Will Post-'48 Films Be Released to TV?

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Autos' Fall Ad Plans to Emphasize Radio-Tv

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NBC Reorganizes as Weaver Leaves

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Celent TV Probe开出 in New York

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Spartanburg Case goes Back to FCC

Page 80

IN THIS ISSUE:

The dominant station serving Richmond, Petersburg and Central Virginia

WXEX-TV delivers 16.9% more TV homes than Station B—17.3% more than Station C.

WXEX-TV gives you a bonus of better than 2 TV homes with every 12 homes you buy.

Station B is now operating on interim low power and tower. On this basis, the Grade B area of WXEX-TV delivers 58.3 more TV homes than does Station B.

Service contours of stations considered are for maximum power and tower calculated by Kear & Kennedy (consulting radio engineers, Washington, D.C.) from information on file with FCC, and based on latest available ARF figures updated to June 1, 1956.
The Magazine of Wall Street says "In this Valley of the Ohio history is being written." Fortune observes, "...the Ohio boom is still in its infancy." For YOU it means increased sales by using the dominant advertising medium in this rapidly-expanding industrial heartland, WTRF-TV, Wheeling.

boom! Boom! BOOM!
The Wheeling Steel Corp., nation's 10th largest, announces sales (first six mo., 1956) up 21% over same period, 1955; total, $144,000,000! Her 15,000 employees turned out 1,120,591 tons of steel at 105.5% of rated capacity.

The Wheeling Market is one of the fastest growing markets in AMERICA

"a station worth watching"
wtrf on tv 7
Wheeling 7, West Virginia

For availabilities and complete coverage information—Call Hollingsbery, Bob Ferguson, VP and General Manager, or Needham Smith, Sales Manager, Cedar 2-7777.

reaching a market that's reaching new importance!
1/4 OF TEXAS
The buying power of the market area represents over 25% of the buying power of the entire state. KGUL-TV's area includes Galveston, Houston and the rich Texas Gulf Coast.

NEW SUPER TOWER
KGUL-TV's new super tower is bringing a stronger signal and improved picture to thousands of additional gulf coast families. And KGUL-TV is the only station delivering primary city service to both Galveston and Houston.

IN FIRST PLACE AGAIN
KGUL-TV is top preference in prime time *
- most popular night time program
- largest average audience
- highest in quarter hour firsts . . .
  more than other stations combined

Source: ARB, July, 1956
* 6 P.M. to Midnight — 7 days

Television for the Rich Texas Gulf Coast Market
Represented Nationally by CBS Television Spot Sales

Published every Monday, with Yearbook Numbers (53rd and 54th issues) published in January and July by BROADCASTING PUBLICATIONS, INC., 1735 DeSales St., N.W., Washington 6, D. C. Entered as second class matter March 14, 1933, at Post Office at Washington, D. C., under act of March 3, 1879.
We knew from engineers' calculations that KRLD-TV's maximum-powered Channel 4 signal, beamed from atop Texas' tallest tower, covered more area than any other Texas TV station...

Now measured contours give us even more coverage than we thought. The 100 uv/m line of KRLD-TV embraces 28,935 square miles of the wealthiest, most progressive, most densely populated area of Texas, including the booming metropolitan areas of both Dallas and Fort Worth. No other TV station in Texas gives you as much coverage as KRLD-TV.

KRLD-TV Channel 4 Dallas
THE BIGGEST BUY IN THE BIGGEST MARKET IN THE BIGGEST STATE
OPERATING ON MAXIMUM POWER FROM ATOP TEXAS' TALLEST TOWER

Owners & operators of KRLD — the only full-time 50,000 watt radio station in the Dallas-Fort Worth area — The Dallas Times Herald Station, Herald Square, Dallas.

JOHN W. RUNYAN — Chairman of the Board
CLYDE W. REMBERT, President

REPRESENTED BY THE BRANHAM COMPANY

Page 4 • September 10, 1956
FORMAL tv sales organization for 20th Century-Fox Film Corp. in New York may be announced this week, sources say. President Spyros Skouras has returned from European trip and spent weekend in Hollywood with executive tv producer Irving Asher. Sales office also may handle additional 20th Century feature films being released to tv. Earlier, package of 52 films of pre-1948 vintage was given to National Telefilm Assocs. for distribution.

BROADCASTING TV BACKLOGS PICKED UP Studios face choice of highly competitive industry even more keenly as Wednesday before Radio & Television Shareholders' meetings, situations are expected to be reported that are expected to have been found satisfactory and to be highly earning. The major studios have considerable interest in movie distribution to both radio and tv networks, as well as in the production of new tv programs, and are expected to have been considering their options. Another recent development is the opening of a new studio in New York, which is expected to be used for the production of new tv programs.

FIVE-YEAR LICENSES FCC CHAIRMAN George C. McConnaughey is thinking in terms of five-year licenses and five-year renewals for all broadcast operations—maximum now permitted under law. Presently broadcast licenses for both radio and tv are issued for three years. Chairman may expound on his theory in his address this Wednesday before Radio & Television Executives Society in New York.

TOUCHY TALK CLOSED DOOR MEETINGS started last week by major Hollywood studios looking toward united policy on labor pay-off for release of post-1948 feature films to tv (story, page 35) will be no quitting bee and probably will have to be discussed on several months. Dramatic theatre market has made highly competitive industry even more toughly on sharing business information but studios face choice of either finding accord or having guild formulas set for them if picked off singly. One safety valve, however, is fact studios have considerable backlogs of pre-1948 films still to go on tv market.

LAHBERT-HUDNUT Div. of Warner-Lambert Pharmaceutical Co. is momentarily expected to pick up Hal Roach Studios $4 million Blondie package on 65-80 Vitapix stations as part of full campaign to match tv program success of other cosmetic firms. Richard Hudnut line, until now spot tv advertiser, also holds option on Roach's Charlie Farrel Show on CBS-TV in event co-sponsors Proctor & Gamble and General Foods fail to renew. Earlier, Sunkist Growers and Wesson Oil signed for Blondie but dropped for other bugs after Sunkist was unable to get 110-city lineup. Hudnut agency is Kenyon & Eckhardt. 

CURVES AND COUNTING FCC May have to accept population estimates based on its propagation curves—following Judge Bazelon's vigorous opinion last week in WSPA-TV Spartanburg case (page 80). Up to now FCC has refused to accept such figures on ground curves are too general for real head count. But, one FCC attorney pointed out, Commission will still have right to weigh decisional significance of these estimates and since variations can be so extremely wide as to make their value virtually nil, he does not see any problem.

WHILE CELLAR ANTITRUST Subcommittee has not announced witnesses for its New York hearings beyond this Thursday and Friday (story, page 74) it's understood that CBS Inc. President Frank Stanton will testify on Friday, Sept. 21 and Monday, Sept. 24, with NBC President Robert Sarnoff to follow. ABC has not been called.

Lar (America 1st) Daly plans to exhaust other means in fight for free and equal time. His attorneys are compiling list of radio-TV network odo stations for use in new suit to be filed in U.S. Court of Appeals.

TECHNICALITIES FCC rule-making will be made more technical in light of recent cases. In engineering appendix to June 25 allocations report, new methods of computing uhf and vhf coverage were recommended. These were evolved from new data, different from those now incorporated in the rules. Consensus is that rules must be changed to permit new computations to be used. This means rule-making to change technical standards before Commission can require use of new computations in specific deintermixture cases. There's some hope that rule-making on technical rule changes can be run concurrently with existing rule-making procedure on deintermixture cases. Deadline for comments on deintermixture rule changes was postponed from Sept. 10 to Nov. 15 two weeks ago.

BROADCASTING TELECASTING September 10, 1956 Page 5
RATINGS MAKE THEM SIGN THE FIRST TIME . . .
BUT IT TAKES RESULTS TO MAKE THEM RENEW

at
WHB . . .
87% renewal

87% of WHB's 40 largest billing local accounts in 1955 . . . have renewed in 1956 . . . with several contracts yet to come up for renewal!

Sure, WHB dominates Kansas City on every national survey. Sure, Storz Station music, news and ideas attract tremendous audiences — which in turn attract advertisers. But it takes results to make local advertisers come back for more. And WHB is Kansas City's results station. So much so that WHB has a higher percentage of renewals for both local and national advertisers than any other Kansas City radio station. Talk to the man from Blair, or WHB General Manager, George W. Armstrong.

WHB
10,000 watts — 710 kc.
Kansas City

Latest
METRO PULSE
WHB first all day and night. WHB first 360 out of 360 1/4 hours. In and out of home, Mon.-Fri., 6 a.m.-midnight

Latest
AREA PULSE
WHB 1st all day, WHB 1st 263 out of 288 1/4 hours. 25 second place 1/4's, none lower, Mon.-Sat. 6 a.m.-midnight

Latest
AREA NIELSEN
WHB first all day and night with 42.7% share of audience. WHB first every time period. Mon.-Sat. 6 a.m.-6 p.m.

Latest
HOOPER
WHB 1st all day with 45.6% share of audience. Mon.-Fri. 7 a.m.-6 p.m., Sat. 8 a.m.-6 p.m.

THE STORZ STATIONS—Todd Storz, President
WDGY
Minn.-St. Paul
Represented by John Blair & Co.

WHB
Kansas City

WQAM
Miami

KOWH
Omaha

WTIX
New Orleans
Represented by Adam Young, Inc.
25% of KTVR (TV) Denver Goes to Loew's for Films

FAST-WHEELING Loew's Inc. consummated new library-ownership pact early past Friday evening with KTVR (TV) Denver. Agreement, probably to be announced today (Mon.), involves seven-year licensing, with KTVR-M library of about 725 feature films to station and 25% acquisition of station by Loew's. Latter already has acquired 25% of KTTV (TV) Los Angeles.

New leasing arrangement—involving $1 million—makes this 13th market in which Loew's has sold films in less than month (B+T, Aug. 27, 20). Loew's still is negotiating with KMGM (TV) Minneapolis-St. Paul on similar arrangement (see page 91).

Handling KTVR Loew's pact: for station, Hugh LaRue; John Shaheen, president, Founders Corp. (50% owner), and J. Elroy McCaw of Gotham Broadcasting Corp., 50% owner. For Loew's, Charles C. (Bud) Barry, vice president, and Charles C. (Pete) Jaeger, eastern division sales manager of tv division.

Gruen Sets Ad Drives For Watches, Pens, Pencils

GRUEN WATCH Co. ("Precision" watches, Waterman pen and pencils), N. Y., will launch Christmas drive on or about Sept. 15 with all-media campaign emphasizing spot radio and tv. To aid its dealers in moving "Super G" ($49.75 model), Gruen will shift emphasis "to the local level," advertising vice-president Bruce Enderwood told B+T Friday, by "blitzing" 67 top markets via co-op spot on 100-plus stations through first week in January. Grey Adv., Gruen Watch's agency, currently working out details with dealers.

For Waterman—through Fletcher D. Richards Jr., N. Y.—Gruen will back co-op radio-tv campaign with getting 80% of broadcast dollar designed to "beef up 35 key markets." Gruen already has placed order with NBC Radio's Monitor for pre-Christmas drive (Oct.-Dec.) using 14 participations weekdays on 190 station lineup.

Networks' July Sales Up

GROSS TIME SALES of tv networks in July totaled $37,604,705, increase of 25.4% over July 1955 gross of $29,996,679, according to compilations of Publishers Information Bureau.

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PRESERVATION PRESS TECHNOLOGY

PRESSURE ON PRESTLEY DISC JOCKEY Mike McKay of KLBS Houston three weeks ago started contest to get million letters requesting Elvis Presley to perform there. Last Friday he passed goal. No comment as yet from performer Prestley, who last night (Sun.) was occupied with first appearance on Ed Sullivan tv show.

C&C, Latex Film Deal Guaranteed at $20 Million

C&C TELEVISION Corp. is disclosing today (Mon.) that its million-dollar spot tv contract of last July (B+T, July 30) with International Latex Corp.—to which C&C will supply station time "bought" as result of selling RKO Radio Pictures library as packages to various stations in 100 "leading markets" in U. S.—involves guaranteed minimum of $4 million per year for five years, for total of $20 million in cash. C&C in addition will share in International Latex' gross sales receipts of its products over five-year period and based on various percentages of sales stimulated as result of spot advertisement. Additional sales, as estimated by Latex, could amount to some $25 million over five-year span.

Latex planned average of 10 tv spot announcements per day, seven days in week for 52 weeks in year, in each of nation's 50 major markets over five-year period. Spectacular drive started last month.

Matthew M. Fox, president of C&C Television, tv subsidiary of C&C Super Corp. headed by Walter S. Mack, revealed also that leasing of film library already has brought additional contracts totaling $6 million in cash. Library acquired in $15.2 million deal consists of approximately 742 feature films—called Movietime U. S. A., by C&C—plus some shorts. Mr. Fox announced Mort Siegel, former RKO executive, has been appointed vice president of C&C tv to begin foreign distribution and sales of library.

WBKB (TV) Deals for Films

ABC o&o WBKB (TV) Chicago has obtained three-year rights to exclusive Chicago showing of 60% of 742 RKO feature films, with option for rest, for use after Dec. 1. Deal is with C & C Television Corp., involves exchange of spot announcements for International Latex.

Buick Dashboards Dealer Hopes For Choice on Co-op Funds

DEALERS' HOPES of getting right to allocate for themselves, locally, part of Buick factory co-op advertising fund—which radio stations in particular had envisioned as potential boon for them—has been spoiled by factory. Without fanfare, recommendation that each dealer be granted that right with respect to 33 1/3% of his co-op fund has been voted through Buick National Dealer Council. But Buick factory officials have vetoed, claiming present system of making allocations among media after soliciting dealer preference is just equitable and in, long run, will have substantially same result.

• BUSINESS BRIEFLY

- Late-breaking items about broadcast business: for earlier news, see ADVERTISERS & AGENCIES, page 48.
- PABST DROPS POLKA • Pabst Brewing Co., Chicago dropping it's Polka Time on ABC-TV effective Sept. 14 after 11-week summer trial run. Fate of program on network under study, perhaps as co-op feature at different day and hour (now on Fri., 10-10:30 p.m. EST) although Pabst reportedly considering kinescope of WBBK (TV) program for spot placement in select markets. Agency: Leo Burnett, Chicago.

- FACTOR SIGNS FOR 'ARK' • Sponsorship of new Jack Webb-Mark VII Productions' Noah's Ark color series (NBC-TV, Tues., 8:30-9 p.m. EDT) completed Friday following signing of Max Factor & Co. (cosmetics), Hollywood, as co-sponsor with Liggett & Myers Tobacco, N. Y. Factor agency, Doyle Dane Bernbach, N. Y., said Noah's Ark purchase was first full-time network program sponsorship for cosmetics house.


- MAGAZINE BUYS TV • Street & Smith Publications Inc. (Living for Young Homemakers), N. Y., placing tv spot announcements through Sept. 21 in 10 U. S. cities where Living-designed model homes are on exhibition. Agency: Schwab & Beatty, N. Y.

