to be first in station's history.

Don Kent signed by WBLZ-TV Boston for 31 weekly weathercasts.

Mary Wight, formerly with McCammond Adv., Glasgow, Scotland, to KOWL Santa Monica, Calif., as executive secretary to vice president and general manager.

Kay Parche to promotion dept., KEX Portland, Ore., as secretary and publicity writer, succeeding Jean Mauro, resigned.

James C. Leake, executive vice president, Griffin Radio & TV (Tulsa Broadcasting Co.: KTVX (TV) Muskogee, Okla.; KTUL Tulsa; KFPW Ft. Smith, Ark.; KATV (TV) Pine Bluff, Ark.; KOMA Oklahoma City; half-ownership, KWTV (TV) Oklahoma City), elected president, Muskogee Chamber of Commerce.


Hugh A. Smith, vice president and general manager, KXA Seattle, named "prime minister," 1955 Seattle Seafair water festival.

Leonard J. Patricelli, program manager, WTIC Hartford, Conn., elected to board of trustees, Wesleyan U.; Bob Tyrol, WTIC announcer, named "Voice of Connecticut" for Civil Defense and will be only voice heard in state over Conelrad in event of air raid or attack.

KBTV (TV) Denver on July 2 originated the first live telecast from the Opera Festival of Central City, Colo., 8,500 high in the Rockies. It was thought originally the feat could not be accomplished, but KBTV, on ch. 9, found a peak half-way between the two cities where a microwave relay could be set up. A helicopter had to be used to fly in the equipment under the supervision of Joe Harold, general manager. KBTV originated three half-hour telecasts, sponsored by the Denver National Bank.

Clark Elected President Of Am-Par Record Corp.

IN ELECTIONS of officers of Am-Par Record Corp., New York, newly-formed phonograph record subsidiary of American Broadcasting-Paramount Theatres Inc., Samuel H. Clark, vice president and general manager of Cadence Records, last week was elected president of Am-Par.

Other officers are: Harry Levine, head of the Artists' Booking Bureau of the Paramount theatre chain, vice president; Simon B. Siegal, treasurer of AB-PT, treasurer; Harry J. Wright, also in the financial department of the parent company, assistant treasurer, and Edith Schaefer, secretary.

Directors of the new company, along with Messrs. Siegal, Clark and Levine, are Leonard H. Goldenson, AB-PT president, and Robert H. O'Brien, financial vice president, AB-PT.

McCabe Heads UP Divisions

PROMOTION of Fred A. McCabe, manager of the southwest division of United Press, to the newly-created post of superintendent of divisions, was announced last week by Frank H. Bartholomew, UP president. Mr. McCabe, who will headquarter in Dallas, will remain in charge of the southwest division.

In his new assignment, Mr. McCabe will have general field supervision of all domestic divisions.

Mr. McCabe has been with UP since 1936 when he joined the Cleveland bureau. He was once promotion manager in New York and business representative in the Pacific Northwest. Mr. McCabe was appointed manager of the southwest division in October 1946.
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100 Theatres Plan Title Bout
MORE than 100 theatres across the country are expected to carry the closed-circuit telecast of the Rocky Marciano-Archie Moore heavyweight championship bout at Madison Square Garden in New York Sept. 20, it was announced last week by Nathan L. Halpern, president of Theatre Network Television Inc. The record high for a closed-circuit telecast is 83 theatres, set for the Marciano-Cockell bout last May, according to Mr. Halpern.

Liberec Goes North
SALE of Liberace's radio show to 35 stations in Canada has been extended by Edward Grossman, director of radio department, Guild Films, New York, packager of series. The Canadian stations have contracted for the show on a 52-week basis. Series will now be carried by more than 250 outlets. Recently the program has also been sold in Richmond, Va., Bellingham, Wash., Bloomsburg and Hazleton, Pa., Alaska, Guam, and on Radio Luxemburg.

Minnesotans Oppose Fee-Tv
SEVEN out of ten Minnesota tv set owners are opposed to pay tv, the Minneapolis Tribune's Minnesota Poll has discovered. The poll indicated only 22% favored some form of subscription tv while 72% opposed. Opposition ranged from 70% for city and town people to 83% by farm people. Among college-educated Minnesotans, 61% opposed pay-as-you-see tv and 30% favored it.

PROGRAM SERVICE SHORTS
Burr Tillstrom, creator, Kukla, Fran & Ollie, has recorded his adaptation of James Thurber's "Many Moons" in special album for Decca Records, to be released just prior to Christmas holiday season. Other side of long-playing disc features Kukla, Fran & Ollie and Fran Allison with Christmas songs and hymns.

McLean Breaded Shrimp, through Bozell & Jacobs Inc., Seattle, names Maurice Hart Productions, Hollywood, to create one 60-second and one 30-second radio singing jingle; Taste Freez Corp. of America (frozen desert), Chicago, through Dreyfuss Co., Hollywood, names Hart to create 20-second animated singing commercial.

PROGRAM SERVICE PEOPLE
Ted Persons, formerly eastern advertising manager, American Radio & Tv magazine, to Karl Landt Radio & Tv (musical commercial productions), N. Y., as publicity, promotion and sales director.

GE REORGANIZES NATL. TV SALES FORCE
Firm cites key appointments as move to counteract tougher competition, more complicated business conditions in tv.

GENERAL ELECTRIC will counteract "tougher competition and more complicated business conditions" in the tv broadcast field by reorganizing its national sales force, the company said Wednesday.
New positions will be created and assigned sales territories accordingly changed, Albert F. Wild, manager of sales at GE's broadcast equipment product department at Syracuse, N. Y., said.
The field "is a fluctuating business with periodic peaks and valleys," Mr. Wild said and "right now the industry is between peaks." GE's reorganization, according to Mr. Wild, mean an increased sales effort against the background of a "bright future" promised by the "advent of color television and automatically operated television stations."
The new appointments include:
John Wall, a district sales manager for broadcast equipment, who is elevated to northeast regional sales manager with headquarters in Cincinnati. He has been with GE since 1928.
Charles T. Hoist, district sales manager for broadcast equipment on the West Coast, who now becomes western regional sales manager with his office in San Francisco. He has been with GE since 1946.

GE Appoints Berry, Weeks To Electronic Tube Posts
ROY E. BERRY, associated with the General Electric Co. in various engineering and commercial capacities since 1947, has been appointed district sales manager in the central region of the equipment sales organization of GE, with responsibility for electronic tube sales to radio and tv manufacturers and other manufacturers associated with the electronics industry.

In another shift in GE electronic tube sales, Frank A. Weeks Jr., distributor salesman of the tube department of General Electric Co., Schenectady, N. Y., has been appointed sales manager of the company's newly created electronic tube sales district, covering most of Indiana and part of Kentucky.

Pacific Mercury Tv Sticks To Experimental Color Tv
A LARGE PART of the experimental program of Pacific Mercury Tv Mfg. Corp., Van Nuys, Calif., is being devoted to color tv set production, but "until such time as sets can be constructed at prices assuring ready customer acceptance, we intend to continue our present policy of . . . confining our color construction to experimental purposes," President Joe Bena
or informed stockholders in the firm's annual report issued last week.

Noting that while some progress had been made toward lowering color tv set construction costs, he said overall costs are still too high to permit entry into the retail market.

He also noted a familiar pattern among western tv set manufacturers of lowered dollar sales volume, but increased profits. Net sales for the fiscal year ended March 31 was declared to be over $12 million, from the nearly $14 million in the previous like period. However, net income after taxes rose to over $225,000 from the nearly $200,000 the previous year.

RETMA Asks FTC to Postpone New Rules to End of Year
POSTPONEMENT of the new trade practice rules for the radio-tv set manufacturing industry, published by the Federal Trade Commission a fortnight ago [B.T., July 4], was requested last Thursday by the Radio-Electronics-Tv Mfrs. Assn.

RETMA asks that the effective date of the 32 rules be put off until Dec. 28. At present the rules are to become law July 28, with the exception of three which are to become effective Dec. 28.

Addressing the association's feeling to FTC
Chairman Edward F. Howrey, Glen McDaniel, RETMA general counsel, said, "We think that certain rules will cause such confusion and uncertainty that they may lead to more misunderstanding and deception than would exist without such rules."

He cited six rules in particular the association objected to during public hearings at the time the code was proposed:

- Misrepresentation of cabinet composition; deception as to size of picture; deception as to being "new"; deception as to identity of manufacturer when products are repaired, reconditioned or rebuilt by other than the original manufacturer; use of lottery, and prohibited discrimination.

**Tube Sales Running Well Ahead of 1954**

A MILLION more tv picture tubes and 51 million more receiving tubes were sold by radio trade tube manufacturers in the first five months of 1953 than for the same period in 1954, Radio-Electronics-Tv Mfrs. Assn. reported last week.

However, manufacturers' sales of cathode ray and receiving tubes experienced their usual seasonal decline in May from April's level, RETMA explained.

Picture tube sales from January through May totaled 4,207,129 valued at $81,649,060, compared with 3,275,301 tubes valued at $69,052,598 in 1954.

Receiving tube sales for the first five months of this year totaled 185,682,583 valued at $3.75 billion, slightly less than the 1953 record of $3.63 billion, according to a mid-year survey conducted among 25 industries by the Department of Commerce Business and Defense Services Administration. Production in 1954 was $5.8 billion.

The number of black-and-white and color tv receivers produced in the first half of this year reached a near-record mark of 3.75 million units, the survey shows, with total value of factory production expected to exceed $1 billion in spite of a decline in average unit price.

The report, produced by the administration's Electronics Div., indicates that total factory sales of color tv receivers in 1955 will reach at least $15 million and that a substantial increase in production will take place in 1956.

Production of radio receivers continues at a high level, the survey notes.

**Radio-TV Set Sales in May Increase Over April Levels**

RETAIL sales of radio and tv receivers during May moved above April levels, the Radio-Electronics-Tv Mfrs. Assn. announced today (Monday). Same upward climb for both products held true for the first five months of 1955 compared with the same period in 1954, RETMA said.

In May, 398,449 radios were sold, compared with 367,841 in April. For the five 1955 months, 2,007,631 radios were sold, compared with 1,873,399 for the comparable 1954 period.

There were 416,908 tv receivers sold through retail outlets in May, compared with 411,748 in April. For the five 1955 months, 2,772,648 tv sets were sold, compared with 2,453,875 for the same period in 1954.