- PUTS ON HEAT • General Petroleum Co. of Calif., L. A., for home heating oil (Mobilheat), starts seasonal tv spot campaign for second year in Portland and Seattle and extends campaign to Spokane. Agency: Stroemberger, LaVene & McKenzie, L. A.

- SHERIFF FOR KING • Los Angeles Soap Co. (White King detergent) placing syndicated Sheriff of Cochise in selected tv markets in 11 western states. Tv spots also will be used. Agency: Erwin-Wassey Co., L. A.

- DRENE IN MARKET • Procter & Gamble Co., Cincinnati, reported readying spot radio campaign for Drene shampoo for early starting date. Agency: Compton Adv., N. Y.

- WREAP FOR PM • Philip Morris Co., N. Y., with new Parliament flip-top-box cigarette introduced in most U. S. markets through tv, plans radio spot drive in not more than 50 markets to complete introductory campaign. Agency: Benton & Bowles, N. Y.

- PENNSYLVANIA PURCHASES • Arnts, Preston, Chapin, Lamb & Keen, Philadelphia, reportedly placing local radio spot campaign in Pennsylvania markets for Hanover Canning Co. (canned vegetable), Hanover, Pa., starting Oct. 1. Advertisers is said to be considering as many as 40 spot announcements per week in some markets.

(Continues on page 9)
IN KANSAS CITY
if your client wants reporting that's raucous and racy—there's a place to go...

If your client wants news coverage that's responsible, complete and award-winning—it's **KCMO** Radio

Basic CBS—50,000 W.
Joe Hartenbower, General Manager
R. W. Evans, Commercial Manager

**KCMO... One of Meredith's Big 4... All-Family Stations.**

---

**MEREDITH Radio and Television STATIONS**
affiliated with **Better Homes and Gardens** and **Successful Farming** magazines
Knocked Off by Lightning
WHUM-TV Will Stay Dark

WHUM-TV Reading, Pa. (ch. 61), knocked off air last Tuesday by lightning bolt, Friday informed FCC that because of "severe" economic losses in uhf, station was suspending operations for indefinite period. Station will retain its construction permit. Total of 61 uhf's have ceased operations of these 38 have retained cp's. In addition four vhf outlets have discontinued operation and turned in permits.

In letter to FCC, Paul Flickinger, WHUM-TV president, said decision to suspend was based on proposed resumption of operations by ch. 15 WLBR-TV Lebanon, Pa., under ownership of Triangle Publications Inc. (WFIL-AM-FM-TV Philadelphia). Triangle (Walter H. Apseyberg) bought WLBR-TV from Lebanon TV Corp. for $115,000 plus assumption of $125,000 in obligations. FCC approved WLBR-TV transfer last November, but hearing was ordered on protests by WHUM-TV and three Harrisburg, Pa., uhfs—ch. 27 WCBM-TV, ch. 55 WHP-TV and ch. 71 WTPA (TV). FCC hearing examiner recommended last month that Commission affirm sale approval [AT DEADLINE, Aug. 27].

Mr. Flickinger heads WHUM-TV under voting trust which took over management from Humboldt J. Greig, 38.2% stockholder. Mr. Flickinger said station's tv equipment would be sold to meet "urgent" financial pressures.

Examiners Favor New Ams
TWO am initial decisions issued by FCC hearing examiners Friday brought recommendations for two new stations and station location change and power increase for existing outlet.

Examiner H. Clifford Irion recommended FCC grant two applications which were consolidated for hearing and subsequently amended by applicants. Taylor Broadcasting Co., seeking 1460 kc, 5 kw daytime at Colorado Springs, Colo., changed its power request to 1 kw; Garden of the Gods Broadcasting Co., seeking 1490 kc, 250 w at Manitou Springs, Colo., amended its application to specify 100-watt power. Mr. Irion found that proposals, as amended, no longer conflicted, recommended both be granted.

Examiner Elizabeth C. Smith recommended FCC affirm its April 11 grant awarding WEBB Dundalk, Md., change of location to Baltimore, increase in daytime power from 1 to 5 kw and change in directional antenna system. Examiner decided need for service to be gained under proposal outweighed liability which would result from interference to WJKJ Leonardtown, Md.

KRNS Sold for $62,000
KRNS Los Alamitos, N. M., was sold Friday for $62,000 to Virgil A. Parker III and Darrell Burns, formerly of KORE Eugene, Ore. Sale, subject to FCC approval, was handled by William Stubblefield of Blackburn-Hamilton, station brokers. Sellers are DeWitt Landis and William Wayne Phelps. Station operates on 1490 kc with 250 w and has fm outlet on 98.5 mc with 4.6 kw. Mr. Phelps operates KALG Alamitos, N. M., with atomic weapon center. Transfer also is subject to Atomic Energy Commission approval.

UPCOMING

Sept. 10-11: ABC network-station operations meeting, St. Regis Hotel, New York.
For other Upcomings, see page 126

Radio Commission Announces

JOHN CURRAN, timebuyer at Kenyon & Eckhardt, N. Y., expected to move shortly to Management Assoc. of Connecticut, Stamford, in similar capacity on Sandler International account.

DR. WESLEY T. HANSON JR., head of color photography division, Eastman Kodak Research Labs, Rochester, N. Y., named first recipient of Society of Motion Pictures & Television Engineers' Herbert T. Kalams gold medal award. (Other SMPTE awards, page 32)

JERELY GURY, copy director of Ted Bates & Co., N. Y., from 1949 to 1953 and recently vice president and copy chief of Benton & Bowle's, N. Y., has rejoined Bates as vice president and a creative supervisor.

BUSINESS BRIEFLY

(Continues from page 7)

BREWING ‘BREAKFAST’ • American Bird Food Mfg. Corp., Chicago, through George L. Hartman Co., Chicago, has signed for weekly five-minute segment of Don McNeil's Breakfast Club (ABC Radio, Mon.-Fri., 9-10 a.m. EDT) for 26 weeks, starting today (Mon.). Other sponsors newly-added: Milner Products Co. (Perma Starch and Pine-Sol), Jackson, Miss., through Gordon Best Co., Chicago, for weekly five-minute segment, beginning next January; and Beatrice Foods Co., LaChoy Div., through Beatrice Foods Corp., Chicago, for two weekly five-minute segments for 13 weeks, starting last Thursday.


WINE ON RADIO • Browne Vintners (division of Seagram Distillers Corp.), N.Y., understood launching spot radio schedule for Cherry Kijafa wine on or about Oct. 1. Agency: Lawrence C. Gumbinner, Adv., N. Y.

Rosenmiller Resigns From H-R
JOSEPH L. ROSENMIller Jr., account executive with H-R Television Inc. in New York, resigned Friday to devote all of his activity on behalf of syndicate in purchasing radio-tv properties. Two weeks ago, Mr. Rosenmiller and Peter Bordes, market analyst, purchased WINR-AM-TV Binghamton, N. Y., for estimated $165,000 [BT, Sept. 3]. Former Rosenmiller and Bordes are majority owners of WESO Southbridge, Mass. WINR-TV has ch. 40 grant but has not yet begun to operate. Negotiations reportedly are underway for third property.

Wyncoo Now RCA V. P.
ELECTION of Rear Adm. Thomas F. Wyncoo, Jr. (USN Ret.), as vice president, Commercial Marine Division of RCA, announced Friday by Brig. Gen. David Sarnoff, RCA board chairman. Adm. Wyncoo served in Navy for 31 years until 1949 when he retired and was named president of Radiomarine Corp., wholly owned subsidiary of RCA, which was merged recently into RCA and its functions transferred to other units of company.

September 10, 1956 • Page 9
WILL TV GET RECENT FILMS?
Movie makers weigh declining theatre market and chance that competition may move first against union demands and box-office potential in considering release of post-1948 feature films to television

AUTO'S FALL AD PLANS
They're still in the making, a B.T. roundup finds, but seem certain to include heavy use of radio and TV for introduction and promotion of 1957 models

RADIO WORKS FOR WOODIE'S
Woodward & Lothrop, prestige Washington department store, has spectacular sales increase in two years it has used radio as a major advertising medium

WHIRLPOOL-SEEGER TV PLANS
Appliance maker devotes substantial part of $20 million advertising budget to sponsorship of four NBC-TV programs, three in color

MAT SERVICE FOR TV
Telemat adapts familiar newspaper advertising technique for use by video advertisers

WEAVER LEAVES NBC
Resignation of board chairman leaves President Robert Sarnoff as top officer; four executive vice presidents elected in NBC reorganization

CBS RADIO OUTLETS MEET
More than 200 affiliates of CBS Radio expected to attend two-day meeting starting today in New York to learn network's sales, programming and promotion plans for coming year

TV PROBE MOVES TO NEW YORK
Hearings of House Antitrust Subcommittee on alleged monopoly in television to start in New York on Thursday, with film companies on stand

POLITICAL TIME ALLOTMENTS
Representatives of networks and NARTB are scheduled to testify tomorrow on political broadcast time contracted for or available without charge at hearing of Senate Elections Subcommittee in Washington...

FIRST TRANSLATOR GRANTS
FCC authorizes Mt. Grant Television Booster Service Corp., Hawthorne, Nev., to rebroadcast programs of KRON-TV San Francisco, and James R. Oliver, Bishop, Calif., to rebroadcast those of KNXT (TV) and KRCA (TV) Los Angeles

SPARTANBURG CASE BACK TO FCC
Appellate court rules Commission erred in granting WSPA-TV Spartanburg, S. C., permission to move its transmitter to Paris Mt. without receiving engineering evidence; remands case for rehearing

NEW CONVENTION FORMULA
Will allow radio and TV delegates at 1957 NARTB convention more time to discuss their individual media problems

USE TV NOW, JCT TOLD
Time is here to put to work educational TV techniques already developed, Dr. W. R. G. Baker tells Joint Council on Educational Television

THEY TRAIN THEIR OWN
WTOP-TV Washington conducts 21/2-year learn-while-you-earn course to develop young employees into skilled producer-directors

WHAT TO DO WHEN STORMS STRIKE
Andy Fuller, community service director, WTAG Worcester, prepares summary of duties of each staff member during tornadoes, floods, other emergencies

WRCA'S 'GRAND' HUNT
Treasure seekers flock to find $1,000 coupons concealed by New York radio station

departments

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we both agree

Put your own magnifying glass to the latest Telepulse and ARB figures for San Antonio... and here's what you'll find.

The July Telepulse shows that KENS-TV is first in average share of audience in each of the nine measured time periods during the broadcast week... and that thirteen of the top fifteen once-a-week shows are seen on KENS-TV.

The June ARB shows that KENS-TV has a nighttime audience nearly 40 per cent greater than station B, and an even more impressive lead for weekday mornings.

Put this unquestioned leadership to work for your clients... for more information about KENS-TV contact Peters, Griffin, Woodward, Inc.
PRESS CONFERENCE

EIGHT days ago, columnist George Sokolsky wrote: "Television is essentially of the theater, not of the press." Last Wednesday evening, Martha Rountree's Press Conference proved that it's theatrical abilities could bring home a news story with an animation and impact unattainable by all other media.

Producer Oliver Presbrey, a panel of newsmen and a film crew flew to Egypt for a film interview with President Gamal Abdel Nasser on the Suez Canal situation. Four days later, Press Conference brought a full half hour of grilling of the Egyptian President into millions of American homes.

It's true that many of the newsmen's blunt questions—e.g., would Egypt resort to war?—would Egypt accept Russia as an ally?—were sidestepped by Nasser with a creditable display of semantics. Nevertheless, the interview gave a clearer insight into Egypt's problems and crystallized the personality of the man who heads that nation.

The sound track on the film was bad, but acceptable in view of the importance of the situation and the interview.

This Wednesday night Press Conference will round out the Suez story with a sequel presenting the British point of view.

Production costs: Approximately $14,000.

Sponsored by Corn Products Refining Co., through C. L. Miller Adv., New York, on NBC-TV, Wed., 8:30 p.m. EDT.

Moderator: Martha Rountree; producer: Oliver Presbrey; director: Victor Guildce.

Guest interviewers: John Madison, Newsweek; Richard Wilson, Cowles Publications; John Beal and John M. Mecklin, Time; Geoffrey Godsell, Christian Science Monitor; Robert Hewitt, Minneapolis Star & Tribune; Archer Parsons, N.Y. Herald Tribune; Wilton Winn, Associated Press; Wilton and Lee Hall, NBC News; Peter Webb, United Press; Charles Arnott, INS; Reynolds Packard, N.Y. Daily News; Charles Adams, Manchester Guardian; Ruth Morgan, Des Moines Register & Tribune, and Richard Fryklund, Washington Evening Star.

STUDIO ONE

THE Civil War seemingly is an endless source of story material both for novelists and television writers. Last Monday's "Day Before Battle" on Studio One was another in the current spate of stories in that period. We came prepared to be bored, but were not.

This was about a Yankee soldier assigned to guard a rebel spy who is to be shot at morning. He, the Yankee, has just met a young Pennsylvania girl, and as this is his last night before battle, wants to spend his time with her. So, he reasons, why not shoot the prisoner now, saving the firing squad the trouble and freeing himself to be with his girl?

As it turns out, that's about what happens, but not until the soldier's best friend comes on the scene and tries to argue him out of it. When they scuffle for the gun, the rebel tries to escape. The best friend shoots him down.

All hands did a fine job. If the results were a little less than terrific, it was due to the story line's being just a little too obvious.

Production cost: $30,000.

Sponsored by Westinghouse Electric Corp. via McCann-Erickson on CBS-TV, Mon., 10-11 p.m. EDT.


Producer: Robert Herridge; director: Francis Montanye.

THE LEADING QUESTION

FROM a strictly non-partisan point of view, we're just as glad that Sen. John F. Kennedy fell off the Chicago bandwagon last month, for had he been nominated chances are that this brilliant, young historian (Profiles in Courage) wouldn't be available these late summer nights for some lucid observations on the democratic—i.e., that is—processes that keep this republic operating.

A week ago Thursday, the senator joined Pulitzer Prize-winning New York Times chief congressional correspondent, William S. White, on CBS Radio's The Leading Question in the first of a series of three programs on the role of the legislative, judicial and executive branches of the government. White interrogated—if such a word is applicable to a program that was less debate than calm discussion—by Stuart Novins, and for 25 minutes CBS Radio listeners who cared could find out why America is too big for all the President's men.

Separation of powers—works so happily for the citizen. Mr. Kennedy was a most necessary fixture: without his droll, Boston-accented illustrations from U.S. history, the program could have just been another routine hash session.

All said, this Leading Question—featuring the right topic and the right people to kick it about—is the sort of stuff at which radio public affairs excels. Big Brother Camera Eye couldn't have done an iota better.

Broadcast sustaining on CBS Radio Thursdays, 9:30-9:55 p.m. EDT.

Producer-director: Nancy Hanchman; moderator: Stuart Novins.

SEEN & HEARD

WE DON'T know if it's got anything to do with election year fever, but Robert Montgomery has been acting suspiciously nervous during the filmed "breaks" these past Monday nights on his Johnson's wax and Schick programs.

For a man renowned for having taught the Man from Atlantis on-camera poise, Mr. Montgomery's behavior has led us to conclude that he could take a lesson or two from his pupil.