**DuMont Builds L. A. Plant**

NEW electronics center for Allen B. DuMont Labs is under construction in Los Angeles to handle the company's increased electronic activity on the West Coast, Dr. Allen B. DuMont, president, announced last week. The building, at 11800 W. Olympic Blvd., will have approximately 30,000 square feet of floor space and will have a radio truck parking facilities.

DuMont said occupancy is scheduled for October. Ralph B. Austrian, DuMont's west coast manager, will headquarter in the new building.

**Volume Control Device Offered**

DEVICE to permit those with a hearing loss to enjoy radio without disturbing others, through the use of a tiny, inexpensive adapter, has been announced by Zenith Radio Corp. William N. Brown, manager of the company's hearing aid division, pointed out that the hard-of-hearing person can obtain the extra volume he needs by using the radio adapter with an individual headphone set, or if he uses a hearing aid, by plugging a special cord directly into the air or bone conductor receiver of the hearing aid. Suggested retail price: $2.50.

**Tarzian, Camera Vision Sign**

SARKES TARZIAN Inc. will manufacture all electronic equipment to be used in the Camera Vision electronic-and-film camera system [BT, May 2] and "et seq.", according to an agreement reached between Camera Vision Productions Inc., Hollywood, and the Bloomington, Ind., tv equipment manufacturer. Philip Rivera and Arthur S. Lyons are co-owners of Camera Vision.
NETWORKS

NBC-TV ANNOUNCES 'GREATEST SEASON' WITH 75 SPECTACULARS AND SPECIALS

McAvity says NBC-TV will have five times as many 'mammoth' programs as those of any other network during 1955-56.

NBC-TV, in heralding "the greatest season in the history of any network," will program 75 "one-shot" productions and spectaculars in the 1955-56 period, thus opening further along the path of high-budget shows, featuring top-flight talent.

The array of talent, caliber of shows and diversification of entertainment was chronicled in a statement last week by Thomas A. McAvity, vice president in charge of NBC-TV, who described the upcoming season as the "greatest" and claimed NBC-TV was scheduling at least five times as many "mammoth" productions "as those announced by any other network."

Included in the NBC-TV "sights" for 1955-56 are as many as 39 color spectaculars (90-minute shows), eight Maurice Evans productions on Hallmark Hall of Fame, six operas, three or four holiday "spectacles" and plans for 20 or 30 "telementary productions" (semi-documentaries).

Presentations will run the gamut in entertainment: original musicals, operettas, motion pictures, contemporary and classical dramas, telementaries, historical dramas, operas and ballet. Among top performers from stage, tv, screen and concert stage scheduled to appear on the network: Mr. Evans, Mary Martin, Frank Sinatra, Helen Hayes, Maurice Chevalier, George Abbott, Patrice Munsel, Rex Harrison, Eva LeGallienne and the Sadler's Wells Ballet Company.

Top directors and producers for the NBC-TV shows will include Sol Hurok, Max Liebman, Fred Coe, Samuel Chotzinoff and Mr. Evans.

Ambitious productions include Our Town, The Skin of Our Teeth, Alice in Wonderland, Richard III, Ahmaht and the Night Visitors, Sleeping Beauty, a repeat of Peter Pan, Madame Butterfly, Babies in Toyland and The Devil's Disciple. In addition, the network will present the premiere of two American operas, Grifelkin and La Grande Bretetche. A production of The Magic Flute is scheduled to be presented on the 200th anniversary of the birth of Mozart.

More of the so-called telementaries are slated. Among them: 1976, a live, one-hour program (on Oct. 9) on how life in the U.S. will be 299 years after the American revolution; more of the Wide World type of telecast which was first presented June 27; the program, Meeting at the Summit, set for July 17 (8-9 p.m. EDT) that will explore the Big Four meeting in Geneva and tell the history of the rise of communism in Russia, for telecast in the fall [At Deadline, June 13].

Still others: Young India, a 90-minute color film now being made, featuring Chester Bowles, former U. S. ambassador to India, assessing the country's future; The Rise and Fall of a Dictator, a history of Adolph Hitler depicted on impounded German film; Austria, an hour-long history of that country to be scheduled with the re-opening of the Vienna State Opera next November; a documentary on Russia, showing life within that country, and a repeat telecast of Three, Two, One—Zero on nuclear energy and its world significance. Series in the planning stage will include a 60-minute program on total mobilization; two one-hour features on juvenile delinquency and another on desegregation in the public schools.

The fall single-show schedule starts Sept. 11 with the Thornton Wilder, Pulitzer prize-winning play, Skin of Our Teeth, to be shown in color.

Saturday evening Max Liebman Presents, 90-minute color shows, again will be sponsored by Oldsmobile Division of General Motors; Sunday evening Color Spread Spectaculars will be sponsored by different advertisers, and the Monday night Producers' Showcase spectaculars will again be co-sponsored by Ford Motor Co. and RCA, according to NBC-TV's schedule.

Special Big Four Programs To Be Presented by NBC-TV

IN PREPARATION for the Big Four meeting in Geneva July 18, NBC-TV will present a special "telementary" entitled "Meeting at the Summit" next Sunday (8-9 p.m. EDT) in the time period ordinarily occupied by Colgate-Palmolive Variety Hour, which will be preempted for that evening [At Deadline, June 13].

The special program, available for sponsorship, is designed to show what makes an international conference tick and will include filmed segments featuring interviews with various international figures. It also will show the living quarters to be used by President Eisenhower, Soviet Premier Nikolai Bulganin, British Prime Minister Anthony Eden and French Premier Edgar Faure. Efforts are being made in Moscow to obtain film interviews with Mr. Bulganin and Communist Party leader Nikita Khrushchev.

Another tv show, "A Special Report on the Big Four," will be aired July 24 (5-5:30 p.m. EDT) on NBC-TV and will feature five news commentators' analyses of the Geneva Conference which then will have been in progress. A special program, "Geneva—Pendulum of Peace," will be presented on NBC Radio on July 19 at 9-9:55 p.m. EDT, replacing for that week only the regularly-scheduled Biographies in Sound.

Last Wednesday, William R. McAndrew, director of NBC news, sailed for Europe to direct the network's radio and tv news coverage of the Big Four Meeting.

CBS-TV Makes Two Series Available for Private Use

DISTRIBUTION agreement between CBS-TV and Young America Films Inc., New York, was reached last week making available You Are There and The Search for private showings by schools, libraries, community, religious, business and civic groups, J. L. Van Volkenburg, CBS-TV president, said Thursday.

The distribution rights granted by the network, the Young America Films and for non-theatrical and non-broadcasting of You Are There programs and the entire 27 episodes in The Search series.

N. Y. Seeks New Grip On TV Production

RENEWED efforts to maintain New York as a major tv production center were announced last week when CBS-TV and NBC-TV confirmed that Gov. Averell Harriman of New York and Robert Moses, New York City construction coordinator, had conferred with top network officials on the subject.

Gov. Harriman reportedly urged CBS-TV and NBC-TV to consider establishing large, permanent plants in New York as they have done in Hollywood. He pledged the cooperation of his office to enable television networks to effect economies by centralizing their operations and said they could count on help from the New York City administration.

The Tuesday meeting, held May 31, was attended by Brig. Gen. David Sarnoff, chairman of the boards of RCA and NBC; NBC vice president, L. Weaver Jr., NBC president; Joseph V. Heffernan, NBC financial vice president; William S. Paley, CBS board chairman, and Daniel T. O'Shea, CBS vice president.

The discussion was said to be "very preliminary," with various suggestions offered by Gov. Harriman and Mr. Moses, including the possibility of a huge television center in which all the networks would participate. Mr. Moses noted one possible site for such a center might be at the Deepdale golf course at Great Neck, Long Island.

For several years, New York City officials have held various talks with network officials with a view toward curbing the movement to Hollywood by networks and other television production organizations.

It was said that Gov. Harriman invited only NBC-TV and CBS-TV to the meeting because he felt that if the two major networks agreed to cooperate, ABC-TV and DuMont would follow suit. It was reported that both NBC-TV and CBS-TV would take the governor's proposals under consideration. NBC-TV, at least, reportedly is not inclined toward such a joint venture if all networks do not cooperate.
ADVERTISING, PROMOTION STAFF EXPANDED BY ABC

Eckstein, Fields and Seton promoted. Three added to department with other appointments to be announced soon.

EXCHANGE of ABC's advertising, promotion and publicity services and staff in New York and Hollywood, was announced last week by Gene Accas, ABC director of advertising, promotion and publicity [Closed Circuit, July 4].

Those promoted to newly-created positions are John H. Eckstein, supervisor of advertising and promotion for the network's WABC-AM-TV New York, to assistant to the director of advertising, promotion and publicity for ABC; Jack Fields, exploitation writer, to chief of the newly-formed exploitation unit; Adolph L. (Al) Seton, trade news editor, to assistant to manager of publicity.

New personnel joining the department in New York are Milton Mohr, a member of ABC's new exploitation unit; James F. X. Mullen, a copy writer in the advertising and promotion department, and Richard E. Richman, a member of the exploitation unit. Additions to the staff in Hollywood, as well as others in New York, will be announced shortly, according to Mr. Accas.

Mr. Eckstein joined ABC as a promotion writer in July 1953 and was advanced to super-

MR. ECKSTEIN

visor of advertising and promotion for WABC-AM-TV in January 1955. He formerly was associated with Time Inc. and National Screen Service Corp.

Mr. Fields has been with ABC since 1953. Previously, he had been with John Irving Fields Assoc., servicing radio and television shows and personalities and specializing in exploitation, publicity and promotion.

Mr. Seton, who joined the network in May 1953 upon his release from the U. S. Navy, was promoted to trade news editor in November 1953.

MR. SETON

It's Greet to Me

CBS RADIO sports reporters and news- men who are puzzled about pronunciation of such names as Ted Kluszewski, Ed Cereghino and Mike Fornieles have a helper in need in Prof. Cabell Greet, CBS speech consultant. With the help of John Derr, CBS director of sports, Prof. Greet has compiled a new list of recommended pronunciations of names of major league baseball players. Prof. Greet notes the pronunciation of the name Cereghino, New York Yankees pitcher, is "shur-ee-gee-no," adding the first syllable is pronounced like the word ' sir' rhyming with 'fur' and 'John Derr'."

Ex-KRCA (TV) Commentator Sues NBC for $3 Million

TWO suits, seeking a total of $3 million from NBC-TV, were filed in Los Angeles Federal District and Superior courts by George Todt, former KRCA (TV) Hollywood news commentator.