THEY TELL us that commercial broadcasting has it all over print media because the sponsor knows "exactly" what surrounds his advertising message. Well, there's truth, but they obviously haven't tipped off Ernie Kovacs. The latter's show of one week ago opened with a series of flip cards, one of which said that the program would do "without Clark Gable, Grace Kelly and John Wayne," an obvious dig at the spectacular. Fifteen minutes later, the first "commercial" of the evening came on—Donated by Helene Curtis & Earl Ludgin Adv.—a recruiting film for the U. S. Marine Corps. Star performer: John Wayne.

Schools to Benefit

THE three-part dramatized study of the U.S. Constitution presented last winter on Omnibus when that tv program was on CBS will be made available this fall as a book publication under the title, The Constitution, according to the Tv-Radio Workshop of the Ford Foundation, the program producer. Houghton-Mifflin Co. will release the book in two forms, as a trade and as a school edition. Retaining original script and illustrated with pictures from the programs, the book will be available to schools and civic groups for non-profit dramatic performances.

BROADCASTING * TELECASTING
Red Carpet* Service on United Air Lines...

luxury travel at its best!

Air travel's warmest welcome mat is a red carpet!

It introduces you to United's brilliant Red Carpet Service—special nonstop flights coast to coast and between fifteen U. S. cities (including Honolulu) on DC-7 Mainliners!

This is travel with a new flair! You sense it in the accommodations, the people you meet, the attention paid you. A cloud-soft, reclining seat is reserved for you when you buy your ticket. Your meal is the creation of a master chef who tops it off in the continental manner with French pastry. There are games, soft music, travel favors, other "extras"—all at no extra fare!

You'll want to make reservations soon for Red Carpet Service (with us, or with an Authorized Travel Agent).

RED CARPET SERVICE—now on United's twenty-four most popular DC-7 nonstops between fifteen cities in the U. S. and Hawaii—including day and night nonstops coast to coast!

*"Red Carpet" is a service mark used and owned by United Air Lines, Inc.
The beautiful Toledo Central Union Terminal is a fitting testimonial to the nation's third largest rail center. Toledo is served by 13 major railroads.

If it's made of glass, you're in touch with Toledo, the "glass capital of the world."

Toledo's Museum of Art, rated among the top ten in the country, proves that industry and culture do mix.
Renowned for its exploits in peace and war, a modern workhorse for farm and industry, is the Toledo manufactured Willys Jeep.

Foreign ships are commonplace at the Port of Toledo, and Toledo ranks tenth in tonnage among all the nation's ports.

THE KEY TO THE SEA

Lying along both sides of the Maumee River near where it widens into Lake Erie, Toledo, Ohio, has been blessed with superb water transportation, but it ranks third in the nation as a railroad center, too. Its yearly shipment of over 20 million tons of coal each year leads the world, and Toledo is a manufacturing center of glass, plastics, textiles, machine tools, scales, and a myriad of other products.

No young upstart, the city of Toledo was founded in 1832, but despite its maturity, retail sales have increased 108 percent during the past 10 years. For 35 years, WSPD has been the voice of Northwestern Ohio, programming locally in character with its area. NBC programs have helped establish its radio audience leadership.

Nine years ago, WSPD-TV—Toledo's only television station—went on the air to serve a 23 county Billion Dollar Market, the only medium covering this entire area. WSPD-TV is a CBS Basic and also carries NBC and ABC programs.
Agency Emphasis

EDITOR:

Having been in the broadcasting business for about 12 years and having been a reader and subscriber of yours for all of those years, I have come to the conclusion that emphasis has been placed on the advertising agency's part in our business to the exclusion of the broadcaster's all to often.

B&T is the bible of our business and the selling of radio and, naturally, we are pleased to have been selected by K & E as the testing ground, delivering audiences at four cents a listener, and creating an almost unbelievable demand for Pepsi. Radio selling has only self-imposed limitations.

Lee Bartell, Mng. Dir. KCBQ San Diego, Calif.

Radio Dynamics

EDITOR:

Your "Pepsi Pleaseful" editorial [B&T, Aug. 27] again emphasizes the dynamics of radio and, naturally, by reading your newspaper tomorrow for genuine news coverage. I wrote Miss Rountree and voiced my complaint, pointing out that if she should feel obligated to mention newspaper news coverage, she could at least mention, in addition, the great industry which pays her salary. To date, Miss Rountree has not had the time or inclination to reply.

I think our industry should stop the free plugs and point out the importance and efficiency of news coverage on radio and television.

On a nationwide hookup, I'm sure Mr. Macy wouldn't publicly recommend you buy from Mr. Gimbel, would he?

Mel Murray, Mgr.
WFOB-AM-FM Fostoria, Ohio

Religious Broadcasting

EDITOR:

.. May we take this opportunity to thank your magazine for the interest it has always shown in religious use of radio and television and for the encouragement given these fields in your news columns.

Jacqueline D. Kersh
Asst. to Dir. of Utilization and Field Services
Radio & Film Commission
The Methodist Church
Nashville, Tenn.

Presumptuous

EDITOR:

It is presumptuous of me to point out the spelling of presumptuous in the review of "Company Wife" [B&T, Sept. 3], but being a secretary, the misspelled word jumped out at me in the third paragraph.

This little point would not have been brought up were it not for the fact that I thoroughly enjoyed "Company Wife," even though it "did not heed Mr. Whitley's basic conclusion."

Since nothing was written about the acting in this play, I suppose the reviewer did not like that either. I, for one, thought it superb. However, I do not know about the authenticity of the characters.

Aliene Kulan
Washington, D. C.
Sometimes (like the turtle) an agency makes progress only when it sticks its neck out.

In case you're curious, Y & R research, turtle division, has come up with the following information:
1. A turtle can move with its head inside the shell.
2. A turtle usually sticks its neck out when moving.
3. A turtle is likely to move faster with its head outside than inside.
They're friends with a

**WRGB, SCHENECTADY-ALBANY-TROY, IS SOLD BY NEC SPOT SALES**

**REPRESENTING THESE LEADERSHIP STATION**

- New York: WRCA, WRCA-
- Schenectady: WRGB
- Albany-Troy: WRCA
- Philadelphia: WRCV, WRCV-
- Washington: WRC, WRC-TV
- Miami: WCHT
- Buffalo: WBUF
- Louisville: WAVE, WAVE-
and any friend of theirs is a friend of yours!

When WRGB's sales-winning personalities tell their viewers about your product on their local, live programs, it's neighbor talking to neighbor — and the good word spreads fast! This fast: With individual program ratings as high as 22.1 and 25.1, according to the latest ARB, these eight super-salesmen draw up to 78% share-of-audience, and average an astonishing 56% share!

To viewers in the half-a-million TV homes of the Schenectady-Albany-Troy area, these people are next-door neighbors who chat about hometown doings ... entertain the family ... swap favorite recipes ... pass along useful household hints. And because their viewers set so much store by what they say, a word from these folks means a warm reception for your product in a circle of friends as big as the 30-county, Northeastern New York-Western New England market covered by WRGB.

Seventeen years of active participation in local affairs has earned WRGB the audience confidence that produces results for sponsors. And it's this same close identification with community wants and interests that benefits the advertiser in every market served by an NBC Spot Sales station.

There's always something extra on the stations represented by NBC Spot Sales.

1. Sunnye Jennings and Ernie Tetrault — HOME FARE — Monday through Friday, 9:00-9:30 a.m. A daily serving of news, interviews, recipes, household hints, fashions, and special features of interest to homviewers.

2. Earle Jerris — THE EARLE JERRIS SHOW — Monday, Wednesday, Friday, 1:00-1:30 p.m. Songs and piano stylings especially designed for daytime viewing.

3. Kathy Maguire — TASTE TIME — Monday through Friday, 2:00-2:30 p.m. Planning, purchasing, and preparing meals — a complete menu every day.

4. Grant Van Patten — TRADER VAN — Monday through Thursday, 2:30-3:00 p.m.; Friday, 2:45-3:00 p.m. "A classified advertising page on TV," bringing together viewers who want to sell and viewers who want to buy.

5. Glendora Folsom — S.S. GLENDOARA — Monday through Friday, 5:00-5:15 p.m. Novel entertainment with a nautical theme for children aged 4 to 14.

6. Bill Mulvey — BRONCO BILL — Monday through Friday, 6:00-6:30 p.m. Top family fare—cowboy films from live western setting.

7. Garry Stevens — TV SHOWCASE — Monday through Friday, 6:30-6:55 p.m. Music and special acts, featuring recording star Garry Stevens and his "After-Six Seven."
WFLA-TV
is
POWERFUL!

COMPLACENCY is a word George Whitney keeps in his vocabulary only because it describes every broadcaster's biggest adversary. Otherwise, he'll have no part of it.

Those who do business with the vice president and general manager of KFMB-AM-TV San Diego, Calif., have no fear that this subtle opponent will win out over Mr. Whitney. His efforts to prove consistent success for both sponsor and station are too vigorous.

Mr. Whitney has a keen respect for the beneficial stimulus of competition. He encourages it in his own organization by a management policy which completely divorces KFMB radio from the TV operation.

"Television is the strong, newer medium," he says, "but radio is bigger than ever although it has had to change its complexion a bit. Radio will always be strong because it can saturate a mass audience at low cost. But just like newspapers and magazines in the print media, radio and TV must be competitive."

Progress and community service are rules that govern all planning at the Weather-Alvarez Broadcasting Inc. stations, whether it be programming or technical facility. KFMB-AM-TV has purchased 16 acres overlooking Mission Bay in the northern part of San Diego where it is going to build a modern radio-TV city. It will be completed by the fall of 1957, at a cost of about $750,000.

If a man is known by the company he keeps, Mr. Whitney is marked as one who doesn't let his leadership qualities and community interest go to waste. He modestly acknowledges active membership in "an awful lot of things" but his associates cite his newly-completed term on the Mayor's Committee for Industrial Development as an example of his constructive ventures to help build San Diego into a still bigger market.

"We consider public service programming an obligation, an opportunity, a challenge and a privilege," Mr. Whitney says. "A public service message is as important to the community as a sales message is to the advertiser and must receive the same attention and 'sell.'"

KFMB-TV for three years has been telecasting a weekly live remote from the world-famous San Diego Zoo, and the station's half-hours weekday TV Classroom has been scoring high in ratings as well as in educational circles and offers both college and high school credits.

"We're proud of our aggressive news department too," Mr. Whitney says, citing the several mobile film units used in tv and the large bus being converted to a mobile tv news studio and remote truck. "And we believe in the same thoroughness in our services to the advertiser with our full integrated promotion and merchandising department, complete with its own printing presses," he adds.

George Alfred Whitney is the second of four generations of George Whitneys native to California. He was born Feb. 18, 1907, at San Anselmo, near San Francisco.

Mr. Whitney's natural musical talent took him to the U. of California for two years, and then he earned his spending money with numerous dance bands. The second year, 1926, one band was so good it went on a junket to Australia and Mr. Whitney went along. He remained "down under" to work musical comedy shows for several months and then returned to the U. S. and the serious business of playing the saxophone, flute and clarinet, thus the start of a professional career in music which was to include the San Francisco Symphony.

By the 1930's, music had become a strong factor in successful radio programming and like music, radio had found Mr. Whitney. In 1932 he became musical director of KFRC San Francisco, then the CBS-Doe Lee key, and he played on network shows such as Blue Monday Jamboree (Lipton tea and Shell oil), Happy Go Lucky Hour (General Paint Co.) and Feminine Fancy. Soon Meredith Willson began commuting to Hollywood for NBC's Maxwell Coffee Time and by 1937, after NBC had moved its music department south, Mr. Whitney followed to work with Mr. Willson on NBC shows like Carefree Carnival.

But the song finally ended. Later in 1937 one of Mr. Whitney's other talents was discovered—his salesmanship. He joined the sales staffs of KFI and KECA Los Angeles and began working his way up to sales manager and later business manager. In 1947 he left to form the advertising agency of Harrington, Whitney & Hurst with Gene Harrington and Peter Hurst, but two years later he returned to radio as sales manager of Don Lee's owned stations and the Don Lee Network.

The next year he transferred to KFI-AM-TV Los Angeles as general manager and in 1951 he returned to Don Lee as vice president in charge of tv (Don Lee having acquired KFI-TV). In November 1953, Mr. Whitney was named general manager of KFMB-AM-TV and in May of this year he was elected vice president of Weather-Alvarez Broadcasting Inc.

Mr. Whitney married Georgie Prather, a native Californian, in San Francisco. They have a daughter, Mrs. Charles Menotti, and two sons, Baron and George III. The Whitneys have a home in Mission Hills overlooking the bay but he refuses to dabble in the garden, preferring a round of golf with Mrs. Whitney.

Broadcasting • Telecasting
Power Preference
Across the board, Little Rock viewers choose KARK-TV—

ARB Survey, June 1956—KARK-TV has 7 of the top 12 nighttime shows selected by Little Rock viewers—

1. Highway Patrol—KARK-TV
2. Your Hit Parade—KARK-TV
3. $64,000 Question—Station B
4. Perry Como Show—KARK-TV
5. You Bet Your Life—KARK-TV
6. I've Got a Secret—Station B
7. Badge 714—Station C
8. $64,000 Challenge—Station B
9. Lux Video Theatre—KARK-TV
10. Ed Sullivan Show—Station B
11. George Gobel Show—KARK-TV
12. This Is Your Life—KARK-TV

*Shown during same time period on KARK-TV and station C. Combined rating scores first place. Breakdown: KARK-TV, 26.9; Station C, 19.1.

5 of the Top 5 Multiweekly Shows—Network and local, KARK-TV viewers voted for Channel 4 programming—sweeping the first five places with—

1. I Married Joan—3:00 p.m. Mon., thru Fri.
2. News Final—10:00 p.m. Sun thru Sat.
3. Queen for a Day—2:00 p.m. Mon. thru Fri.
4. Tennessee Ernie Ford Show—12:30 p.m. Mon., thru Fri.
5. Evening News & Weather—6:00 p.m. Mon. thru Fri.

Major Share of Nighttime Audience—From 6:00 to 10:00 p.m. KARK-TV captures the largest overall share of Little Rock viewers. 62 quarter-hour firsts of 119 quarter-hours per week—the largest audience in Little Rock.


Power Programming
Network and local, quality programming is increasing the already proven Pulse audience lead of KARK-TV—

NBC Television — Programming voted best by Little Rock viewers in June 1956 ARB survey...and KARK-TV represents NBC's only exclusive outlet in the entire state.

Top-Rated Local Programming—Specialized local programming for everyone—from Pat's Party for the children to News Final, the program 10:00 p.m. viewers voted in the top Multi-Weekly programs in Little Rock.

Power Facilities
KARK-TV facilities complete the power package in programming and preference—

Higher Tower-Maximum Power—KARK-TV's new tower-power package delivers your message to almost all of Arkansas.

Operating on Maximum Power—100,000 watts.

Full network color facilities.
One of the Tallest Towers in the Nation—1,693 feet above average terrain, —1,175 feet above ground.

Little Rock Plus 44-County Coverage...
Now your sales message to thousands of new viewers...the facts inside the 100 mv/m contour—

KARK-TV Coverage State Total
Counties 44 75
Population 1,028,300 1,785,000
Households 289,150 503,060
Spend. Inc. $1,094,231,000 $1,175,436,000
Retail Sales 805,057,000 1,299,436,000
Grocery Inc. 284,375,000 592,572,000

(Source: '56 SRDS Estimates of Consumer Markets)

Little Rock's POWER PACKAGE...

KARK-TV Channel 4

- POWER PREFERENCE - POWER PROGRAMMING - POWER FACILITIES

Little Rock, Arkansas

Edward Petry & Co., Inc.
now WOLF is

FIRST in homes

Share of Radio Audience—C. E. Hooper, April-May, 1956 (Latest) (8 am—6 pm Monday thru Saturday)

<table>
<thead>
<tr>
<th>TOTAL RATED TIME PERIODS</th>
<th>RADIO SETS IN USE</th>
<th>STATION A</th>
<th>STATION B</th>
<th>STATION C</th>
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<tr>
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<td>9.9</td>
<td>15.5</td>
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FIRST in cars

Car Listening—C. E. Hooper, November 1953 and April, 1954 (Latest) (7:00 am—7:00 pm, Monday thru Friday)

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<th>STATION B</th>
<th>STATION C</th>
<th>WOLF</th>
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<td>34.5</td>
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FIRST in points of sale

Business Establishments—C. E. Hooper, October, 1955 (Latest) (9:00 am—5:00 pm, Monday thru Friday)

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<td>10.9</td>
<td>14.3</td>
<td>38.9</td>
<td>13.4</td>
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RATING for RATING...
RATE for RATE in CENTRAL NEW YORK it's . . . . . .

SYRACUSE, N.Y.

NATIONAL SALES REPRESENTATIVES THE WALKER COMPANY

ON ALL ACCOUNTS

ATTRACTIVE Beverly Hicks took diverse roads in traffic, continuity and public relations before entering her chosen field of advertising with MacFarland, Aveyard & Co. four years ago.

Miss Hicks is chief timebuyer at the Chicago agency on Drewrys Ltd., Stewart-Warner Corp. (Alemite Div.), Heidelberg Brewing Co. and on behalf of other clients when they are active in broadcast media. Miss Hicks acknowledges she has acquired a distinct appreciation of the value of spot and local buying, particularly spot radio.

"Radio has changed tremendously in the past two and a half years," she declares, citing availability of "premium" packages on many stations. "It is definitely a good mass audience buy for small-budget advertisers—saturation for a reasonable price."

A graduate of Northwestern University in 1949 with a BA degree and majors in advertising and journalism, Beverly Jo Hicks had ventured into public relations work with her father (head of the Joseph Hicks public relations firm) after leaving high school and while continuing her education at the college level. A native of Chicago (born Jan. 28, 1927), she attended New Trier High School (being graduated in 1945) and enrolled in Bradford (Mass.) Junior College, majoring in English literature before moving to Northwestern U. During those years, she worked parttime at the Hicks organization, writing news releases and directing publicity spots.

Miss Hicks joined WGN Inc. (WGN-AM-TV Chicago) in 1949, dividing her time between traffic and continuity duties. She served as assistant traffic coordinator in 1949 and continuity editor in 1950 for WGN-TV, writing scripts for the Chicago Tribune tv station.

After taking a year off "for play," Miss Hicks came to MacFarland, Aveyard in August 1952 as media account supervisor. She was appointed spacebuyer the following August and timebuyer in May 1954. She has bought time for Standard Knitting Mills, Zenith Radio Corp. (Hearing Aid Div.) and others. Among presently-active clients, Drewrys sponsors Susie (re-run of Private Secretary) and other packages in 15-20 markets and radio-tv spots in other cities; Alemite maintains music, news or sports shows on radio in 50 markets according to distributor patterns, and Heidelberg (a regional brewery, like Drewrys) has similar programs on 35 radio outlets and in five tv markets.

Miss Hicks is single and lives on Chicago's near north side. She belongs to the Broadcast Adv. Club of Chicago.
CRACK MICHIGAN'S
9½ BILLION
DOLLAR
JACKPOT
On the Knorr Big 4

Michigan's mighty motor empire now goes on an annual spending spree of 9½ BILLION DOLLARS! And, covering this 15 county area with the most popular features on radio are the 4 powerful Community Stations of the Knorr Broadcasting Corporation. Get in on the boom that's bringing advertisers the richest pay-off in Michigan's history!

save up to 15%
by buying two or more of these powerful stations

★ Buy all 4 stations... save 15%
★ Buy any 3 stations... save 10%
★ Buy any 2 stations... save 5%

represented by Headley-Reed

WKMH
Dearborn-Detroit
WKMF
Flint, Michigan
WKHM
Jackson, Michigan
WSAM
Saginaw, Michigan

The Community Stations

KNORR BROADCASTING CORP.
New RCA 25 KW VHF

Assures flexible arrangement for economical floor plan

Combining all the newest design features of the recently announced RCA 6 KW TV transmitter and the enviable performance record of RCA's famous 25 KW power amplifiers, the new TT-25CL is today's best value! No other transmitter in this power class embraces so many advantages... advantages that engineers and station managers have asked to have incorporated in a single transmitter.

- FLEXIBLE FLOOR PLAN—The "block build" design of the TT-25CL permits several combination arrangements. The layout may be as illustrated in the accompanying floor plan, or a modification of this general plan. The 6 KW Driver and P.A. Rectifier and Control Cabinets can be arranged in "U" fashion with the P.A. tanks moved forward and the driver power supply enclosure placed at a remote location to further conserve space.

- PRECISE COLOR PERFORMANCE—Built-in linearity correction circuits and intercarrier frequency control, which accurately maintains frequency separation between aural and visual carriers, assure excellent color signal transmission.

- EXCELLENT ACCESSIBILITY—Broadband tuning controls in the 6 KW Driver are accessible without opening any doors. All important driver circuits are adjusted from the front of the unit. Exciter and modulator units have "tilt-out" construction for quick, complete accessibility.

- THERMOSTATICALLY CONTROLLED HEATERS—for rectifier tubes are suited to ambient temperatures as low as 0°C. Designed for attended or remote-control operation.

- ECONOMICAL OPERATION—A well-chosen tube complement affords lower power costs. Complete overload protection with "grouped" indicator lights makes trouble-shooting quick and certain.

- TIME-PROVED TUBES—Long life RCA 5762 tubes in both P.A.'s and Driver. Many broadcasters using other RCA transmitters which employ the 5762 tubes report "extra dividends" due to their long-life, economical operation. Over 100 RCA 25 KW amplifiers have been in continuous service to date—each employs the famous 5762.

PLUS... OTHER ADVANCED FEATURES—too numerous to mention here! Get the complete story from your RCA Broadcast Sales Representative or write for descriptive literature (Catalog Bulletin B-4011).

In Canada, write RCA VICTOR Company Limited, Montreal.
TELEVISION TRANSMITTER

NOW "ON-AIR" AT WRGP-TV

CHATTANOOGA, TENN.

WRGP is receiving excellent reports on transmission since putting the TT-25CL "on-air." Particularly gratifying comments came from color program viewers who are impressed with the fidelity of WRGP color transmission.

Where floor area is at a premium...

such as in "down-town" buildings, or where space must be yielded to other equipment, the TT-25CL is highly adaptable. When new transmitter buildings are contemplated, the space-saving TT-25CL helps to save building costs. The rectifier sections of both the 6 KW Driver and also the Aural and Visual Amplifier Rectifiers can be separated and placed in an adjacent room or basement. This is an added feature that saves valuable operating area.

DRIVER PORTION OF THE ABOVE 25 KW TRANSMITTER (LESS AMPLIFIERS) IS AVAILABLE AS A COMPLETE 6 KW TRANSMITTER

RADIO CORPORATION OF AMERICA

BROADCAST AND TELEVISION EQUIPMENT • CAMDEN, NEW JERSEY
what makes Columbus a leading market?

"Show me a good sport and I'll show you a good spender!"

Columbus fills this bill... Columbus is a leading sports mecca... and WBNS-TV, Columbus' leading station, fills the bill for sports coverage.

Columbus is national headquarters for both Minor League Baseball and the Trotting Association. It is home to the International League Jet Baseball team... a group sponsored by the faith and money of Columbus businessmen... it is the site of the famous Ohio State University Stadium... where 80,000 fans cheer their winning team... and the new St. John's Arena for indoor sports... for racing enthusiasts there's Beulah Park and Hilliards Harness Track... for golfers, their own clubs or the beautiful new Arthur Raymond Memorial course.

For WBNS-TV viewers, there is complete coverage of their favorite sports... for ADVERTISERS... there is a guaranteed audience of 500,400 TV families... and the assurance that WBNS-TV is the number 1 station in this market of sports loving spenders.

No. 4 in "Columbus Market" Series

WBNS-TV
REPRESENTED BY BLAIR TV

channel 10 • columbus, ohio

CBS-TV Network... Affiliated with Columbus Dispatch... General Sales Office: 33 N. High St.

---BOOKS---


THE BRITISH point of view dominates this collection of 20 articles on the various phases of television writing, production and criticism from Shakespearean drama and ballet to news and even advertising, contributed by 16 Englishmen and four Americans and edited by the former head of BBC's TV documentary department. And the British view is quite different from that prevailing here. For example, writing on TV advertising, the British public relations expert John Metcalf expresses the uncertain view that "it is in television that advertising will gain its greatest victory or suffer its greatest defeat." Whereas, American Harry Wayne McMahan, McCann-Erickson vice president, whose experience with TV commercials is considerably longer, states with complete assurance that in TV advertising "you can make a great many mistakes and still be successful, because television has an impact greater than anything advertising has ever known before." Anyone engaged in American television should enjoy this composite picture of a familiar world as seen by foreign eyes.

HOW TO MAKE THE MOST OUT OF YOUR JOB, by Eugene Carr, Coward-McCann, 210 Madison Ave., New York 16, N. Y. 128 pp. $2.25.

INSPIRATIONAL is the adjective probably best suited to describe this little volume, which the author has subtitled "A Practical Philosophy of Work." It should be of equal value to the young man or woman leaving school to begin working full-time and to the present job holder in giving them a set of criteria by which to measure their jobs and themselves and the relationship of the individual to his working environment. Mr. Carr is president of Ohio Broadcasting Co. (WHBC-AM-FM Canton and WPAY-AM-FM Portsmouth, both Ohio), subsidiary of the Brush-McNelly newspapers.


THE MANY and varied uses to which phototubes and photocells are put today make familiarity with these electronic devices essential for students, engineers and technicians in many fields. This book is designed to "give basic principles, techniques, circuits and practical applications of photoelectricity for those who wish to use photocells and phototubes in their own specific fields," Mr. Mark states in his preface. The manual is fully illustrated with photographs, drawings, charts and diagrams and includes a bibliography of books and magazine articles.


COMPLETE step-by-step constructional information on amateur radio receivers and transmitters for beginners is contained in this new edition of the standard guide for beginners, which has been restyled and rewritten. The easy-to-follow text is augmented with more than 100 photographs and diagrams.
From its great inland waterfront to
the lawned streets of its wealthy suburbs,
Detroit is a city of contrasts and complexities.

Constantly absorbing the foreign-born and
the American migrant, Detroit produces a television audience
of broadly diversified tastes—an audience that the
diversified programming of WXYZ-TV continues
to please, to interest and to hold.

As an entertainment and sales-producing medium,
WXYZ-TV is Detroit in every way!

channel 7
WXYZ-TV Detroit
WABC-TV New York
WBKE Chicago
KABC-TV Los Angeles
KGO-TV San Francisco

owned and operated by the
American Broadcasting Company
From **WTVN Columbus**, come the **FIRST AVAILABLE RATINGS** on **WARNER BROS. PICTURES**!

**MONDAY NIGHT** AUDIENCE CLIMBS FROM 6.2 UP TO **12.1** with **"THE PETRIFIED FOREST"**

**FRIDAY NIGHT** AUDIENCE CLIMBS FROM 5.8 UP TO **18**

**Bought by Leading Sponsors!**
AJAX • HELENE CURTIS • REVLO
ARRID • VASELINE
PROCTOR AND GAMBLE
LANVIN • BAVARIAN BREWING!

...AND

First run on television exclusive in your market.
For complete details call
55.3% AUDIENCE RISE
ON MON.-FRI. EARLY HOME SHOW
(9:30-11:00 P.M.—AUGUST ARB)

ONCE CLIMBS FROM
4
with "LADY WITH THE RED HAIR"
SATURDAY NIGHT AUDIENCE CLIMBS FROM
6.7 UP TO 12.6
with "ACTION IN THE NORTH ATLANTIC"

THIS SUCCESS STORY CAN BE YOURS!

One look at these first available ratings is all the proof you need that Warner Bros. pictures out-rate all competition!

And these are only the first reports! Just wait till the ratings get rolling... up... up... up! On second thought—don't wait! Act now and get the big sponsors and the big audiences.

Associated Artists Productions, Inc.
345 Madison Avenue • New York 17, N. Y.
Telephone: MUrray Hill 6-2323
WARNER BROS. MOVIES SMASH ALL RECORDS for WKRC Cincinnati

SUNDAY
JUMPS FROM 3.3 up to 6.3
"EAST OF THE RIVER" with JOHN GARFIELD BRENDA MARSHALL

MONDAY
JUMPS FROM 4.6 up to 6.5
"ROARING TWENTIES" with JAMES CAGNEY HUMPHREY BOGART PRISCILLA LANE

TUESDAY
JUMPS FROM 4.2 up to 9.0
"THE SEA WOLF" with EDWARD G. ROBINSON IDA LUPINO JOHN GARFIELD

WED...
JUMPS FROM 4.8 up...
"GOD IS...

...AND NEXT DAY (5 PM) RE-RUNS BOOSTED PREVIOUS MONTH RATINGS BY OVER 100%

CAPTURE THE BIG AUDIENCES and THE BIG SPONSORS IN YOUR MARKET WITH WARNER BROS. MOVIES...TIE 'EM UP TODAY...CALL...
AUGUST ARB RATINGS ALMOST DOUBLE FOR ALL SEVEN LATE NIGHTS OVER JULY—FROM 4.9 up to 9.0

THURSDAY
JUMPS FROM 4.3 up to 8.1
"THE UNSUSPECTED"
with CLAUDE RAINS
JOAN CAULFIELD
CONSTANCE BENNETT

FRIDAY
JUMPS FROM 5.7 up to 8.1
"BORDER TOWN"
with PAUL MUNI
BETTE DAVIS

SATURDAY
JUMPS FROM 7.1 up to 11.2
"FLAXY MARTIN"
with VIRGINIA MAYO
ZACHARY SCOTT

HAVE YOU SEEN FLASH No. 1?