Mr. Todt, whose program was terminated by the NBC odo station, charged that his discharge was the result of a statement on his Sept. 5, 1954 telecast that, "The United Nations charter was inspired, in part, by the traitor Alger Hiss and should not have supremacy over the Constitution of the United States.

The "eastern management" of NBC-TV discharged him on the following day and as a result, his contract with the advertising agency handling the account was terminated, he contends.

The commentator is seeking $600,000 in the federal suit and $2.4 million in the Superior Court suit. He charges that the material for the Sept. 5 telecast was submitted to and approved by KRCA personnel before the program.

CBS Adds Two Canadian Tvs

SIGNING of CJON-TV St. John's, Newfoundland, and CKVR-TV Barrie, Ont., as secondary affiliates of CBS-TV, was announced last week by Herbert V. Akerberg, network's vice president in charge of station relations. The affiliations become effective Aug. 1 and Sept. 15, respectively.

CJON-TV, ch. 2 outlet, and CKVR-TV, on ch. 3, are both represented by Canadian Broadcasting Corp., Toronto. Commercial manager of CBC is Walter Powell.

NBC Names Bengston

APPOINTMENT of C. Allan Bengston as station contact representative for NBC was announced last week by Donald J. Mercer, director of station relations for the network. Mr. Bengston moves to his new assignment from the New York State Electric & Gas Corp., Binghamton, N. Y., where he has been executive assistant to the vice president in charge of advertising, sales promotion and publicity. He was formerly general manager of WINR Binghamton, NBC affiliate there.

NBC Switches Mueller

NBC news correspondent Merrill (Red) Mueller was appointed last week as Mediterranean director of NBC news with headquarters in Rome. He replaces Jack Bogan and assumes responsibility over a territory that includes Italy, Austria, Yugoslavia, Greece, Turkey, Israel, Spain, Portugal and part of Africa.

Martin Leaves DuMont; Koblenzek Succeeds

GERRY MARTIN, director of sales, DuMont Television Network, has resigned effective July 17, it was announced last week. He has been director of sales since July 1953. His future plans have not yet been announced.

Mr. Martin's duties will be assumed by William Koblenzek, manager of network sales.

Prior to his DuMont association Mr. Martin was at Lennen & Newell, as vice president and executive contact on the P. Lorillard account. He previously had been with Adolph Jones Co. as vice president in charge of radio-tv and William Esty Co. as business manager of the radio department, radio producer and finally assistant director in the tv department.

Before entering the agency field Mr. Martin was with NBC on the promotion and publicity staff as manager of guest relations and successively on the local, spot and network sales staffs.

'Four-Poster' for 'Showcase' PLAN to present "Four-Poster" in a 90-minute version of the original Broadway play on NBC-TV's "Showcase" July 25 has been announced. Telecast will star Jessica Tandy and Hume Cronyn, who also played the lead roles on stage. Mr. Cronyn will stage and produce.

NETWORK SHORTS

Keystone Broadcasting System has added eight new affiliates bringing total to 849: KWMA Holbrook, Ariz.; WMEN Tallahassee, Fla.; WAAG Adel, Ga.; WFTW Fairfield, Ill.; KMBR Morgan City, La.; KBTX Mousula, Mont.; KVIN Vineta, Okla.; WAKN Aiken, S. C.

Let Marie do it!

Marie Sufel can sell your product as fast as she pops an appetizing meal into the oven, with admiring eyes of over a hundred thousand watching her every move! Buy Time NOW on CHANNEL 10 KITCHEN featuring THE GULF COAST'S MOST FAMOUS COOK Monday Through Friday (LIMITED PARTICIPATING SPONSORSHIP)

WAVY TV

Now 316,000 Watts MOBILE'S ONLY TELEVISION STATION PAPE TELEVISION COMPANY, INC. Affiliated with Wala Radio, Mobile, Ala.

Broadcasting • Telemarketing

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East Canada Broadcasters Seek Lift of Liquor Ad Ban

CANADIAN broadcasters of the four Atlantic coast provinces at their mid-June annual convention [B&T, July 4] decided to approach their local provincial governments to review liquor legislation. No advertising of beer, wine or liquor is now allowed in these provinces.

The Atlantic Assn. of Broadcasters also backed the position of the Canadian Assn. of Radio & Television Broadcasters for a change in government policy to allow competitive television in major Canadian markets [B&T, July 27].

Film Footage Tax Replaces 10% Sales Tax on Production

CANADIAN advertisers using film commercials on Canadian tv stations will be able to buy more films with the same budgets as a result of a tax revision made by the Canadian government on production of commercial films, both 16mm and 35mm. Where formerly the 10% Canadian sales tax was charged on the production costs of a film, under the revision, which went into effect July 1, a straight 9½ cent footage tax is charged. Thus on a 1,000-ft film the tax is now $9.50, irrespective of cost of production. The 10% sales tax will still apply on the cost of additional prints.

Effect of the tax revision will mean more Canadian film production, which previously had been done in the U. S.

Schwerin TV Testing System To Be Established in England

THE TV program and commercial testing system used by the Schwerin Research Corp., New York, will be extended to England, where commercial tv will get underway in the fall, Horace Schwerin, president, announced last week. Mr. Schwerin said the firm's British service will be headed by Eric Boden, who has had 20 years experience in broadcasting in England, Ireland, and the U. S.

Temporary offices for Schwerin in London are at 1 Old Burlington St., London W. 1. The company will relocate at Television House when it is completed. Mr. Schwerin reported. The research executive expects to visit England in July to meet with advertisers and agencies.

The general testing pattern in England will be the same as the U. S. and Canada.

Thomson Transfers Stations

CHANGE in ownership of three Northern Broadcasting Co. stations has been approved by the Canadian Broadcasting Corp. at its board meeting in Ottawa on June 24. The stations, CKGB Timmins, CFCH North Bay and CJKL Kirkland Lake, all owned by Roy H. Thomson, Toronto, have been turned over to his three children, one station to each. New owners are: CJKL, Mrs. Irma Jacqueline Elliott; CKGB Timmins, Kenneth Thomson, president of the Thomson Co., newspaper chain, and CFCH North Bay, Mrs. Phyllis Audrey Campbell.

INTERNATIONAL SHORTS

Radio Surtisotora, Mexico City, Mex., has been appointed exclusive Mexican distributor of hi-fi components and packaged merchandise of Pilot Radio Corp., Long Island City, N. Y.

Asn. Screen News Ltd., Toronto, is producing series of films on Canadian Army activities to be shown on Canadian tv stations this fall under auspices of Canadian Dept. of National Defense.

INTERNATIONAL PEOPLE

Wib A. Perry, radio director, Leo Burnett of Canada Ltd., Toronto, to Robert Otto & Co. (Canada) Ltd., Toronto, as vice president and general manager, succeeding Gordon Ferris, now president, Radio Representatives Ltd., Toronto.

Charles Jennings, program director, Canadian Broadcasting Corp., appointed assistant controller of broadcasting, headquartered in Ottawa.

Bob Lewis, CJON St. John's, Nfld., appointed producer; Bill Jamieson, formerly with CJAD Montreal, and James Regan, formerly with CFAB Windsor, N. S., to CJON as announcers.

Color in Britain

BRITAIN reportedly will begin experimental broadcasts of color tv this fall. Informed sources say the BBC will conduct live tests of still and action material from its transmitters at Alexandria Place north of London. Several systems are to be tested. BBC hopes to begin regular transmission of color tv in 1958.

AWARDS

LESLIE F. MUTER (1), president of the Muter Co., Chicago (radio-tv components manufacturer), is presented the 1955 RETMA Medal of Honor by Max F. Balcom, director-consultant for Sylvanian Electric Products Corp., New York, and former chairman of the RETMA board of directors. The award was presented June 16 at the Industry Banquet of the 31st annual RETMA convention in Chicago [B&T June 20].

AWARD SHORTS

John C. Mullins, president, KBTV (TV) Denver, presented distinguished service award for outstanding service to United Cerebral Palsy Foundation.

B. B. Bauer, vice president and research director, Shure Bros. Inc. (microphones, acoustic devices), Chicago, presented first Professional Group on Audio achievement award during spring national convention of Institute of Radio Engineers for outstanding contributions to audio technology documented by papers in IRE publications.

WSTV-AM-TV Steubenville, Ohio, presented award from Steubenville Junior Chamber of Commerce for cooperation in promoting Jaycee civic and social programs.

WLIR New York presented award from Urban League of Greater New York for public service to community.

Kenneth Aikens, president and general manager, KTTR Taft, Calif., and Robert Bann, program director, KWSD Wasco, Calif., honored by Kern County (Calif.) Board of Trade for major contributions to growth, progress and development of county.


Eleanor Hempel, hostess, KTTV (TV) Hollywood Little School House, presented award from League of Crippled Children for contributions to youth, at National Toy Show, L. A., last week.

WDRC Hartford, Conn., commended by Hartford Civil Defense Organization for "very valued help" during Operation Alert last month.

WBBM-TV Chicago awarded citation from Federal Civil Defense Administration for contributions to promotion of agency's identification tag program.
EMERY WILL HEAD N.Y. STATE TV STUDY

A STUDY of the value of educational tv, as well as New York State's progress in the field, got under way last week for the State Education Commission in New York.

Impetus was given by the appointment of Dr. Walter B. Emery, for the past three years general consultant to the Joint Committee on Educational Television at Washington, to head the study. The commission also appointed an 11-member advisory committee made up of educators and headed by Dr. Kenneth A. Bartlett, vice president and dean of public relations at Syracuse University, to assist Dr. Emery.

Dr. Emery, former professor of speech at the U. of Oklahoma and Ohio State U. and onetime legal assistant to then FCC Chairman Paul A. Walker, will serve for four months (starting last Tuesday) for which he will receive $6,850.

After that period, he will report to the New York Board of Regents his recommendations as to how the study is to be taken by the educational department in the tv field. The advisory committee includes, among others, Drs. Arthur Hungeford of the Metropolitan Educational Television Assn., New York, and James E. MacAndrew, director of broadcasting of the New York City Board of Education.

College Publicists Discuss Tv Impact on Education

TELEVISION's impact on education in American universities was explored at the 39th annual meeting of the American College Public Relations Assn. in Chicago a fortnight ago.

Over 800 administrators from leading schools attended the June 29-July 2 meeting, to hear talks on program techniques, audience reception, program costs and utilization of tv in classrooms and for medical purposes.