WTVN Columbus increased the Mon. thru Fri. average for its “Early Home Theatre” more than 55%...from 7.6 up to 11.8! Its Saturday “Summer Playhouse” jumped from 6.7 up to 12.6!!
Philco's Fink Wins 1956 SMPTE Award

DONALD G. FINK, research director of the Philco Corp., Philadelphia, has won the 1956 Journal award of the Society of Motion Picture & Television Engineers for his article, "Color Television vs. Color Motion Pictures" that appeared in the June 1955 issue of the society's Journal. Presentation of the award will be made during the SMPTE 80th convention in Los Angeles Oct. 9.

Mr. Fink has written numerous technical books on TV engineering and standards.


'STELLA' Awards Presented By Radio-Television School

SIXTEEN television performers and programs have been named recipients of new "Stella" awards, presented for national achievement in the TV industry by Northwest Radio & Television School. The award winners were chosen in a survey of more than 5,000 Northwest students through the United States and its territories.

Winners were The Ed Sullivan Show (variety entertainment and master of ceremonies); Wide, Wide World (show offering greatest contributions to creative television techniques); You'll Never Get Rich (new television series); Studio One (most original teleplay); I Love Lucy (comedy series); Lawrence Welk Show (musical program); Cavalcade of Sports (sports coverage); Climax (dramatic program); $64,000 Question (quiz-panel show); You Are There (documentary program); Confidential File (public service); John Cameron Swayze (news and special events); Omnibus (educational program); Disneyland (children's show); Home (women's show); and Steve Allen (tv personality).

Northwest has schools in Portland, Ore., Hollywood, Chicago and Washington.

Nominations Being Accepted For Edison Radio-Tv Awards

THE Thomas Alva Edison Foundation last week announced that nominations are open for the second year of its National Station Awards for Serving Youth. Community organizations are requested to submit names of television and radio stations that are best serving American youth to their national organizations for forwarding to the Edison Foundation by Nov. 1, 1956.

Charles Edison, honorary president of the Edison Foundation and former governor of New Jersey, explained that the local television and radio stations that are adjudged as having "best served youth" in communities during 1956 will receive a national station award. Each award includes an Edison scholarship of $1,000 for a college education which the winning station will present to a high school senior selected by a committee of educators in the community. The winning stations will be announced at a dinner to be held by the foundation Dec. 4 at the Waldorf-Astoria hotel in New York.

Winners of the Edison Foundation National Station Awards for 1955 were WTIC Hartford, Conn., and WBNS-TV Columbus, Ohio.
Well-known Newscaster,
WJBK-TV, Detroit

Jac LeGoff asks
Students and College Presidents:

"SHOULD BUSINESS GIVE MONEY TO HELP COLLEGES AND STUDENTS?"

GEORGE L. HOUGHTON, graduate student (shown above in chemical laboratory), University of Michigan:
"Because advanced study requires extra years of financial outlay, many capable students are placed under a big handicap. Some companies with an intelligent interest in our national welfare have established fellowships to encourage these students to continue. If there ever was conservation of 'natural resources', this is it."

DR. RUSSELL J. HUMBERT, President of DePauw University, Greencastle, Indiana:
"We can be thankful that business is giving financial aid to colleges. If outside financial aid were not available, many small colleges would have to raise tuition fees to a point which some students could not afford. Inevitably, some fine boys would miss out on higher education, to their own loss and that of our country."

MARCELLA KRAKOWSKI, Beloit College, Beloit, Wisconsin:
"Well, let's put it this way. The smaller liberal arts colleges and many of their students need a helping hand with their financial problems. Some progressive companies—recognizing this need—are making a real contribution in this respect. Yes, money from business sources gives us necessary encouragement and support."

DR. MILLARD G. ROBERTS, President of Parsons College, Fairfield, Iowa:
"Far-sighted businessmen who understand the close relationship between sound education and the over-all national welfare already have answered that question with generous financial aid. They are not only helping many young people to develop their full potentialities, but they are also helping to build a stronger, better-informed America."

What Makes A Business A Good Citizen?

At Standard Oil we believe that a business concerned with good citizenship should take a constructive interest in matters affecting our national welfare. To give financial aid to colleges and students is the American way to help build our country's future. Standard Oil has provided the means to support scholarships and graduate fellowships in science for college students and to aid privately-financed liberal arts colleges in 14 Midwestern and Rocky Mountain States.

STANDARD OIL COMPANY (INDIANA)
You Can Cover MORE of ARKANSAS with

**KTHV**

**CHANNEL 11**

**LITTLE ROCK**

**KTHV HAS:** Tallest antenna in the Central South—1756' above average terrain!

**KTHV HAS:** Basic CBS affiliation—Channel 11—316,000 watts!

**KTHV HAS:** Central South’s finest and most complete television facilities—completely new building, four camera chains, two large studios, 20' revolving turn-table, fully-equipped kitchen, etc.!

Ask your Branham man for the new KTHV coverage story!

316,000 Watts ............ Channel 11

Henry Clay, Executive Vice President
B. G. Robertson, General Manager

AFFILIATED WITH KTHS, LITTLE ROCK, AND KWKH, SHREVEPORT
POST-‘48 MOVIES
Chance of Release to TV?

THE big push began in Hollywood last week looking toward an industry policy governing the release of post-1948 feature motion pictures to television. It was becoming obvious to everyone that waiting for the other fellow to sell might leave his own market potential depressed.

Representatives of the ten major studios huddled behind sealed doors at the Motion Picture Producers Assn. to explore some kind of united plan to govern release of post-1948 features to tv which would solve the big problem of making a peaceful settlement with the multiplicity of guilds and creative contributors—a thorny labor relations issue which has been one excuse cited for not releasing to tv. The other more obvious reason has been the studios’ reluctance to give up current product which still might be considered to have bigger exhibition value in normal theatre channels.

Although MPPA representatives refused to confirm the meeting and said, “There is no story, we’ll let you know when we have something,” other industry spokesmen confirmed that a gathering of top studio labor policy officials was held at MPPA last Tuesday and that some time this week a second meeting is scheduled with independent producers in an obvious desire to form a united front when eventual formal talks are begun with the labor groups.

Major studios were silent about their individual post-1948 release plans. Although the product is made in Hollywood, sales decisions and policy forecasting usually are performed in New York business offices. But none of these can act until after some sort of accord is reached on the Hollywood labor front—in effect a coast-to-coast juggling act where it is sometimes convenient to say that the right hand doesn’t know what the left is doing.

But Hollywood sources seem agreed that tv “has a voracious appetite for progress” and eventually nearly all studios will release post-1948 films to tv and more than one will do so soon. Each seems concerned about the best timing to assure a favorable market once the labor residuals issues are worked out. “The race is on,” one observer noted, “even though the studios must show a common front when working out the extra-pay to the guilds. All are afraid someone else will break ranks and make a deal which will bind the rest.”

Marvin Faris, executive secretary of the Society of Independent Motion Picture Producers, told B&T he could not confirm or deny an invitation to the meeting this week but he said his own organization has been considering the problem for some time.

Spokesmen for the principal guilds acknowledged that informal discussions have been held recently with producer representatives looking toward a solution to the post-1948 release. The Writers Guild admitted “negotiations” are in progress but said it has always been labor-management policy in Hollywood to refuse to discuss any aspect of the talks until a solution was reached and an agreement made.

One producer told B&T, “We made a mistake to let this thing go on so long. We have lost our theatre profits in recent years and could have recouped part of them from television. Now the guilds have begun to think they have big rights in these films and even have exaggerated ideas of the tv values.

He acknowledged, however, that for so many years major producers refused to even consider that the day would come when they would think of television as a market for theatre product.

Current thinking among the majors is understood to include a plan for roughly a 25% slice of tv revenue to be split among the guilds with picture owners getting about 45% and the remainder to cover distribution. But there also is pressure reported “to hold off for at least another year” despite the trend among independent producers to turn some of their post-1948 films to tv.

Principal contenders for the new tv money will be the Screen Actors Guild, Screen Directors Guild and Screen Writers Guild branch of the Writers Guild of America. Producers seem agreed there will be little disputing of the issue with what they call the “powerful” American Federation of Musicians.

They acknowledge that the AFM had the foresight in 1946 (“when we never dreamed we ever would release to tv”) to work out an agreement whereby 50% of the tv gross would funnel into the musicians performance trust fund and each playing musician also would get an extra $25 (now also diverted to the trust fund and subject of internal dispute within AFM).

There is a host of other craft guilds, including cameramen, makeup men, costumers, electricians, etc., which probably will want to get in on the split-up of the prospective new revenues, but producer representatives feel that fair distribution among these groups would be too difficult to work out and the compromise might be to put the portion into the movie industry pension plan.

WHY THEY’RE STILL IN VAULTS
• Unions want additional fees, are in position to bargain.
• Producers have felt theatre potential was bigger than tv.

WHY THEY MAY BE TAKEN OUT
• Theatre market gives signs of drying up.
• Producers are beginning to fear some members may break ranks, get jump on market.
which has already amassed about $5 million in three years of operation.

There has been some talk of possibly putting all of the guild split into a welfare or pension plan to solve the difficult problem of disbursing the money to the innumerable individuals who contributed to the making of the original films. But SAG, SDG and the Writers Guild of America opposed to this idea since they already are set up to disburse funds under their syndicated.tv residuals plans and believe the original actors, director or writer is entitled to receive the extra payment from further exploitation of his creative efforts.

The 1948 Cutoff Date

Aug. 1, 1948, is the arbitrary dividing line for determining extra pay to the guilds when feature films are released to tv. It came about when an industry contract was renegotiated at that time by SAG. The contract included a provision that after that date no new feature films would be released to tv, but in the event that they should be released, SAG had the right to cancel the contract. In effect, this meant SAG had reserved the right to demand new negotiations to settle extra pay if and when tv residuals were to be considered—then thought "highly unlikely" for many years.

Contracts of other major guilds soon followed the SAG formula. All guilds except AFM by this position gave up claim to any residuals from pictures made before 1948.

Several years ago SAG worked out another formula with Allied Artists covering about 100 Monogram features made after 1948 ny being put on the tv market. It is called the Monogram Formula and since has been adopted by the Writers Guild for such pictures, all low-budget productions. It calls for the actor or writer to receive 12 1/4% of his original salary on release grosses under $20,000. The extra pay jumps to 15% if the tv revenue exceeds $20,000. About a dozen independent producers have used this formula in putting their post-1948 products on the tv market but it is generally considered economically out of proportion for application to big money films produced by the major studios.

Virtually all the major Hollywood studios with the exception of Paramount Pictures have released some of their pre-1948 feature films to television. Paramount has been holding out with the hope of "well approval of paytelevision in which it has extensive subsidiary equipment and system interests.

Some of the feature backlog bundles have included a few post-1948 films, as in the case of the 700-odd features sold by Warner Bros. to Lou Chesler's PRM Inc. But in cases such as these the selling studio notified the purchaser he would be responsible for negotiating tv clearances with the guilds.

In the case of the Warner package, representing almost all of that studio's feature production between the years of 1930 and 1948, all of these films have been released to tv. They are the SAG formula.

One of these, the "Flamingo Road," was bought by KTLA (TV) Los Angeles, several weeks ago and was slated to be aired again Tuesday, Guild sources said, but was discovered and a pre-1948 substitution made.

The Films

When an extra payment from fur-the actor is determined for determining extra payment from fur-the actor is determined for

For the past two years, SAG pacts with independent producers have automatically included tv release provisions patterned on the Monogram Formula. Most of these films are in the low-budget category.

Producer Accord Expected

Studio spokesmen do not expect much pressure from the Screen Producers Guild with respect to extra pay for post-1948 films released to tv since in most instances the producers are under personal contract with the studios and share in the film gross any way. "About the only thing the SAG ever negotiated of real importance was the extra-os credit provision," one representative told BtT.

The Writers Guild in June announced that its agreement with Allied Artists for extra pay for post-1948 films released to tv was already bearing fruit. The Guild has been cutting in on the tv clearances for its members' rights to profit from film grosses and its two-month period since the pact was signed.

The Guilds are still holding out on tv rights to all pre-1948 features and the money they expect to gain from patterned on the Monogram Formula.

DETROIT'S PRODUCTION CUTS

Reflected in Ad Planning

Conservative note is in auto industry's pre-season broadcasting strategy, an obvious reaction to last year's over-production. Most plans for selling the 1957 lines are still under wraps, but here's the up-to-now on the major companies' activities.

THE NATION'S car makers are phasing out their advertising campaigns for a fall splurge designed to get sales back in high gear after two seasons in which buying was unable to keep pace with vastly over-optimistic production planning.

But like the new models they are enshrouding in tarpaulins to hide designs from competitors and public, auto makers' ad plans are being kept largely under wraps until 1957 lines are introduced around early November.

In most cases planning is still in progress and decisions won't be complete for some weeks yet. Even if they were ready now, the competition-conscious manufacturers would not be inclined to tell their hands to rivals. As one said: "We're no different from the dressmakers, except we're playing for higher stakes than a $175 Dior creation."

Recommering by BtT indicated last week that as things then stood—but always subject to change before final decisions are made—the auto industry as a whole is taking a more conservative approach to its advertising this year than last, just as it is more conservative in its production plans.

Where car makers were thinking in terms of an 8-million car market last year, they now are talking in terms of 6.5 million to 7 million cars sold in 1957. Their advertising plans, too, seem due for a streamlining—though it is obvious that radio will be given a heavy responsibility for moving the new models—and keeping them moving.

Here is what a BtT survey of the major car companies and their agencies turned up on broadcast plans for this stage:

CHRYSLER CORP.

Chrysler Corp., fifth among the nation's tv spenders for the first half of 1956, plans "some-what increased" broadcast campaigns for its four consumer divisions—Dodge, Chrysler, Plymouth and DeSoto. On a corporate level, it will continue CBS-TV's weekly Climax and its one-month Shower of Stars (in the Climax time slot), which alone will account for a seasonal outlay of $6-7 million. It also will conduct a radio spot campaign in cities where large auto exhibitions are to be held: New York, Chicago, Detroit and Philadelphia.

This campaign will start Dec. 8 and should run well into March with the "1957 pipe." Dealer co-op plans for the four consumer divisions are still in the formulative stage.

Plymouth, which has made no bones about its intention to climb back into the No. 3 slot in U. S. car sales, is scheduled to get the lion's share of overall Chrysler broadcast allocations. Ever since bowing out of NBC-TV's week-night series, News Caravan and more recently, the annual Best of the Road's program and its abortive sponsorship of the Eddie Mayhew (That's My Boy) series on CBS-TV a few seasons back, Plymouth's been scouting for a tv property. It's found in Lawrence Welk's champagne music, which has sparked sales for Dodge Div. Starting Oct. 8, Plymouth will lock bumpers with Dodge by co-sponsoring the second Welk show, Top Tunes and New Faces, also on ABC-TV. On this show, advertising for Plymouth, normally handled through N. W. Ayer & Son, Philadelphia, will be placed by Grant Adv., Detroit, Dodge's agency. Recent shifts in top sales management at Plymouth's home office—bringing to the forefront an entirely new team of broadcast-minded executives—fend credence to one Ayer official's comment, "Plymouth isn't through studying tv programming yet."

Plymouth's spot plans, according to the agency, will be "up volume-wise" and "steady-as-we-go dollar wise." Translation: While its planned 65-market radio-tv introductory drives won't necessarily mean a higher broadcast budget, Ayer expects "more impressions through radio." Its co-op dealer campaigns, differing from market to market, are yet to be aligned.

Chrysler's move is in part to test out just how to its tv program roster will assure it week-in (Monday night) and week-out (Saturday night)
penetration. It will give Dodge two network programs this season as against last year's three: Break the Bank, Lawrence Welk Show (No. 1), and Make Room for Daddy, but on the other hand Dodge plans to launch what Grant's Detroit-based radio-tv director, Bob Mack, calls "the hardest-hitting spot campaign in Dodge's history." While Mr. Mack indicated that Dodge would say that the filmed spot would be larger than formerly spent for Break the Bank and Daddy would be wholly devoted to spot, he did indicate that an early November, three-to-five week spot campaign would be "very heavy" in outlook. Radio spot drive will be an equally "hard-hitting" radio spot drive.

* DeSoto will continue the Groucho Marx-John Guedel You Bet Your Life quiz on NBC Radio and NBC-TV, and to gain a larger slice of the weekend's consciousness will shift the radio version of the Thursday night tv show from Wednesday night to Saturday, 12:30 p.m., starting Sept. 29. A. J. Weinrich, vice-president in charge of media merchandising, BBDO, Detroit, said spot plans "haven't been firmed yet," but added that client approval should be forthcoming "within 10 days or two weeks." On tap: heavy radio-tv spot drives in addition to regular radio drive campaigns.

* Chrysler and Imperial, out of NBC-TV's It's a Great Life, plan no radio campaigns this season, will limit their introductory announcements to three-week tv spot drives in 100-plus markets and to few institutional pitches via the corporately sponsored Climate and Shower of Stars programs. McCann-Erickson, Chrysler Div.'s agency, also is meeting with dealers and distributors to draw up co-op schedules.

**GENERAL MOTORS CORP.**

General Motors, last year among the more active network tv sponsors, plans for a general cut-back in programs for the 1956-57 season.

* Buick Div., following its unhappy experience with the filmed Jackie Gleason Honey-moons series, plans to narrow its introductory campaign to a seven-day radio push in the top 100 markets. Otherwise, Kudner Agency officials declined to discuss Buick's broadcast plans other than alluding to "participations in a few spots." One of these will be NBC-TV's Producers Showcase, with Buick picking up half—45 minutes—of the once-a-month color program. It also will repeat sponsorships on TODAY and New Year's Day telecasts from Miami's Orange Bowl.

* Pontiac, not pleased with its Playwrights '56 on NBC-TV last year (when the program was up against $64,000 Question), plans to be back in network tv this year with a "slightly smaller but by no means weaker," despite the gloomy pronouncements about tv and autos a few months ago by Ernest Jones, president of MacManus, John & Adams, Pontiac's agency. According to Chuck Campbell, MBA's radio-tv director in Bloomfield Hills, Mich., this is the way the Pontiac broadcast picture looks to date: two-week spot drives in both radio and tv will be the first week in November. MJ&A will place its introductory spots on 275 tv stations in 154 markets, on 339 radio stations in 184 markets, plus a two-week dealer co-op drive in radio in 1,200 small markets. The dealers will stay out of spot tv "for the most part," it was reported. Also in the broadcast hopper: participations in NBC-TV's Today and Tonight [BT, Sept. 3]; selective hand Dodge plans to launch what Grant's Detroit-based radio-tv director, Bob Mack, calls "the hardest-hitting spot campaign in Dodge's history." While Mr. Mack indicated that Dodge would say that the filmed spot would be larger than formerly spent for Break the Bank and Daddy would be wholly devoted to spot, he did indicate that an early November, three-to-five week spot campaign would be "very heavy" in outlook. Radio spot drive will be an equally "hard-hitting" radio spot drive.

* Cadillac, never a heavy broadcast advertiser, is planning a radio spot schedule in 160 key cities, using 325 stations. Also through MJ&A, Cadillac will be heard in 900 small markets through GM's dealer co-op plan.

* Chevrolet, tied with Ford for first place in sales, is talking. It will conduct radio-tv spot drives "shove and beyond the norm," according to Philip McHugh, vice president in charge of radio-tv at Campbell-Ewald, Detroit, Chevrolet's agency. Chevy, like Ford, will make it grab for the public's eye in November. It's expected to stick more or less to last year's network programs: ABC-TV's Crossroads, NBC-TV's monthly Chevy Show color spectacular and weekly quarter-hour Dinah Shore Show, CBS-TV's weekday Garry Moore Show and its five-minute news capsules on CBS Radio.

* Oldsmobile, active in last season's Max Liebman spectaculars and one-shot special events will cut its broadcast budget despite the fact that—in the words of an official at its agency, D. P. Brother & Co.—"on the basis of a calendar year, we will look very busy." Olds has joined RCA and Sunbeam in picking up NBC's combined convention-campaign-eclipse night package, and the election night coincides with Olds' unveiling of its 1957 Rock-
A PRESTIGE DEPARTMENT STORE PROFITABLE, AND PRODUCTIVE,

IN ALL the 7¼-decade history of Woodward & Lothrop, prestige department store in the nation's capital, no spokesman had ever dared lend official dignity to the nickname universally used by its customers and friends. "Woodies," said Mrs. Jones to Mrs. Brown across the backyard fence.

And "Woodies," said Mr. Jones to the boss as he took some of his lunch hour to shop at the men's store.

In its long Washington career this famed merchandising institution had never sanctioned the name by which it was best known.

Never—that is, until an ad libbing disc jockey, declaring on behalf of the men's store, inadvertently or possibly adventurously uttered "Woodies" into a microphone.

If Woodward & Lothrop was officially shocked, Washington wasn't. "Woodies" was part of the area's shopping jargon. Nothing more natural could have come from a radio voice.

Tradition had been violated and Woodward & Lothrop acted in a manner befitting such an affront. A stern letter was dispatched to the seven Washington radio stations participating in one of the most extensive broadcasting campaigns in retailing history.

After excitement had subsided, store management conceded use of the nickname had brought no ill effects. Customers, certainly, weren't hanging their heads in shame. And then came a shocking realization—suppose someone decided to set up a competitive store and call it Woodies. That did it. Woodward & Lothrop registered the name and, in the mood of its young, forward-looking management, withdrew historic objections to its use.

Those closely observant of the store's post-war renaissance weren't especially surprised. They had watched management enlarge the downtown plant and move into the suburbs, simultaneously. And they had noted Woodies' adoption of radio as a primary advertising medium, following a pattern submitted by Radio Advertising Bureau.

Last month Woodies celebrated its second anniversary of extensive radio broadcasting. And next week the store will be presented with an official citation by seven Washington-area stations. As Woodies opens its largest suburban branch at Seven Corners, eight miles out in Virginia, local broadcasters will present a plaque in recognition of continuous and productive use of radio.

The Woodward & Lothrop story starts with the opening of a Washington store in 1880 by two Yankees—Samuel Walter Woodward and Alvin Mason Lothrop. Their basic policies of good service and good merchandise "worthy of the nation's capital" still guide this merchandising giant. Inevitably the "carriage trade" appreciated the class merchandise on the orderly counters. A Woodies charge account was a better credit recommendation than a bank account. Anything from a spool of thread to a complete set of furnishings for a large residence was sent to any country in the world.

In this pattern Woodies enjoyed the confidence and the heaviest buying of Washington shoppers.

And then came a jolt that shook the city. Teacups teetered as capital hostesses asked, "Did you hear what happened? Woodies pulled their curtains and opened the show windows on the Sabbath."

That was in 1948. The windows have been open ever since. A lot of other traditions have been dumped, including the theory that only newspapers and direct mail can sell merchandise or bring in store traffic.

Any belief that Woodies is doing business on outdated methods has long disappeared. This modernizing of the operation was emphasized in 1954 when a committee representing Washington radio stations, belonging to RAB sponsored a joint RAB presentation designed to show the correct way of using radio. Other local stores saw the presentation.

In the RAB arguments, Woodies executives found themselves listening to the very claim they had been making for years—the claim that radio could be used to sell specific merchandise and promote specific departments. Local stations had been trying to convince the store that radio was an entertainment and feature medium best suited to gentle institutional messages.

"But we would like to promote specific departments and merchandise," radio salesmen would be told. Few of them took the hint, preferring to glow over the lovely music and exciting commentaries that flowed off their antennas.

So when Kevin B. Sweeney, RAB president, and his staff presented a series of suggestions on retail use of radio, Woodies decided to risk $1,000 a week for 13 weeks. That was in August 1954. The radio campaign has now entered its third year.

"Tell us the facts," Woodies had told Mr. Sweeney. RAB had told the facts in a series of discussions at which radio station personnel were excluded, with a sort of doctor-patient relationship evolving. RAB was the doctor and Woodies an interested patient willing to try the formula to see if it would work.

Radio found itself very much on the spot that summer of 1954. Everything narrowed down to one factor—radio's ability to deliver an audience.

By department store standards, Woodies can be called a major radio buyer, its current $1,100 to $1,800 a week running between 7% and 7½% of the million-dollar-plus media budget.

In two years, Woodies' extensive use of radio has established a number of points:

• Radio definitely has boosted men's store business, including the expensive line of men's clothing.

• Other capital department stores have increased their use of radio.

• Scores of stores, such as Burdine's in Miami and Marshall Field in Chicago, watching the RAB technique in operation, have bought more time.

• When the low-cost apparel shop on the fifth floor was opened in the summer of 1955, many customers said they had heard about the shop on radio. Sales results in the next few days revealed many definite instances

TWO YEARS AND $7 MILLION LATER

Total sales at Woodward & Lothrop have risen at an accelerated pace—up $7 million—since this major Washington department store adopted radio two years ago as a major advertising medium. Radio Advertising Bureau, which sold the store's management on the saturation radio technique, credits the medium with a significant role in this expansion—the most spectacular in the store's history.

From 1946 to 1954, through the suburban expansion period, Woodies' sales rose from $39 million to $47.8 million (fiscal year, Aug. 1-July 31).

In the first year of major radio advertising, 1954-55, the store's annual statement shows an increase in sales from $47.8 million to $49.9 million. This reflects a noticeable upswing in the rate of increase.

In the second year of radio, 1955-56, sales rose from $49.9 million to $54.8 million, an increase for the year of approximately 10%.
DISCOVERS IN RADIO VEHICLE TO SUCCESS

of radio's power. Women's hosiery sales have shown radio's sales appeal.
- Help-wanted ads on radio pull a good response from people not contacted by newspaper classified ads.
- Saturation radio coverage is a good way to promote special events.
- Radio greatly strengthens newspaper promotion.
- Results per radio dollar have often been described as phenomenal.
- Radio announcements are flexible and can be efficiently aimed at special audiences. WGMS copy, for example, is beamed to good music and hi-fi fans.
- Copy changes can be made quickly to meet emergencies. In the summer of 1955, announcements were being broadcast over car radios during the transit strike. Traffic was diverted to the Chevy Chase store Dec. 17, 1954, when the Bethesda budget store burned.
- Using 100 to 200 announcements a week, plus some sound effects, costs were cut to a minimum through time, quantity and continuous-use discounts obtained by Harwood Martin Advertising, Woodies' radio agency.
- With varying store hours, radio gives wide circulation schedules.
- In the summer of 1955, George Titus, assistant advertising director, happened to mention casually while subbing for Commentator Pat Hayes on the WGMS Sunday night Concert Hall that he had a booklet listing Washington musical organizations. Surprisingly, 125 requests came from the serious music audience.
- Woodies can "pull out all the stops" on items it wants to promote.
- To quote Harwood Martin, head of the agency bearing his name, "If you have an adequate appropriation to tell a message, you are usually better off by using more than one medium."

Using Radio Correctly

Last January when RAB presented a citation to Woodies for its effective and extensive use of radio, Joseph E. Baudino, Westinghouse Broadcasting Co., speaking as RAB board chairman, said, "The important thing is not that Woodies is responsible for leading some of its competitors into radio but that the store showed them the correct way to use radio—through its most efficient technique of saturation spot for peak selling days combined with day-to-day participations and programming constantly beamed to the same audience for the same lines of merchandise (B&T, Jan. 23)."

In the Woodward & Lothrop concept, radio is an important part of the advertising team. Its weekly radio schedule of 100-plus announcements is one of the largest, if not the largest, among the nation's top-flight department stores though there may be a store or two that has a budget greater. Targets of Woodies' commercials are close to 2 million people and 500,000 auto radios. "We believe radio has a great many listeners," said James Hardy, advertising store director, who, incidentally, is in his 31st year with the store. "People can listen while they do other things. We reach men driving to work in the morning."

"Television requires undivided attention and is expensive. We aren't sure how effective daytime television will become. We aren't certain how accurate audience measurement techniques are but use radio reports to some extent as a guide in selecting stations."

"Several factors keep the cost of radio at a low figure. The Harwood Martin agency supplies personnel and services radio campaigns whereas the newspaper advertising personnel are members of the Woodward & Lothrop advertising department. The radio stations offer excellent cooperation and the agency provides professional service that gets the most out of each dollar spent."

Woodies' commercials reach all segments of the audience with a wide variety of direct-selling and institutional messages. In selling directly, a clerk-to-customer effect is created. The copy is clean, well-written and strikes a comfortable balance between soft-selling and some of the steam-heated pleadings of the pressure merchandisers.

The basic stations on the Woodies' list are WRC, WMAL, WTOP, WWDC, WGMS, in Washington; WDAY Silver Spring, Md., and WPKI Alexandria, Va. The Jimmy Gibbons morning program on WMAL promotes the men's department and reaches the motoring-to-work group. On WTOP Eddie Gallaher, another morning D. J., promotes the expensive ($125-$175) line of Walter Morton (Hickey-Freon) suits. In a brief period WGAY, for example, promoted bed spreads, glass draperies, automation home furnishings, English earthenware, brass ash trays, women's summer shoes, summer shirts and Shenandoah Valley craft pieces—with price mentions and earnest selling copy.

For over six decades these experienced merchandisers were able to run a store the way they thought best, encouraged by the success of their good quality-good service policies. But World War II changed all that. Shelves were stocked with what was available—the best, naturally. Behind the counters were many inexperienced clerks, often indifferent to the techniques they had been taught at training classes.

Complaints that had once been handled earnestly and sincerely were sometimes shrugged aside by the help, with store executives suffering helplessly as they looked on the wall at such slogans as this: "Woodward & Lothrop and its store members have always paid homage to one ideal—to be worthy of the nation's capital."

Woodies had often considered radio, and capital time salesman had talked themselves hoarse with little success. One day a salesman from WRC proposed an elegant type of concert series designed to support institutional messages of the good-will type—a program that would serve as an apology for lowered wartime standards and a promise that basic traditions would be restored. Top management was impressed. "This sounds like Woodward & Lothrop," someone said. Heads nodded and Washington Prelude took the air Oct. 22, 1946.

Noted artists were imported, including such stars as Dorothy Kirsten and Helen Jepson. The project cost $1,250 a week. Public reaction was favorable, but even if the audience had been negligible, store management felt better.