Cost of film prints highlighted an audiovisual panel June 30. Also explored were such problems as how tv can best serve college public relations; opportunities of the relationship between colleges and commercial video stations; training of school tv personnel and program standards; use of commercial broadcast faculty; university attitude toward educational tv stations; faculty remuneration for appearances on university television shows. Norbert J. Hruby, tv supervisor, U. of Chicago, and Richard L. Rider, tv supervisor, U. of Illinois, were panelists.

Public Relations Committee of the National Assn. of Educational Broadcasters, headed by Jim Miles, director of U. of Purdue's WBAA Radio Center, held an organization meeting June 28 before the convention.

Radio and tv techniques were explored June 30 by Garrett Garrison, director, U. of Michigan; Romulo Soldevilla, assistant director of radio-tv public relations, Northwestern U., and Colby Lewis, production manager for WTTW (TV) Chicago, forthcoming educational station.

Television's relationship to medical education was the subject of a July 1 panel including Lynn D. Poole, public relations director, Johns Hopkins U. Broadcasting Center; Jack McBride, director of KUON-TV Lincoln, U. of Nebraska station.

A July 2 session was to be devoted to "Who Pays for the Program?" with Merrill C. Ludwig, assistant to the director, WOI-AM-TV Ames, Iowa, recounting methods used by the Iowa State College commercial tv outlet, and Lyle M. Nelson, assistant to the president, Educational Television Center, Ann Arbor, Mich. Second panel covered "Public Relation Value of Educational Tv for Adults."

U. S. Educational Tv to Get Comprehensive Examination

A COMPREHENSIVE appraisal of the status of educational television in the U. S. will be undertaken during the 1955-56 academic year by the Educational Television & Radio Center at Ann Arbor, Mich.

Announcement of the study was made by H. K. Newburn, president of the center, who also made known the appointment of Richard B. Hull as director of the project. Mr. Hull will take a year's leave of absence from his position as director of radiov for Iowa State College (WOI-AM-FM-TV Ames) to head the study.

The detailed appraisal of educational tv being made possible by a grant from the Fund for Adult Education, presented to the center's executive committee at its meeting in New York June 25.

The project will encompass the gathering of first-hand information on the operations of all educational tv stations now on the air and those scheduled to begin broadcasting in the near future. Mr. Hull also will meet with educational and civic authorities to evaluate the successes, failures and potentials of tv as applied to education.

Children's Tv Programming Improved, Natl. Group Finds

IMPROVEMENT in tv programming for children during the past year was termed "the most impressive and encouraging in the history of television," according to the fifth annual report on Children's Radio & Tv Programs, released by the National Assn. for Better Radio & Tv last week in Hollywood.

During the first week of May, chosen as a test period by the NAFBRAT evaluation committee, the volume of "excellent" and "good" programs increased 253%, the study shows. However, NAFBRAT warns that on seven Los Angeles tv stations, there are still 28 hours of undesirable "crime" programming in time periods specifically aimed at children and, additionally, "26 hours of theatrical westerns featuring crime and violence in action and story theme" during the hours preceding 9 p.m. But the report indicates that "The force of the crime shows" influence is being dispelled by two factors: (1) the steadily declining audiences for crime shows, and (2) the availability of programs with positive values.

"Dismaying" was the term used by NAFBRAT to describe radio programming for children on the eight Los Angeles area stations tested (KFI, KABC, KFWB, KNX, KMPC and KJH—no children's programs on KFAC and KLAC). Commenting on this, the report noted that in 1951 there had been 13 1/4 hours rated "excellent" by NAFBRAT. Currently, there are only three such hours of programming, the 1955 survey shows.

The organization also condemned the growth of the "hard pitch" tv commercial aimed specifically at children.

The NAFBRAT evaluation committee, made up of individuals and representatives of civic, religious and educational groups, used program judging standards based on recommendations of the U. S. Office of Education and the Science Research Assn. booklet—"Your Children and Radio, Tv, Comics and Movies."

EDUCATION SHORTS

Butler U., School of Religion, Indianapolis, Ind., conducted religious broadcasting workshop for 34 ministers and lay leaders June 13-July 1, sponsored by graduate theological seminary and directed by Dr. Alfred R. Edyvene, head of Speech, Radio & Drama Dept. After one-week emphasis in radio, two-week tv workshop was staged with WFMB-TV Indianapolis.

U. of Miami, radio-tv-film dept., Coral Gables, Fla., will conduct film production institute July 11-31 with personnel from Reela Films, subsidiary of WTVJ (TV) Miami, instructing.

U. of Pittsburgh is conducting summer tv classes in production methods in conjunction with KDIA-TB Pittsburgh. Warrant Dana, KDIA-TV director, and William S. Tacey, university radio-tv director, are coordinators.

David H. Leonard, junior student, Iowa State College tv lab, awarded annual $500 Joseph J. Weed Broadcasting Scholarship as ISC undergraduate showing most promise of success in future radio-television career; Reha A. Patterson, ISC graduate student, awarded $1,000 scholarship of WOI-TV Ames, Iowa State outlet, and Alfred I. duPont.
WOAI PROMOTES 'MONITOR' PROMPTED by queries of listeners and advertisers concerning *Monitor*, NBC Radio's new weekend programming concept, WOAI San Antonio, the network's affiliate there, has distributed mimeographed forms describing the program. *Monitor*, the form says, is "designed to bring listeners into instantaneous touch with everything important, interesting or entertaining anywhere in the world, will be heard on WOAI radio throughout every Saturday and Sunday during regular broadcast hours with occasional breaks for locally sponsored programs. The services and type of entertainment provided by the program are described. A section explaining the typical structure of a *Monitor* segment also is included. "Because *Monitor* is a new form," the sheet concludes, "it will use material in a way it has never been used before. The content will determine the form instead of having the form determine the content."

WBS SCORE 'ENTHUSIASTIC' THE SCORE on World Broadcasting System's "Big Little Man" radio promotion stands at "enthusiastic response" from broadcasters and an addition of 54 stations to World's membership, Pierre Weis, World general manager, said last week. Mr. Weis said more than 1,000 stations already had enrolled with World. The radio promotion, which will materialize in the fall, is being talked about "as the biggest thing done for radio in the past 10 years," he said.

PRETTIEST RADIO COVERAGE COLORFUL, statistic brochure has been distributed to advertisers and agencies by WHO Des Moines, Iowa. Titled "Data on America's Prettiest Radio Coverage From WHO," the booklet lists extensive county and city market statistical analyses for both Iowa and outside Iowa areas. Included are color maps showing density of listening by counties in both daytime and nighttime, based on the 1952 Standard Audience Measurement Report projected against consumer market estimates for the Jan. 1, 1954, population. WHO claims 648,320 daytime and nighttime, based on the Iowa areas. Included are color maps showing density of listening by counties in both daytime and nighttime, based on the 1952 Standard Audience Measurement Report projected against consumer market estimates for the Jan. 1, 1954, population. WHO claims 648,320 daytime consumer market estimates for the Jan.

AF ACADEMY DEDICATION TV COVERAGE of the dedication ceremonies for the new Air Force Academy is scheduled to be originate today (7-7:30 p.m. EDT) by KLZ-TV Denver for CBS-TV. The telecast is being staged from Lowry Air Force Base near Denver, temporary site of the school. The academy's permanent home is now under construction at Colorado Springs. The show, narrated by Walter Cronkite, is featuring the administration of oath to the first 300-man class of Air Force Cadets. Participating in the event is Harold Talbot, Secretary of the Air Force, as well as the Air Force Band and honor color guard units from West Point and Annapolis.

WHII MARKET BROCHURE MARKET BROCHURE compiled by the research department of WHII Hemstead, L. I., N. Y., has been released by the station. Information deals with the WHII listening area which includes Nassau County and portions of Suffolk. Queens and Kings counties. The study also contains audience survey statistics made by Pulse Inc.

'CAUGHT IN THE ACT' EXCERPTS from "Caught in the Act," original amateur musical revue staged by the San Diego Community Players, were presented by KFMB-TV there during the run of the musical at the Old Globe Theatre. Four sketches of the revue were inserted into the Smokey Rogers program.

FOR THE RECORD

**EXISTING TV STATIONS**

**ACTIONS BY FCC**

**KFKD-TV** San Diego, Calif.—KFKD Inc. granted change of ERP to 214 kw visual, 107 kw aural, with directional antenna system above average terrain 750 ft. Granted July 1. Announced July 6.

**WRKC-TV** Memphis, Tenn.—Granted mod. of cp to make changes in market estimates for the Jan. (not a move); ERP 100 kw visual and 90.3 kw aural. Antenna 1,000 ft. Action of June 27; announced July 6.

**APPLICATIONS**

**KOPO-TV** Tucson, Ariz.—Seeks mod. of cp to change ERP to 29.87 kw visual and 14,935 kw aural and make an additional antenna height above average terrain 99.75 ft. Filed July 1.

**WOCO-TV** Meridian, Miss.—Seeks mod. of cp to change station location from Meridian to Pachuta, Miss., from ch. 30 to ch. 7, change transmitter and studio location from Meridian and near Meridian to near Pachuta, ERP to 218 kw visual and 105.6 kw aural. Antenna to be increased and other equipment changes. Antenna height above average terrain 517 ft. Filed July 1.

**KDLO-TV** Florence, S. D.—Amends application to change studio location to 0.5 miles north of Garden City, S. D. (same as original site), requests waiver of sec. 3.813 of Commission's rules. Filed July 1.

**WTVW** (TV) Milwaukee, Wis.—Seeks mod. of cp to change studio location from WTVW, Inc., to Dr. Wauwau, Wis., to "To Be Determined," and make a change in antenna height above average terrain 999 ft. Filed July 6.

**APPLICATION DISMISSAL**

**KMMT-TV** (TV) Austin, Minn.—Application for assignment of cp to Black Hawk Bosq, Co. dismissed as a result of an order from the Commission dated 6-29-55. Dismissed July 5.

**NEW AM STATIONS**

**ACTION BY FCC**

St. Albans, W. Va.—Raymond I. Kandel granted cp for new am station on 1380 kc, 1 kw day. Granted June 29. Announced June 30.

**APPLICATIONS**

Indiantial, Melbourne, Fla.—Melbourne On The Air Inc., 1060 kc, 500 w day. Post office address 50300 N. Indiantial Road, Commerce, Fla. Estimated construction cost $23,612. First year operating cost $73,830, revenue $77,800. Principals are Pres. Richard M. Fairbanks (50%), 31% owner WHIC Indianapolis, in and other equipment changes. Antenna height above average terrain 517 ft. Filed July 1.