After 26 weeks the ambitious series was dropped.

While Woodies felt it had gained institutional benefits, nobody around the store was convinced that radio might be a good medium to sell merchandise.

New forces were at work after the war. Sacred traditions had been unable to cope with merchandise shortages. Executives pointed finger or pounded desk—but goods still were hard to get and often inferior in quality. In this disconcerting era a shocking thing was happening four blocks down F St. A new retail giant was on Woodies' tail, threatening to pass though sales were heading toward the $40 million mark.

Across G St. an old capital store, Palais-Royal, offered a logical chance to expand. Many thrifty shoppers would look over Woodies' stock, then cross the street and buy lower-priced Palais-Royal merchandise.

Younger blood in the organization could point to the changing character of the market, including the shift to the suburbs, disappearance of the basic carriage-trade business and a complete change in the Washington population. So Palais-Royal was bought from the Krause organization, plus a small store in suburban Bethesda, an Arlington branch that was dropped and one in the Pentagon arcade that was retained. The Pentagon unit is still operating but under a sort of military "re-
strictly” policy that excludes promotion.

The postwar additions put Woodies into a two-block downtown plant and plummeted this conservative store right into two-block suburban area. Walter Woodward, became president. A. Lothrop Luttrell, grandson of Alvin Mason Lothrop, became vice president and Col. John Tyszowski chairman of the new executive committee. Donald Buckingham, now at J. W. Robinson, Los Angeles, was vice president in charge of merchandising and advertising.

Robert E. L. Johnson joined the organization in 1948 in charge of branch store planning. He assumed the role of a merchandising director in 1950 with branch stores and public relations included in his duties. When Mr. Luttrell resigned from the firm recently, Mr. Johnson succeeded him as executive vice president. He assumed the role Sept. 1.

Metropolitan Washington was changing fast, population rising a half-million in a decade (968,000 in 1940, 1,464,000 in 1950). This new influx of population was not indoctrinated in the historic traditions of Woodward & Lothrop, whose merchandising merits in pre-war days had been automatically portrayed by older customers to their neighbors shortly after the moving man pulled away. The new management at Woodies noted that Washington city (D. C.) had 68% of the area population in 1940 but only 15% in 1950. Currently it's 44%, Maryland's share rose from 18% in 1940 to 24% in 1950 (now it's 32%). Virginia rose from 14% to 21% in the same years (now it's 24%).

After reflecting that only a decade-and-a-half back Woodies had been the largest store south of Philadelphia, and after a few furtive looks at the $1.7 million margin gained in 1947 by Hecht's in rising to No. 1 in the market over Woodies', the department store had become a merchandising paradise. Some of the sacred precedents were firmly discarded. A $9 million loan was arranged to take care of the Woodies' double-whammy - modernized and reorganized store deliberately to do the interiors on the Chevy Chase branch.

All this time most of Woodies advertising went into newspapers, except for sporadic spots promoting special events. Buyers and department heads were newspaper-minded in the prevalent department store way, and their quotas and wishes were important in deciding the way advertising dollars were spent.

In 1950 the attractive branch was opened in the Chevy Chase area at the District-Maryland line. More colonial than functional on the outside, it was a shoppers paradise on the inside. The store deliberately lacked department store standards, but a complete line of merchandise was carried. Significantly, the store deliberately lacked the depth in diversity, price and stock that it found downtown. An equally artistic branch was opened two years later in Alexandria.

Both were successful beyond any anticipation of management. The branch-store planning had been based on careful study. Noting the effect of Loop stores in the downtown trade to attract customers to the downtown retail palaces, and the problems of downtown stores all over the nation, Woodies had decided to make branch store to branch store advertising a two-way street.

After all, the downtown investment was tremendous. The two-block enterprise served as nerve center for the organization. Shoppers were going downtown to buy just for the fun of it. The trip from the suburbs was long. It involved transit as well as parking problems. To meet this set of trends, the downtown buildings were modernized and reorganized.

A “Master Plan” was adopted, a long-range program designed to meet changing times and trends. A parking garage was approved, and a tunnel under O St. to connect the main buildings.

In 1954 a site was approved for the largest of all branches at Seven Corners, to be located in a $25 million shopping center about eight miles out in the Virginia suburbs. The new store, costing around $3 million, was expanded by addition of three more floors. This will add 90,000 feet to the current 128,000 total. Over 70,000 autos pass through this seven-propped intersection, with an underpass for the heavily traveled U. S. 50.

Woodies had been feeling pretty good in 1954 about a radio schedule that had been running three years on WQMS, then a strictly good music, each in operation. Three years earlier M. Robert Rogers, WQMS president, had convinced the head of Woodies’ record department that radio could boost the disc business. Despite the stimulus of long-playing records, the department was feeling a rough time in the face of the intensive merchandising of cut-rate shops, drug stores, newsstands and chain groceries where young folks were doing their musical shopping.

In September, 1951 the Sunday Concert Hall (12:30-2 p.m.) was started on WQMS with Pat Hayes, Washington concert manager and musical authority, as commentator. A five-week running musical attraction, Record Showcase, (6:05-6:30) was added. The record department turned most of its advertising budget into the promotion. Phone calls started to come, though not necessarily for the specific records played on the programs. Business began to improve and Washington music lovers soon started getting their records from Woodies—often ordering by phone and taking advantage of delivery service. When the Chevy Chase unit opened, the record department was mentioned in the commercials. In this case, suburbanites began buying the program records.

The WQMS schedules were financed on a co-op basis at first, but the participating Southern Wholesalers, each supplying 25% of the cost.

Now and then top concert artists, in the city for a performance, would make personal appearances in the Woodies record store. A year of WQMS broadcast tie-ins convinced the management that its musical programs were worthy of the store’s finest traditions. The commercials became storewide, and Woodies became, to some extent, a combined newspaper-radio user on a regular basis.

This policy continued for two years, punctuated by special radio promotions or successful help-wanted announcements, and morning
Covers All Sports!

IOWA sports lovers get top television sports coverage on WHO-TV, because our TV operation uses the same great sports staff that has built such a tremendous reputation on WHO Radio!

In addition to daily sportscasts by Jim Zabel, Iowa's "most-listened-to" sportscaster, WHO-TV schedules scores of exciting sports contests — both live and on film.

How loyal and enthusiastic is the WHO-TV sports audience? Well, last Fall when there was a slight technical delay in getting one football telecast on the air, WHO-TV received 1500 phone calls — and the Northwestern Bell Telephone Company reported a backlog of 5000 other calls!

Let Peters, Griffin, Woodward, give you all the facts on WHO-TV — Iowa's BIG television value.
Win big audiences with FRONTIER—the authentic family Western, the first and only one of its kind. Produced by TV's incomparable Worthington Miner, every program vividly captures the true spirit of the courageous pioneers who braved America's last frontier. FRONTIER was a tremendous hit on network television with an average rating of 22.9 over a seven month period! And proved powerful enough to command a 3.0 viewers per set—36% higher than the day night average for all programs. (ARB)

FRONTIER's 30 distinguished half-hour films are available to all stations for the first time. Check availabilities now for prestige and sales leadership in your markets.

"Network Television Today, Dec. 28-Sept. 56"

ACTION
ADVENTURE
EXCITEMENT
MYSTERY
SUSPENSE
ROMANCE

NBC Television Films

Programs for
All Stations—
All Spotters

635 Fifth Avenue in New York; Merchandise Mart
in Chicago; Taft Building in Hollywood. In Canada:
RCA Victor, 225 Mutual Street, Toronto
spots on the WMAL Jimmy Gibbons sunriser.
When RAB President Sweeney made his mid-50s presentations, Mr. Johnson, along with Messrs. Parker and Hardye, decided to get into radio seriously. He still had a good lead, with huge suburban branches in suburban Silver Spring, Md., and Virginia. The Hecht branches were major units, as distinguished from the medium-sized Woodies branches.

After setting up a three-month test schedule of nearly 100 announcements a week on seven stations, Woodies tried out the idea of testing the effectiveness of radio by promoting items not advertised in newspapers. The advertising department decided it was too complicated to track down every dollar spent in relation to every item sold and came up with the idea of coordinating the radio schedule with newspaper advertising.

**THEY CALL THE SHOTS**

**PRESIDENT PARKER** AD CHIEF HARDYE

After a successful year of radio, Woodies stepped up the program 30% from its original $1,000-upward basis. Now it’s running as high as $1,800 a week. September planning includes use of more suburban Virginia radio time as well as suburban newspapers in the interest of the new Seven Corners store.

Success in the retail merchandising business isn’t achieved without planning and spending. In the case of Woodies, an important factor has been the wholehearted cooperation of Washington-area broadcasters, according to the Harwood Martin agency. Mr. Martin said this unselfish sharing of facilities and broadcasting know-how plus the counsel supplied by RAB deserve the credit for Woodies’ successful use of radio.

Mr. Hardye and his assistant, Mr. Titus, direct a large advertising staff at the store. A heavy share of the staff time is devoted to preparation of newspaper ads. The Martin agency has specialists assigned to Woodies radio commercials. They meet frequently with the store’s staff, keeping in touch with store and advertising developments and participating in advance planning sessions. A monthly calendar shows the announcements schedule each day, tied in with newspaper copy.

All copy tends to emphasize the downtown store, but items where items can be bought at suburban stores. Thus customers can shop where they prefer, but they’re always aware that the downtown store has depth in stock, prices and assortment. All the time, Woodies is trying to broaden the base from which customers are drawn. Since 1947, a public relations department headed by Mrs. Julia Lee has directed an extensive program of civic activities. Chevry Chase and Seven Corners stores are in the same area. A number of programs run for civic affairs. Last year, during the Diamond (75th) Anniversary, a series on WRC saluted Washington business and industry, including newspapers.

Television is another problem, and Woodies can’t yet see the way into the video medium. A tv shoppers series didn’t work out too well in view of the money spent, the store feeling that tv rates are high and choice items are pretty well gobbled up by national sponsors.

Some class magazine space is used, placed by Abbott & Kimball, New York. Frequent ads are run in McCall’s, Seventeen, House & Garden and similar publications.

The metropolitan Washington area has its highest income families in the suburbs, where 44% enjoy an income over $7,000, according to the Board of Trade’s analysis. D. C. income averages $4,748, compared to the peak of $7,571 in Montgomery County, Md. Over 134,000 new homes have been started since 1950, three-fourths of them single-family dwellings. With all this potential to draw from, Woodies has 250,000 charge customers. The broadened appeal of radio helps bring in new families and young people. Retail competition in the capital becomes livelier every year but Woodies executives recall a statement by Col. Tyssowski: "An institution of individuals dedicated to providing better merchandising and rendering better service for the people of the Washington area."

They smile, and go on with their work, when anyone mentions a popular pre-World War II quip: "Every time somebody dies in Washington, Woodies loses a customer."

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**WHIRLPOOL-SEEGER PLANS HEAVIER EMPHASIS ON TV**

Appliance maker’s $20 million all-media budget to include four NBC-TV shows.

WHIRLPOOL-SEEGER Corp. will spend a substantial part of its $20 million-plus national and co-op advertising-promotion budget on network television programs during the 1956-57 season for its RCA Whirlpool appliances.

In announcing sponsorship plans for NBC-TV’s Producers’ Showcase, Saturday Night Spectacular, Perry Como Show and Matinee Theatre, the company’s marketing director, claimed Whirlpool-Seege will be able to demonstrate all its appliances “to more people, more often at less cost per thousand than through any other advertising medium.” Radio, along with newspaper and magazine campaigns, will be utilized at the distributor level to promote individual appliances, he added. TV commercials will be devoted to laundry appliances for the remainder of 1956 and a full line of RCA Whirlpool appliances will be advertised on network shows after Jan. 1, 1957. Agency is Kenyon & Eckhardt Inc., Chicago.

What percentage of the overall $20 million-plus figure would be allocated to tv was not disclosed, but was believed to be close to 50%. This figure is a preliminary estimate for 1957, not including expenditures for the remainder of this year. Plans also are underway for a special radio campaign out of co-op monies, but have not been finalized.

Commitments call for 12 months of network tv on the four established NBC-TV programs, three of them color series, starting with Producers’ Showcase, Sept. 17.

Mr. Bricker described the 1957 advertising program as the “most comprehensive and penetrating ever undertaken by his company or its predecessors.” Color commercials will be delivered by Fran Allison of Kukla, Fran & Ollie. Mr. Bricker noted that his company wants to establish its name and features “immediately” and the best method is to “place our products in an extraordinary setting where we can reach the greatest possible audience.”

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**LADY ESTHER TO USE SPOT TV TO PROMOTE COMPACT, COMB**

LADY ESTHER Div. of Chemway Corp. plans to use spot tv in a limited number of markets to promote its pressed powder compact and purse size comb offer this fall. Agency is Dancer-Fitzgerald-Sample Inc., Chicago.

Broadcast media plans have not been finalized yet, but television will be utilized to supplement other advertising media, including probably radio, it was reported. Lady Esther conducted a campaign for similar products last year, using radio-tv in 21 major markets.

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**GREY ADV. HAS CELEBRATION**

GREY Adv., New York, held a "quinquennial" celebration at its offices for 22 employees who marked their 5th, 10th, 20th and 30th anniversaries with the company.

Lawrence Valenstein, Grey president, announced the event will be held annually in September, rates explaining to employees that “quinquennial” means "occurring once in five years, or at the end of five years."

Grey has decided upon "quinquennial" celebrations, he said, to show appreciation to loyal employees and also to celebrate their eligibility for the agency’s retirement plan, which begins after five years’ tenure with the company.

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**TV PROVES A POINT**

TELEVISION brought to the Augusta, Ga., region the story of the city’s growing importance as a fashion center as WRDW-TV staged a 70-minute program in which 12 leading fashion stores participated. Entire cost of the production was borne by WRDW-TV, according to Pat H. Rice Jr., president, with stores supplying models and apparel.

 advertised Woodies, Augusta, was retained to produce the program. Basic theme was to present fashion wear in normal use and normal settings rather than offer models in the typical poses of the craft. The advertising agency had a loud, taking charge of 52 models who made 58 appearances. Settings included kitchen-living room, bus stop, dining room, football stadium, office, outdoor barbecue, night club and night club entrance.

Store managers lauded the production as an important step in showing the city’s growth as a fashion center. A number of stores reported buyers waiting for specific dresses at opening time the next morning, plus out-of-town phone calls. Elienee Stubb, of the agency, was narrator of the program. Miss Stubb is a professional golfer and experienced radio-television personality. Dick Fennel, operations manager of WRDW-TV, was director.
Three Vice Presidents Newly-Elected by BBDO

ELECTION of three new BBDO vice presidents was announced last week. They are Richard O. Howe of the Boston office, Albert J. Weinrich of the Detroit office and H. Alan Schlesinger of the Minneapolis office.

Mr. Howe, an account executive, has been with BBDO since 1930 and has worked principally on the William Carter Co., Boston, account. Before joining the agency, he was associated with Lever Bros. for eight years as a marketing specialist.

Mr. Weinrich joined BBDO in 1941 after working for five years as a reporter on the Buffalo Times and Buffalo Evening News. He is an account executive in charge of DeSoto cooperative advertising and account supervisor on the Detroit-Michigan Stove Co. account.