Amite, La.—Amite Bosq. Co. amends its application for cp to operate on 1010 kc, 230 w day to change name of applicant to Louis Alford, Phillip B. Hailey, and Albert M. Holbert. Filed July 6.

Brooksville, Fla.—Bosq. Co. amends cp for new station standard to be operated on 1470 kc, 5 kw day with ERP 5500. Application for cp to specify 5000 ft.Filed June 30.

Chattanooga, N. Y.—Clinton County Bosq. Corp. d/b as Franklin County Bosq. Corp., 1050 kc, 1 kw day. Post office address 1-13401 8th Ave. St., Plattsburgh, N. Y. Estimated construction cost $30,004, first year operating cost $40,000, revenue $45,000. Clinton County Bosq. Corp. is licensee WFRW Plattsburgh and has filed for standard station at Lake Placid, N. Y. Some Clinton principals hold equity in WFRW (Lake Placid) and have wired-music interests. Filed July 6.

Lake Placid, N. Y.—Clinton County Bosq. Corp. d/b as Essex County Bosq. Corp., 1270 kc, 1 kw day. Post office address 1-13401 8th Ave. St., Plattsburgh, N. Y. Estimated construction cost $29,594, first year operating cost $39,500, revenue $60,000. Clinton County Bosq. Corp. is licensee WFRW Plattsburgh and has filed for standard station at Chatataugay, N. Y. Some Clinton principals have equity in WFRW (Lake Placid) and have wired-music interests. Filed July 6.

Abilene, Tex.—Edwin E. Merriman, Robert W. Tobey and Hugh S. Thomas d/b as Marathon Bosq. Corp. of Texas, 1280 kc, 1 kw day. Post office address 1-13401 8th Ave. St., Lubbock, Tex. Estimated construction cost $25,556, first year operating cost $35,000, revenue $50,000. Principals own firm which controls KOCO-Deming, N. M.

Arlington, Tex.—Radio Center Inc., 720 kc, 250 w day. Post office address 1-13401 8th Ave. St., Lubbock, Tex. Estimated construction cost $25,556, first year operating cost $35,000, revenue $50,000. Principals are Pres. Melava B. Young, (33%), stockholder and others. KCNC Austin (if application is granted, KCNC holdings will be sold), owner less than 1% of WFAA-AM Dallas, Tex.—Vice Pres.—Treas. Dan Gold (51%).

**BROADCASTING & TELECASTING**

**FOR THE PURCHASE AND SALE OF RADIO AND TELEVISION STATIONS**

1701 K St., N. W. • Washington 6, D. C., NA. 8-3233
Lincoln Building • New York 17, N. Y., MU 7-4242

Page 98 • July 11, 1955
Station Authorizations, Applications
(As Compiled by B • T)
June 30 through July 6

Includes data on new stations, changes in existing stations, ownership changes, hearing cases, rules & standards changes and routine roundup.

Abbreviations:
• CP-construction permit. DA-directional antenna. ERP-effective radiated power. STL-studio-transmitter link. SYNCH.synchronous amplifier. VHF-high frequency, uhf-ultra high frequency, AM, FM-antenna. SSR-aural. VIS.-visual. kw—kilowatts. w—watts.

Television Station Grants and Applications
Since April 14, 1952

<table>
<thead>
<tr>
<th>Grants Since July 11, 1952:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial</td>
</tr>
<tr>
<td>Noncom. Educa.</td>
</tr>
</tbody>
</table>

Total Operating Stations in U.S.:

| Commercial | VHF | UHF | Total |
| Noncom. Educa. | 391 | 102 | 493 |

Applications Filed Since April 14, 1952:

| New Amend. | VHF | UHF | Total |
| Noncom. Educa. | 58 | 30 | 88 |

144 CPs (30 VHF, 114 UHF) have been deleted.
*One applicant did not specify channel.
*Includes 10 already granted.
Includes 464 already authorized.

Ownership Changes

<table>
<thead>
<tr>
<th>ACTIONS BY FCC</th>
</tr>
</thead>
</table>
| KBRA Benten, Ark.–W. Richard Tuck Jr., C. Lavish, James E. Hurst, E. Branch Jr., and Roy M. Fish d/b as Benton Bevco. Service granted license of assignment to Messrs. Laver, Branch and Fish under same firm name with Mr. Tuck selling his interest to Mr. Laver for $7,000. Action June 28; announced July 6.
| KHKL-AM-FM San Juan, P.R.—Santa Clara Bevco. Co. granted voluntary assignment of license to sole stockholder Bruce E. Peabody. No reconsideration as action is dissolution of corporate entity only. Action June 30; announced July 6.

APPLICATION

| WOBS-AM-TV Jacksonville, Fla.—Southern Radio & Equipment Co. seeks transfer of control to Carmen Macri for $90,000. Mr. Macri is director WLNS Birmingham, Ala., 40% owner WABH Long Island Park, L.I., WGPL Miami, Fla., and applicant for am station, Palatka, Fla. Filed June 6.
| WWPB-AM-FM Palm Beach, Fla.—Palm Beach Bevco. Co. seeks transfer of control to WMMR Miami, Fla. from present owner, WMMR Miami, Fla. For which transfer of control application is pending. Filed June 6.
| WKKO Ashland, Ky.—States Bevco. Co. seeks assignment of license to Corporation for Counties for $102,000. Mr. Gay has application pending for purchase of WVVW and control of WPPB (TV).

FCC Commercial Station Authorizations
As of May 31, 1955

<table>
<thead>
<tr>
<th>AM</th>
<th>FM</th>
<th>TV</th>
</tr>
</thead>
<tbody>
<tr>
<td>Licensed (all on air)</td>
<td>2,771</td>
<td>592</td>
</tr>
<tr>
<td>CPs on air</td>
<td>15</td>
<td>10</td>
</tr>
<tr>
<td>CPs not on air</td>
<td>101</td>
<td>12</td>
</tr>
<tr>
<td>Total on air</td>
<td>2,787</td>
<td>593</td>
</tr>
<tr>
<td>Total authorized</td>
<td>2,829</td>
<td>595</td>
</tr>
</tbody>
</table>

Applications in hearing | 152 | 174 | 156 |
New station requests | 217 | 6 | 16 |
New station bids in hearing | 66 | 118 |
Facilities change requests | 149 | 7 | 31 |
Total applications pending | 297 | 130 |
License deleted in May | 0 | 2 | 2 |
CPs deleted in May | 0 | 0 | 0 |

*Does not include noncommercial educational fm and tv stations.
*Authorized to operate commercially, but station may not yet be on air.

Am and Fm Summary Through July 6

<table>
<thead>
<tr>
<th>On</th>
<th>App. In</th>
<th>Appl. In</th>
</tr>
</thead>
<tbody>
<tr>
<td>Am</td>
<td>2,731</td>
<td>2,718</td>
</tr>
<tr>
<td>FM</td>
<td>540</td>
<td>24</td>
</tr>
</tbody>
</table>

Let's see, whatam I suppose'ta do today? Haircut? Call Joe? Oh, yah, I remember. The Broadcasting guy said send in your reservation today for the Telecasting Yearbook. I will. It's a good buy. Everybody in TV is in it.

Realtor, and Sec. Sam Passman (1%), attorney. Filed June 30.

APPLICATION DISMISSED

Lawrenceville, N.J.—Lawrenceville Bevco. Co. application for cp for new station to be operated on 910 kc, 500 w day with directional antenna was dismissed. Dismissed July 6.

Existing Am Stations

APPLICATIONS BY FCC

WISR Sheboygan, Wis.—Granted mod. of cp to change from 800 kc to 250 w day to 590 kc, 500 w day with directional antenna. Granted June 29. Announced June 26.

WTRC Ocala, Fla.—Granted change from 1280 kc to 1 kw unlimited with directional antenna at night to 1 kw unlimited with directional antenna. Granted June 26. Announced June 30.

APPLICATION

KXLA Paso, Calif.—Seeks cp to make changes in night directional antenna system on 1130 kc.Filed June 6.

WBIF Fernandina Beach, Fla.—Seeks mod. of cp for change in antenna trans. location to 5th and Dade St., Fernandina Beach; make changes in antenna (decrease in height).Filed July 6.

WNR Live Oak, Fla.—Seeks to change frequency from 1390 kc to 1350 kc and make changes in antenna system. Filed July 6.

KOAT Albuquerque, N. M.—Seeks mod. of cp to change from 800 kc to 750 kc and make changes in directional antenna system. Filed July 6.

WGBP Milwaukee, Wis.—Seeks mod. of cp to change antenna trans. location to 1.6 miles SSW of Center Township, 50 kw, Centerville (1570 kc). Filed June 6.

APPLICATIONS DISMISSED


WRIO Rio Piedras, P. R.—Seeks to change control of change frequency from 1290 kc to 850 kc and decrease nighttime power from 1 kw to 500 w was dismissed at applicant's request. Dismissed June 29.

New Fm Stations

APPLICATION BY FCC


Existing Fm Stations

APPLICATIONS BY FCC

WKHM-FM Dearborn, Mich.—Granted change of ERP to 7.8 kw and antenna height above average terrain to 190 ft. from present 7 kw and 221 ft. Action June 28; announced July 6.


MLNF-FM Tooele, Ga.—Seeks to change ERP to 7 kw. Filed July 6.

WLLP Jacksonville, Fla.—Seeks to change cp to change from non-commercial educational to fm commercial station and change frequency to 104.5 mc (ch. 283); ERP 8.5 kw. Filed July 5.


Let's see, whatam I suppose'ta do today? Haircut? Call Joe? Oh, yah, I remember. The Broadcasting guy said send in your reservation today for the Telecasting Yearbook. I will. It's a good buy. Everybody in TV is in it.

Let's see, whatam I suppose'ta do today? Haircut? Call Joe? Oh, yah, I remember. The Broadcasting guy said send in your reservation today for the Telecasting Yearbook. I will. It's a good buy. Everybody in TV is in it.

Final Deadline: July 25
amended Revised Tentative Allocation Plan for Class B FM Stations, effective immediately, to delete ch. 263 from the legal description of an area that channel to Lakeville, N.C., and to delete ch. 260 from the legal description of an area that channel to WYBC, Atlanta, Ga., and transferred the commission's rule making to amend the rules to add ch. 234 to WYBC. The House Committee on Telecommunications granted the request of WYBC to transfer its license to West Kentucky Bcstg. Co., which has application pending for the predominant features will be received by July 28. Announced June 30.

WRND-TV New Britain, Conn., granted order of June 28, Commission, on petition by broadcasting Bureau, to make special oral argument, scheduled for July 1 on application of New Britain Financial, Inc., for permission for WBNF-TV, and for transfer of control from Michael A. Grose, et al. to A. J. Shannon. December 28.

KXLA Pasadena, Calif., by order of July 28, Commission on its own motion, ordered oral argument be scheduled for re-application of Southeastern Enterprises for cp by WCLE be postponed to July 12. Announced June 30.


NARBA Notifications . . .

FCC has issued the following changes, proposed changes and changes in the assignments of foreign broadcast stations. By the respective countries pursuant to provisions of the International Broadcasting Agreement. Listing includes call letters, location and power, class of station and commencement date.

Mexico

Change List No. 186, June 6, 1955

<table>
<thead>
<tr>
<th>Station</th>
<th>City</th>
<th>Class</th>
<th>Frequency</th>
<th>Power</th>
<th>Date</th>
</tr>
</thead>
<tbody>
<tr>
<td>KRON (Tuxtla Gutierrez, Chiapas)</td>
<td>2 kw</td>
<td>Class II</td>
<td>96.5-55</td>
<td></td>
<td></td>
</tr>
<tr>
<td>KEXM Monclova, Coahuila</td>
<td>500 kw</td>
<td>Class II</td>
<td>96.5-55</td>
<td></td>
<td></td>
</tr>
<tr>
<td>KEXW Mexicali, Baja California</td>
<td>1 kw</td>
<td>Class II</td>
<td>100.5-55</td>
<td></td>
<td></td>
</tr>
<tr>
<td>KEXM Monclova, Coahuila</td>
<td>150 kw</td>
<td>Class IV</td>
<td>96.5-55</td>
<td></td>
<td></td>
</tr>
<tr>
<td>KEXL La Piedad, Michoacan</td>
<td>500 kw</td>
<td>Class III-B</td>
<td>100.5-55</td>
<td></td>
<td></td>
</tr>
<tr>
<td>KEXB Saltillo, Coahuila</td>
<td>500 kw</td>
<td>Class III-B</td>
<td>100.5-55</td>
<td></td>
<td></td>
</tr>
<tr>
<td>KEXB Ciudad Valles, San Luis Potosi</td>
<td>500 kw</td>
<td>Class III-B</td>
<td>100.5-55</td>
<td></td>
<td></td>
</tr>
<tr>
<td>KEXE San Luis Potosi, San Luis Potosi</td>
<td>500 kw</td>
<td>Class IV</td>
<td>100.5-55</td>
<td></td>
<td></td>
</tr>
<tr>
<td>KERK Tecip, Nayarit</td>
<td>500 kw</td>
<td>Class III-B</td>
<td>100.5-55</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

June 30 Applications

DEPARTMENT OF COMMERCE

IN COLLABORATION WITH THE

BROADCASTING BOARD OF Governors

Pacific Northwest Fulltime Independent

$80,000.00

Excellent small market in need of resident ownership. Metropolitan retail sales exceed twenty-five million per year. Presently grossing $80,000 per year. Can make owner-manager $20,000 per year. Can be purchased for $20,000.00 down.

Appraisals • Negotiations • Financing

BLACKBURN - HAMILTON COMPANY

ROCK-1015797734-4151-2

WASHINGTO... "... CHICAGO... "... SAN FRANCISCO... "... CINCINNATI... "... RICHMOND... "... PHILADELPHIA... "... WASHINGTON, D.C... "... BURLINGTON... "... STERLING... "... ELLIS... "... "... 311 SEATTLE... "... 111 SUTHERLAND... "... EKBROOK... "... 2-861-2... "... 1878-79... "... 4328-3...

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RECORD FOR

Fairmount, W. Va. Mr. Gay is WARR Arlington, Va., disc jockey and is pres. of Town & Country Time enterprises, owner of American music films distributed by RCA. Filed July 6.

WELO-AMej Bcstg, for $250.00. Great Tracts Bcstg. Co. seeks transfer of control to Great Tracts Bcstg., Inc. License in license AREA Dayton, Ohio. Principals also control WOHI, at Springfield, Ohio, WMSQ, at Xenia, Ohio. Firm name and have interest in WIZE Springfield, Ohio. Filed July 5.

KRMS El Dorado, Mo.—Robert M. Smith and Virginia E. Smith file petition to seek assignment of license to Lawrence Broad- casters, Inc. Principals include James T. D'Amora (17%), T. F. E. Abels (14%), H. E. Broderick (14%), and Sec. Arden Booth (6.5%). Filed July 6.

WHED Washington, N. C.—R. R. Knowles, Dor-othy Robeson, Gary Meade, and Mary L. Robeson filed application for WFMU. This is application the 32 total outsiders holding shares to Pamela Bcstg. Co. No Notice of Intent filed. Filed July 5.

WHYR Hanover, Pa.—H. Vernon Fersher, John D. Basch, and J. E. Zehbrauskas Jr. file application for WFMY. Hanover Inc. seek transfer of control to Mr. Fersher who is buying Mr. Fersher's 19.7% interest for $10,000. Mr. Fersher will then own 50.5% interest. Filed July 5.


WIBG-AM-FM Philadelphia, Pa.—Seaboard Radio Bcstg. Co. seeks transfer of control from Mr. and Mrs. Kerner to WTPH, for $170,000. WTPH (TV) Wilmington, Del, WALL-Middletown, Del. Towns, Pa., and have wired music interests. Filed July 5.

APPLICATION RETURNED

KAUS Austin, Minn.—Application for assign- ment of WHTK Bcstg., Inc. from Black Hawk Bcstg. Co. dismissed by order of attorney; dismissed July 6.

Hearing Cases . . .

INITIAL DECISION

Ch. 11 Pittsburgh, Pa.—Examiner Charles J. Frederick issued decision looking toward grant of WFLY. The station's license for now station on ch. 11 Pittsburgh and dismissal of competing Pittsburgh Radio Broadcasting, Inc. The application was further order granted to WFLY Inc. is made without prejudice to any action Commissioner may take with respect to any future application to effectuate the transfer entered into among these applicants. Announced July 1.

OTHER ACTIONS

Othello, Wash.—Othello Bcstg. Co. designated for hearing for new cir. on 1000 kc., 250 w. in consolidated proceeding with applications of Univalis Bcstg. Enterprises and John E. Han- both Pendleton, Ore. Announced June 30.


Federally-issued commn. for new tv station in the market, a memorandum opinion and order, denied certain requests for reclassification or waiver of fm functional music rules which are scheduled to become effective July 1. Filing were by WFMF (FM) Chicago, WPEN-FM Philadelphia, WRAD, Chicago, and WMFM-FM Merid- den, Conn. Action June 29. Announced June 30. Fm rule making—by order. Commission

July 5 Applications

ACCEPTED FOR FILING

License for Cp

WMPT Dubuque, Iowa.—License to cover cp which authorized change frequency, power, change hours of operation, make changes in antenna system (decrease height). WMPT Bay City, Mich.—License to cover cp which authority made changes in nighttime directional antenna system. WMPT Fleshmond, Mich.—License to cover cp which authorized new standard broadcast station. Modification of Cp

WKYM San Juan, P. R.—Mod. of cp (as mod. and reinstated, which authorized change frequ- ency, increase power, and addition of studio locations, change directional antenna pat- tern and other changes in this cp) for extension of completion date.

WPTV Asheville, N. C.—Mod. of cp (which authorized new tv station) to extend completion date to 1955-01-28.

Renewal of License

WMOB Morehead, Ky. WOOD Grand Rapids, Mich.; WICH, Rogers, Iowa; and WNNH, Nashville, Tenn.—Remote Control.

KWAD Wadena, Minn.

Broadcasting • Telecasting

Page 100 • July 11, 1955
WE HAVE YOUR MAN

EXECUTIVE & STAFF LEVELS
CONFIDENTIAL CONTACT

Our largest NATION-WIDE pool of TV-AM executive and staff personnel is the modern, confidential way to fill all vacancies in your organization. Thirty years of staffing experience, our confidential service enables us to make ideal selections for your consideration.

EXECUTION

Is vital to the growth of any organization, particularly a Nation-Wide Placement Service devoted to the broadcast industry. Reputation is founded upon experience, integrity and achievement.

EXPERIENCE

Is a specialized professional service that taps wide resources, headed by a man of long experience in TV and Radio, Howard S. Fresher, Broadcasters Executive Placement Service, established in 1950, is a division of the pioneer station management firm.

INTEGRITY

Is a high valued asset. Every action must enhance its growth.

ACHIEVEMENT

Many TV and AM stations are better operators today, because they employed our management or staff personnel.

Confidential. For exclusive clients only, it is our privilege to service clients credit this organization for their increased opportunities.

BROADCASTERS EXECUTIVE PLACEMENT SERVICE, INC.
708 Bond Bldg., Washington 5, D.C.

Classified Advertisements

Payable in advance. Checks and money orders only.
Deadline: Undisplayed—Monday preceding publication date. Display—Tuesday preceding publication date.
Situation Wanted: $2.00 per word—$8.00 minimum. All other classifications $3.00 per word—$15.00 minimum. No charge for blind box number. Send box replies to BROADCASTING + TELECASTING, 1735 DeSales St. N. W., Washington 6, D. C.

Broadcasters Executive Placement Service, Inc.
708 Bond Bldg., Washington 5, D. C.

Radio

Help Wanted

Manager

Executive, salesman-for new 1kw indie at Clarksdale, Miss. 25-35-family—detailed-minuted, cost-conscious. Must have excellent personal sales record and top references. Make between $500 and $750 monthly with progressive broadcaster. Call John McLendon, 31650 or 62686, Jackson, Miss.

Salesmen

Wanted: Man or woman salesman, $50 a week, plus 25% commission. Box 176A, B-T.

Excellent opportunity for energetic and effective salesman to sell Progressive network station in large Texas market. Box 967A, B-T.

Experienced salesman-Flo. 250 w Cliffs-50% drawing against 15% commission. Give complete resume including photograph. Box 123C, B-T.

Experienced salesman wanted-Highly competitive, top management. Write KCMC-Radio, P. O. Box 321, Texarkana, Ark.-Tex.

WDSO, Oneonta, New York will start salesman with on-air business, good commission.

Experienced salesman. Permanent position for progressive radio selling and TV. WPAG, Ann Arbor, Mich.

Radio

Help Wanted—(Cont’d)

Announcers

Two salesmen for 1 kilowatt daytimer in thriving Guarantee plus car expenses. WPDR, Portage, Wisconsin.

Hard-hitting announcer who can really sell 'em. Experienced in mail order, foot-in-the-door, but not necessary. Must be versatile, sober, reliable. Group owned stations: excellent future, good starting salary. This station 80kw clear channel, in mid-Atlantic, midwestern cities. Send photo, tape, educational background, complete resume and present employer. Send to Box 613A, B-T.

Wanted: Hard working, level-headed staff announcer for top radio organization in Michigan. Excellent opportunities, ideal working conditions. Send complete information, resume and salary requirements. Do not send tapes. Personal interview will be required before position is filled. Write Box 992A, B-T.

BOSTON

Staff announcer, for small but good independent in northeastern state. Living conditions pleasant, pay good. Send resume, tape and photo. Box 952A, B-T.

South Carolina radio station needs clean cut announcer-engineer. Must be able to maintain equipment and do own job. Salary $80 to $90, depending on experience and ability. Send tape, photo, which will be returned, and complete information. Box 987A, B-T.

Daytime 500 watt has immediate opening for engineer-announcer with emphasis on announcer. Good pay and working conditions. KEWA, Graham, Texas.

WCNY, Centralia, Illinois, wants good play-by-play staff announcer--for basketball or football. Mail regular schedule. Well organized station—no board work.


Going 500 watts. Experienced announcer able to write occasional spot for music and new station. Also news or copy writer. Tape, resume, immediately. Jim Duncan, WGGH, Marion, Ill.

Wanted: Announcer, experienced in local news and special events. WKBK, North Wilkesboro, North Carolina.

Announcer who can call spots and take over as program director—want to start September lst. Send tape and resume of all jobs held giving dates and salary. No Roasters. Must have been steady on job. Good working conditions, opportunity for advancement. Writing network station in market. WKUL, Cummins, Alabama.

Combo mem. We are going 5kw. Want to go with us? N. W. station, has 600. Send photocopy of announcer; latex class engineer ticket. Send tape or disc, picture, and resume to WPCF, Panama City, Florida.

North Carolina kilowatt independent. Announcer must be experienced and willing to locate permanently. Sixty dollars weekly, base salary, paid hospital and life insurance and other benefits. Send tape to WWCL, Canton, North Carolina, or WHKP, Hendersonville, North Carolina.

Technical

Chief engineer-announcer, for progressive independent in deep South. Send resume, tape and photo. Box 992A, B-T.

Chief engineer-announcer—for new 1kw indie, Clarissa, Minn. Prefer versatile young man possessing permanent engineering background. Progressive broadcaster. Call John McLendon, 31650 or 62686, Jackson, Miss.

Radio

Help Wanted—(Cont’d)

Programming-Production, Others

Want to learn news? Yeung, single announcer with good voice and delivery and some writing ability. Edit, rewrite and make news package. Active community of 20,000. Apply in full with brief tape if possible. Box 1002C, B-T.

News reporter who can do anchoring. Newspaper or newswriting experience necessary. Will become news editor. Daytimer, Pennsylvania. Box 121C, B-T.

News editor wanted by 50,000 watt CBS radio station. Must be experienced in news writing and broadcasting, prefer newspaper background. Send, tape, audition, and resume. Send name and address of background in first letter to KWWH, Shreveport, Louisiana.


Situations Wanted

Commercial manager small station desires relocate July 5. $100 week. Box 126C, B-T.

Announcers

Young salesman with proven record seeks opening with financial and advancement opportunities. Present employer, radio-TV, completely sold out. Box 130C, B-T.

College grad.—draft exempt—metropolitan experience—combo-man—any location—strong music and news. Box 972A, B-T.

Top disc-comedian . . . 34, radio 12-years TV 3 years—doing both in major market. Fluent ad-lib—professional know-how—intelligent, zany humor—excellent sales. Miami-Atlanta-New York City-Milwaukee-top grad showed. Friendly, hard-working. Want permanency. Tape-brochure-free references on request. Box 984A, B-T.

Personality—DJ-announcer. Eleven years experience, every face known to radio accent. Not a prima donna. Versatile ad-lib; humor; new music, complete satisfaction. Immediate. Box 984A, B-T.

$1600 year minimum. Box 984A, B-T.

Announcer, 9 years—1 year television. Staff, audience, quiz. Married. Box 984A, B-T.


Jovial disc jockey—sincere announcer—restricted ticket—experienced—available now. Box 127C, B-T.

DJ—ten years experience, first ticket. Strong on news, country music. Alabama only. Now employed. Box 127C, B-T.

Announcer—excellent commercials, strong news—good DJ, tape and resume. Box 130C, B-T.

Top deejay with proved record. Four years as local. Six years experience. Show business background. Presently working subfor DJ. Needs change to major market with possible TV opportunity. Box 130C, B-T.

Commercial fort, top voice, versatile, B.A. Degree, veteran, reliable, 25, single, free to travel, experienced. Seeking top operation. Tape available. Box 132C, B-T.

Announcer, ten years experience, desires permanent position in radio-television medium size city. Station, program manager desires top job now. Currently doing popular record show in competitive markets. Earning $1200 weekly. Box 132C, B-T.
RADIO
Situations Wanted—(Cont’d)

Pianist wants to learn announcing. Prefer work in New York State or neighboring states. Box 14H, B-T.

Experienced announcer. Hardworking, congenial, desires position with music-news station in northeast. Box 15C, B-T.


Hardworking staff announcer. Can handle any type DJ. Recent broadcasting school graduate. Box 15BC, B-T.

Announcer, 27, seeks position with station interested in good air delivery. Has eight years experience. Box 15BC, B-T.


Technical

Boy needs home or factory. Mom and pop working sixty hours. Pop: Chief engineer, five years experience, versatile, directional. Built two stations. Mom: Programming, continuity, putting new station on air. Box 114C, B-T.

Chief engineer-announcer, plenty of experience. Box 15D, B-T.

Chief engineer of small station desires change in location. Prefer south. Box 144C, B-T.

Supervising engineer desires relocate permanently as chief southern or east-central states. Strong maintenance, low experience and fm. Middle aged, married. Now announcing. Box 114C, B-T.

Copyrighter—DJ personality, 34, eight years experience. Tape, resume, copy specimens. Box 809A, B-T.

Have talent — will travel. Experienced news writer-editor, journalism degree. Immediate availability. Box 803A, B-T.

Experienced in public relations-promotion and advertising looking for position with challenge, budget and good salary. Preferably employed. Married. Prefer east but will consider all offers. All information sent immediately. Box 15SC, B-T.


TELEVISION
Help Wanted

Technical

Newspaper owned tv station has immediate opening for control room engineer. Send complete background and qualifications photo. Walter Wurz, Chief Engineer. WVTW-TV, Peoria, Illinois.

Opening for lat class licensed engineer. Call Operator 53 or 4-3006. Birmingham, Alabama.

Programming-Production, Others

Wanted: Experienced, attractive, cooking expert for tv kitchen show in southwestern vtd. Send picture and resume of experience with first letter. Box 112C, B-T.


Tv station has opening for producer-director with commercial tv experience. Reply in first letter giving biography, Perma etc., to Briggs, Program-Production, Manager, WISH-TV, 1405 North Meridian Street, Indianapolis, Ind.

GENERAL ELECTRIC has openings for
SALES ENGINEERS
T. V. EQUIPMENT

Further expansion of our sales organization has created an opening for an experienced Broadcast Equipment Sales Engineer with a proven record of outstanding accomplishments. Also several openings for Junior Sales Engineers for sales training in Syracuse. These are well-paid positions for men who meet our high standards. If you have a record of success in your present job, two years experience in the broadcast equipment business, an engineering degree or equivalent, and are between the ages of 25 and 45, I invite you to mail to me the accompanying application blank and references, education and other qualifications with a recent photograph. All replies strictly confidential.

Evert E. Wild, Jr., Associate, Broadcast Equipment, General Electric Co., Electronics Park, Syracuse, N.Y.
RADIO
Help Wanted

SALES ENGINEER
To travel and sell broadcast equipment to radio stations in Southeast. Salary and commission. Aggressive, sales-minded men needed by leader in broadcast field located in Midwest. Send full details with photo and state position preferred to Box 916A, B*T

SALES ENGINEER -PRODUCER
Immediate opening for experienced writer-producer for AM broadcast and audio equipment. Very important Sales Engineer position in home office assisting field sales force.

Broadcast Equipment Sales
High level, salaried position as product sales engineer for AM broadcast and audio equipment. Very important Sales Engineer position in home office assisting field sales force.

SALES MANAGER
High level, salaried position as product sales engineer for AM broadcast and audio equipment. Very important Sales Engineer position in home office assisting field sales force.

IDEA MAN!
Immediate opening for experienced writer-producer who has the imagination to dream-up, write and produce transcribed "gimmick" spots of professional calibre. This is a key position with a large east coast metropolitan station. Good salary and benefits. Send full story with samples, references and photo to Box 106C, B*T

RADIO ADVERTISING SALESMAN
WENE, Binghampton, N. Y., market needs an alert, neat, enthusiastic salesman for a permanent job at once. Excellent, active accounts with guaranteed draw, 15% commission, plus insurance, hospitalization and vacations. If you can sell, service your accounts (including copywriting), produce commercials . . ., write or call, giving proof of your performance, to Norman Flynn, WENE, Endicott, N. Y., for personal interview.

Production-Programming, Others

FOR SALE
Equipment

FOR SALE
1—Model 300C Gates Transmitter Complete $1250.00
In service two years.
18 Sheets—2' x 24' Copper Ground Screen $500.00
30,000—#10 Ground Wire $425.00
15—20' lengths #500 A. J. Phillips Triangular-Tubular Steel Tower $2500.00
15—20' lengths #500 A. J. Phillips Triangular-Tubular Steel Tower $425.00
Towers complete with Guy wire-base insulators. Will support 6 Bay antenna.

HOUSTON RADIO SUPPLY COMPANY, INC.
1501 Clay
Houston 3, Texas

TOWERS RADIO-TELEVISION
Antennas-Cable-Salt Wire
Tower Sales & Erecting Co.
6100 N. Columbia Blvd.
Portland 11, Oregon

WANTED TO BUY

LOSING OPERATION WANTED
AM or TV
Experienced broadcaster wants AM or TV operation that is in the RED. This well known broadcaster has successful record that he will apply to produce a profitable operation. For details write:
Box 117C, B*T

WANTED TO BUY

STATION

WANTED TO BUY

RADIO STATION
Within 150 miles Wash., D. C.
Experienced Radio men can put up substantial cash.
Send full details incl. last 3 years volume.
All replies confidential.
Box 146C, B*T

UNUSUAL OPPORTUNITY
For a television station to secure a highly specialized, versatile production team. Thoroughly experienced in all phases local live production, and remotes including major athletic events and network origination. Minimum background: Three years major market commercial VHF. Unit includes:
Production Manager
Director
Announcer

Studio Cameraman
Film Cameraman
Technical Director

Pro. on extension

All presently employed. This group will integrate, compatible, mature. If definitely interested, write
Box 106C, B*T

RADIO
Situations Wanted
Announcers

EXPERT SPORTS-NEWS COMMENTATOR AVAILABLE FOR INTERESTING
AM OR TV JOB
15 years play-by-play includes major league baseball, college and pro football, basketball, boxing. Current AM/TV sports shows tops in major market. Excellent newscast background, newscasting awards win. Write for further references. Apply Box 140C, B*T

TELEVISION
Situations Wanted
Managerial

SOLID ASSIST
How can I help you get it? 15 years radio-TV. Looking for slot As Operations Mgr.-Exec. Asst. or TV Program Mgr.-Film Buyer. Heavy on delivering provocative, low-cost local programming; thorough knowledge film field, station promotion and publicity; handle national business, local sales; supervise and/or train staff; small, medium and metropolitan experience; family man, stable.

Production-Programming, Others

PRODUCTION DIRECTOR
Wanted immediately. Prefer sohtherner or someone who has worked in southern station. Excellent position for man interested in settling in small town and taking an active and important part in community affairs. Send tape, picture and references or call in person, WKBX North Wilkesboro, N. C.

Production-Programming, Others

TV DIRECTOR
Responsible young man with progressive ideas and thorough knowledge of radio and television writing and production, desires position as television director in small or new operation. Master's degree in radio-television from Northwestern University. Veteran. Prefers east but will consider other offers. Available after July 1st.

Box 869A, B*T

Production-Programming, Others

FOR SALE
Stations

WANTED TO BUY

STATION

WANTED TO BUY

RADIO STATION
which authorized new standard broadcast sta-
tion construction beyond the area occupied by-
ning stations. KGGM-TV Albuquerque, N. M.—Mod. of cp (as
mod., which authorized new tv station) to extend
date completion date to 9-8-55.

MISSOURI

WSM-TV St. Louis, Mo.—Continued hearing
scheduled for July 8 in re application for
license to operate.

By Hearing Examiner John C. Doerrer

Missouri State Broadcasting Co., The Wal-mac Co.
776-7th Ave. S.W., Des Moines, la. — Granted
mod. of cp to permit change of station
location.

By Hearing Examiner Howard D. Smith

MSL.TV West Point, Miss. — Continued hearing
scheduled for July 9 in re application for
license to operate.

By Hearing Examiner W. E. Senn

MTF-VS Charleston, W. Va. — Continued
hearing scheduled for July 10 in re application
for renewal of license.

By Hearing Examiner Frank L. Cofer

N. E. Wrege Communications, 825 S. W. 10th
Street, Minneapolis, Minn. — Continued hearing
scheduled for July 10 in re application for
license to extend completion date.

By Hearing Examiner Frank L. Cofer

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Two years ago leading economists were sounding ominous warnings. They foresaw a break in the business boom. They advised caution.

Today, with the first half of 1955 behind us, business generally surges ahead. Secretary of Commerce Weeks predicts new production and sales records for 1955. And the economists have changed their tune to the extent of predicting that the boom will continue through 1956—at least.

Why the double-dome boys went awry a couple of years ago is not explained. We don't profess to know the answers. But we suspect they failed to take into account the part played by advertising in creating the demands for goods and services while jobs are plentiful and spendable income is at its peak.

All advertising has contributed. But there was one brand new medium—television—that got underway after World War II and did more to stimulate public spending than any other medium. Before the war, the aggregate expenditures for advertising in all media ran about $3 billion a year. This year, total advertising expenditures, according to Standard & Poor, should approximate $8.7 billion and might even reach $9 billion—the ninth consecutive record-breaking year. In 1954, they were $8.15 billion.

Television's evolution affected other media in varying degrees, but undeniably it boosted overall expenditures for advertising. Network radio, because of an inferiority complex from which it now appears to be emerging, suffered most. But local and national spot radio seem to be capitalizing on tv's advent, by selling harder and by proof of sales performance.

Without belaboring logarithmic equations, the story of tv's success in selling America's national product to Americans, thereby maintaining prosperity, is simple. It changed the whole concept of selling. Tv demonstrated as it sold. It became an ubiquitous Fuller Brush man with both feet in millions of living rooms and the product in hand. To quote C. Wrede Petersmeyer, president of KOTV (TV) Tulsa and a partner in J. H. Whitney & Co., "tv fundamentally changed the lines of communication between the manufacturer and the consumer."

Television set sales, despite the imminence of color, are far ahead of last year. (But the phenomenon of the entire electronics field continues to be radio set sales. With saturation presumably reached years ago, set sales for the first four months of 1955 totalled 1,610,000 excluding auto sets. The story in the trade is that the public doesn't bother to repair a radio set these days; it simply buys a new one.)

Every politician knows of the impact of television upon the populace (which constitutes the electorate). He knows, too, that prosperity is real and that the national product is at an all time high. But he probably is not aware of the lock-and-key relationship between our national economy and the advertising dollar—notably the spent in the broadcast media.

It behooves those identified with the broadcast media to focus the attention of our policy-makers on this relationship. It behooves them, too, to take this significant development into account in considering national policy on subscription television, which, if authorized, would compete with and seek to retard commercially sponsored television. Would this cut that line of communication between the consumer and the manufacturer which appears to be one big reason for the economic boom that has continued since World War II?

Yippe, Hiyo Tv!

Television horse operas are good for children, according to expert opinion which has been rounded up—a phrase used advisedly—by the NARTV Tb Information Committee.

It's good to have experts confirm a conclusion that we had already come to an unscientific but prolonged observation of small fry television viewers. Unvaryingly we have seen the good guys admired and the bad scorned.

True, in the head- 'em-off-at-Eagle-Pass school of drama, the good guys are insufferably good and the bad unremittingly bad, but subtler concepts would be difficult for youngsters to grasp. As long as the good guys go on winning and the bad receive the punishment that they deserve, the television medium will not hurt America's juveniles. Don't take our word; take the experts'.

The Burdett Lesson

The public confession of Winston Burdett and the condemnation of AWARE Inc. by the American Federation of Television & Radio Artists again demonstrate the dangers of the Communist conspiracy and the difficulties of resisting it without destroying the very principles which the Reds hope to undermine.

Mr. Burdett, a respected CBS correspondent since 1942, has testified before the Senate Internal Security Subcommittee that he was a Communist spy in 1940-42 but broke with the party before joining the network.

By his own admission Mr. Burdett performed an extreme disservice to the U. S. in his party years, but his recantation has obviously been complete. It was with wisdom that CBS decided to retain him after he had made a full explanation to the network and to the FBI in 1951. It would have been an easier decision for CBS to have summarily dismissed him. That the network first satisfied itself that his transformation to loyal citizen had been final and then agreed to retain him despite adverse publicity that would inevitably ensue constituted corporate courage that is not common.

The process of Mr. Burdett's repudiation of the Reds, his investigation by the network and the FBI and, on the basis of that investigation, the network's decision to keep him represents the orderly way to treat the Communist question. A somewhat less orderly way is that represented by the wholly unofficial and not always reliable activities of AWARE Inc.

AWARE is a private organization which has taken upon itself the job of ferreting out what it calls the "Communist conspiracy" in the entertainment and communication fields. It pursues its objectives by compiling information on alleged associations with Red or Red-led causes. That sort of scattergun technique is almost as apt to hit the innocent as the guilty. It is ineffective except to create fear and distrust.

Unfortunately, the resolution opposing AWARE and adopted by a vote of 982 to 514 by AFTRA was ineffective, too. While it correctly condemned unwarranted smear attacks, it contained nothing to indicate that AFTRA, as a union, recognized the possibility that any of its members might have party ties. It smeared the smearers.

That the international Conspiracy has for years tried to infiltrate radio, television, the press and other fields from which it could influence the public cannot be denied; Mr. Burdett's testimony is emphatic proof of it. That these fields remain alert to the potential of Communist subversion is imperative.

Management of radio and television has a particular responsibility to screen itself and its employees. But that screening can be most effectively done without recourse to unsupported evidence and innuendo.
THE STATION WITH A PERSONALITY

Not the oldest but... the Leader

Every month since WGR-TV went on the air,
it has carried at least 8 of the top 15 shows. (Pulse)
WOODLAND-TV is big territory!

Kelvinator, division of American Motors Corporation, produces a full line of ranges, refrigerators, food freezers and ice cream cabinets in this modern Grand Rapids plant — recently expanded to provide a production capacity of 850,000 units annually.

Kelvinator in Grand Rapids shares the growth of this rich, Michigan market

Kitchens are brighter these days . . . thanks to the new Kelvinator ranges and refrigerators, now available in eight decorator colors. And WOODlanders . . . approximately 3,000 of them . . . are taking home bigger paychecks as a result.

Since 1881, both the company and the community have experienced tremendous growth. Today, Kelvinator is a recognized leader in its field; Grand Rapids is the second largest city in Michigan and trading center of the entire WOODland area. WOOD-TV's newly expanded facilities are the natural result of this sound economic development. For top coverage of Grand Rapids — plus Muskegon, Battle Creek, Lansing and Kalamazoo — schedule WOOD-TV, Grand Rapids' only television station.

WOOD-TV
WOODLAND CENTER
GRAND RAPIDS, MICHIGAN

GRANDWOOD BROADCASTING COMPANY • NBC, BASIC: ABC, CBS, DuMONT, SUPPLEMENTARY • ASSOCIATED WITH WFBM-AM AND TV, INDIANAPOLIS, IND. • WDF, FLINT, MICH., WEOA, EVANSVILLE, IND. • WOOD-AM, WOOD-TV, REPRESENTED BY KATZ AGENCY