Mr. Schlesinger has been with BBDO since 1948 and is an account executive on the George A. Hormel & Sons and Northrup King & Co. accounts. He served previously in the advertising department of Swift & Co. from 1937-48.

Sears to Look Into Video

As 'Ideal Medium' for Ads

SEARS, ROEBUCK & CO., spending $58.5 million a year on advertising, is re-examining its media program and will look into TV "as an ideal medium for feature advertising," Theodore V. Houser, board chairman, said Tuesday in an address to the Washington Ad Club.

While newspapers and direct mail dominate the current budget, Mr. Houser said, local, group and regional mailers have freedom to choose local media and many of them use radio in their promotion. National magazines will get a careful look in the advertising study, he added. Sears last year bought 271 million lines of newspaper advertising in 1,012 daily and weekly newspapers. It distributed 55 million catalogs.

Local Spectacular Format

To Be Sponsored on KSD-TV

THE network-type spectacular format will be utilized locally by Union Electric Co., Louis, in a fall advertising campaign to be launched this week in other media. The first tv spectacular, On Stage in St. Louis, will be presented Oct. 17 on KSD-TV there and will be followed by others in the series every four weeks.

Ted Mack, ABC-TV personality, will be master of ceremonies for the hour-long shows which will feature local and professional talent as well as "name" performers.

The new campaign concentrates three principal programs facing utility company advertising: consumer appeal, dealer merchandising and institutional selling. The campaign was developed jointly by Gardner Adv. Co., St. Louis, and the agency under the direction of Walter Heren, UE director of advertising; James Lumps, UE advertising manager; Frank Helper, Gardner account supervisor, and Edward Heinecke, Gardner account executive.

20th Century-Fox Using NBC

A SPECIAL six-week campaign was launched by Twentieth Century-Fox Corp. last week on NBC Radio to promote its new Cinemascope production, "The Best Things in Life Are Free." at a cost of an estimated $36,000. It was said to be "the largest national radio promotion ever set for a motion picture," and consists of announcements on Monitor and Bandstand.

Rayco Begins Fall Drive

FALL advertising campaign of Rayco Auto Seat Covers Inc., Paterson, N. J., was launched last week on 40 radio stations, 50 television stations and in the printed media to introduce Rayco's new line of custom and ready-made home furnishings and to promote the company's established lines of seat covers, clear-plastic covers and cloth tops. The campaign, placed through Emil Mogul Co., New York, will continue until the end of the year.

DCS&S to Move in Early '57

MOVE of Doherty, Clifford, Steers & Shenfield, N. Y., into 24,000 sq. ft. of new office space in the Bank of New York Bldg., 530 Fifth Ave., will take place early next year. The agency, now located in the Empire State Bldg., has plans to relocate as soon as the new building is completed. New quarters, according to President Donald K. Clifford, will be designed by John A. Walquist and will include expanded radio-tv facilities.

DENTIFRICES IN CHICAGO TELEVISION

Whose Commercials Get Most Exposure?

Hooper Index of Broadcast Advertisers (based on Broadcast Advertisers Reports' monitoring)

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<tr>
<th>Rank</th>
<th>Product &amp; Agency</th>
<th>Network Shows</th>
<th>Total Stations</th>
<th>&quot;Commercial of Broadcast Units&quot;</th>
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CHICAGO INDEX (NETWORK PLUS SPOT)

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<td>47</td>
</tr>
<tr>
<td>6.</td>
<td>Pepsodent (Foote, Cone &amp; Belding)</td>
<td>3</td>
<td>3</td>
<td>7</td>
<td>43</td>
</tr>
<tr>
<td>7.</td>
<td>Dr. Lyons Tooth Powder (Dancer-Fitzgerald-Sample)</td>
<td>1</td>
<td>1</td>
<td>4</td>
<td>23</td>
</tr>
</tbody>
</table>

(P) Participations, as distinguished from sponsorship.

In the above summary, the monitoring occurred in the week ending July 15, 1956.

The Hooper Index of Broadcast Advertisers is a measure of the extent to which a sponsor's commercials are seen or heard. Each commercial is assigned a number of "commercial units," according to its length. This number is then multiplied by the audience rating attributed to that commercial. When each commercial has thus been evaluated, the results for all commercials of each sponsor are added to form the HIBA. For further details of preparation, see the basic reports published by C. E. Hooper, Inc., Broadcast Advertisers Reports Inc. and American Research Bureau Inc. Above summary is prepared for use solely by Broadcasting & Telecasting. No reproduction permitted.

**Commercial Units**: Commmercials are taken from the monitored reports published by Broadcast Advertisers Reports Inc. A "commercial unit" is defined as a commercial exposure of more than 10 seconds but usually not more than one minute in duration. Four "commercial units" are attributed to a 30-minute program, and in the same proportions for programs of other lengths. A "station identification" equals one-half "commercial unit."

**Audience ratings for television, both national and local, are those published by American Research Bureau Inc. Those for radio are the ratings of C. E. Hooper, Inc. In the case of station breaks the average of the ratings for the preceding and following time periods is used whenever feasible; otherwise, the rating is that of either the preceding or following time period, normally the preceding.**
Recent ARB* survey offers proof positive that WBTV, 15th ranking television market in the nation, dominates the Carolinas.

Look at the coverage map!

See how far into the "fringe" areas WBTV popularity reaches!

WBTV ranks second only to the local VHF station in Asheville—89 airline miles from Charlotte. This, in spite of the fact that WBTV is almost twice as far away from Asheville as the 3rd ranking station.

WBTV ranks 1st in TV popularity... capturing 89% of the audiences in Hickory—50 airline miles from Charlotte... with 4 competing stations!

WBTV is rated 3 times more popular than the next 2 VHF stations combined in Salisbury—43 airline miles from Charlotte.

Obtain your copy of the new folder, "Survey with the Fringe on Top."

Contact WBTV or CBS Television Spot Sales.

*AMERICAN RESEARCH BUREAU, INC.
JANUARY, 1956
Kitchens of Sara Lee Expanding Radio-TV Buys

EXPANDED advertising program for Chicago and other cities is planned by Kitchens of Sara Lee Inc., with addition of new radio-TV properties in certain markets. Agency is Cunningham & Walsh, Chicago.

The bakery concern, which currently spends over $200,000—roughly 60% of its overall advertising budget—on broadcast media, has purchased the 13-week series, Ty Boxing Classic, on WBBM-TV and 13 weeks of participation in the Norman Rose radio show on WGN, both Chicago, effective this week. The complement of spots includes a series of radio-TV spot announcements, newspapers and outdoor advertising.

Sara Lee also plans a program of market-by-market saturation in other areas throughout the country, though details have not been finalized on radio-TV buys. Company recently was acquired by Consolidated Foods as a subsidiary (B&T, Aug. 13).

Subscribers' Set-Buying Analyzed by 'Household'

MORE subscribers to Household magazine, Capper publication, plan to make their next major furniture-furnishings purchase a television set than any other item, according to a survey conducted by Victor Hawkins, director of research. It was found that 5.9% or 147,500 subscribers plan to buy tv sets above other items in the group.

The study shows that one of eight subscribers bought a new tv set in 1955, or 307,500 sales with an average value of $225 and a total of $70 million. Most (93%) have sets with 17-inch screens or larger; five of eight have 21-inch screens or larger.

Household's research shows that 50,000 subscribers bought clock radios in 1955. Other data in the survey cover main items used in the household and types of houses and property.

New Advertising Methods To Highlight Chicago Meet

NEW METHODS in advertising production, promotion and new merchandising ideas and materials will be featured at the third annual National Advertising Exposition at Chicago's Morrison Hotel Sept. 16-19, it was announced last week. L. William Baker, of Omaha, Neb., is managing director of the exposition, designed for advertising executives, sales promotion managers, sales and merchandising directors and production managers.

Guest tickets may be obtained by writing to M. G. Baker, at 3307 Daisy Dr., Omaha, Neb., or at the registration desk. Show hours will be 11 a.m.-9 p.m.

Slenderella Signs CBS Pact

SLENDERELLA INTERNATIONAL, through Management Assoc. of Connecticut Inc., both Sturbridge, has signed another 52-week contract with CBS Radio, this one calling for a quarter-hour Monday participation in the Arthur Godfrey Show, effective Sept. 17. Purchase boosts Sturbridge's October budget to $300,000 total advertising expenditures—the highest in the figure proportioning salon chain's history.

Page 46 • September 10, 1956
WHEN YOU BUY ATLANTA...BUY WAGA-TV AND GET A BIGGER PIECE OF THE MARKET!

There's nothing like WAGA-TV to assure you of a bigger piece of the growing Atlanta market. Greater coverage and more viewers. Compared with other Atlanta TV stations, WAGA-TV reaches an extra 300,000 or more people with an extra $300-million in spendable income. Full facts about WAGAland are in booklet form, which we'll be happy to send on request.

TOP DOG IN THE NATION'S 21st MARKET

WAGA-TV
CBS-TV in Atlanta

Represented Nationally by
THE KATZ AGENCY, Inc.

STORER BROADCASTING COMPANY SALES OFFICES
NEW YORK—118 E. 57th St.—TOM MARKER, Vice President and National Sales Director • BOB WOOD, National Sales Manager
CHICAGO—230 N. Michigan Ave. • SAN FRANCISCO—111 Sutter St.
Advertising Campaign Set In West by Welch Candy Co.

THE James O. Welch Co. (candy manufacturers), Cambridge, Mass., announced last week its first advertising campaign in the West.

Charles W. Doten, Welch western division manager, said Dan B. Miner Co., Los Angeles, had been appointed to handle a concentrated campaign, primarily in television, in the 11 western states. The budget will be in five figures.

National advertising agency for Welch is Bennett & Northrup, Boston, which places print media advertising.

SPOT NEW BUSINESS

Norwegian Canning Industry, Oslo, Norway, to start radio campaign in 10 selected California markets Sept. 17. Drive will encompass approximately 15 stations, now being lined up by McCann-Erickson, N. Y., and will run through 1957.


NETWORK NEW BUSINESS


AGENCY APPOINTMENTS

Trans-Canada Air Lines appoints McCann-Erickson, N. Y., and Montreal, effective Nov. 1.


A&A SHORTS

Speedwriting Institute of New York entered TV with seven-week test participation campaign on WABC-TV and WABD (TV) New York, starting Sept. 9. Should increased enrollment reflect TV’s pull, institute has instructed agency, Lewin, Williams & Bayler, N. Y., to review its entire $750,000 budget with view toward using medium in as many as possible of 429 cities where it maintains schools. Institute used radio on limited basis several years ago.

Client Entertains

IT’S not news when a station entertains a client, but when a client entertains station personnel, it’s a nice switch. This happened when North America Cos. (insurance), Philadelphia, held a luncheon for sales executives of WABT (TV) Birmingham, Ala., for doing the best job of tie-in 16 North America participations on NBC-TV’s Today with local agents.

The insurance company presented WABT with a print of a ship painting for doing “the most outstanding job of any station in the country.” WABT sold tie-ins to 24 Alabama agents of North America for the parent firm’s Today participations.
Louisville's
BEST KNOWN FIGURE

The WHAS-TV Channel 11 figure drives swiftly across viewers' screens many times each week with a reminder to watch Shell Oil's 6:15 pm WHAS-TV News with the exclusive daily newscast. With his camera, on other slides, he heralds the every-night 10:30 News for Greater Louisville First Federal Savings and Loan Association.

Whenever they see the Channel 11 figure, viewers are reminded they are tuned to WHAS-TV where superior programming is the rule.

He should remind you that for selling results, individual and distinctive treatment, your advertising deserves the impact of programming of character. In Louisville, WHAS-TV programming PAYS OFF!

Are you participating?

VICTOR A. SHOLIS, Director
NEIL CLINE, Station Mgr.
Represented Nationally by Harrington, Righter & Parsons
Associated with The Courier-Journal and Louisville Times

BROADCASTING • TELECASTING

September 10, 1956 • Page 49
NOW FULL POWER

KSBW -

CHANNEL

One of the two LOWEST COST
Stations in the U.S.

REPRESENTED NATIONALLY BY
& COLOR

TV

SALINAS MONTEREY CALIFORNIA

NEW FREMONT PEAK TRANSMITTER 3328 FT.

PER THOUSAND

H-R TELEVISION

CBS NBC ABC
HERBERT SAUER, advertising manager for National Food Stores, passes a bowling ball to Bob Ekstrom (c), sales manager of WCCO-TV Minneapolis, Minn., signifying National’s renewal of the Bowlerama show on the station. With them (l to r) are Dave Moore, m.c. of the show; Art Gruber, president of Art Gruber & Assoc., who originated and produced the show, and Bud Bohr, president of Minnesota State Bowlers Assn.

A&A PEOPLE

Gordon F. Back promoted to vice president and media director at Foote, Cone & Belding, Chicago. He succeeds Robert F. Hussey, who becomes vice president and media account executive in agency’s Detroit office, to be opened shortly.

T. Sloane Palmer, marketing and research director, Comstock & Co., Buffalo, N. Y., agency, and James G. J. Wells, president of his own agency before joining Comstock last year, named vice presidents. T. H. Stanley, chairman of executive commit-

tee and director of sales, Nehi Corp., Columbus, Ga., elected chairman of board of directors, succeeding C. C. Colbert, resigned to devote more time to his interests in several Nehi bottling plants. W. E. Uzzell, who has been serving since April as general sales manager, succeeds Mr. Stanley in sales post. Edward L. Norton, president, Coosa River Newsprint Co., Birmingham, Ala., and Nehi board member, elected to executive committee of corporation.

SYLVAN TAPLINGER, director of radio and television for Peck Adv., N. Y., will direct all radio and tv activities for N. Y. State Democratic Committee during current political campaign. Committee recently chose Peck Adv. as its agency [B&T, Sept. 3].

Merwin Hiller, employment manager, Kenyon & Eckhardt, N. Y., appointed general manager K&E Chicago office, Vernon Balm, formerly with Grant Adv., N. Y., as art director, to K&E, N. Y., as tv art director.

Charles K. Walden named manager new San Francisco office of Dan B. Miner Co., L. A. agency. Firm’s address: 593 Market St., S. F.

Carl K. Revelle promoted from western regional sales manager to general sales manager of Studebaker-Packard Corp., South Bend, Ind.

Lloyd G. Chapman, sales manager, KDKA-TV Pittsburgh, Pa., to Vic Maitland & Assoc., Pittsburgh agency, as director of radio and tv operations. He had been associated with Westinghouse Broadcasting Co. more than 16 years (see story page 9).

Ramsopp P. Dunnell, with Cunningham & Walsh, N. Y., for 14 years, to H. B. Humphrey, Alley & Richards, Boston and N. Y., as director of television and radio.

Henry G. Opperman named radio-television director, Geoffrey Wade Adv., N. Y.

A. S. Pietrykowski, formerly with Quartermaster Market Center System, appointed assistant to executive vice president of Silver Skillet Brands Inc. (quick-frozen, canned ready-to-serve foods), Skokie, Ill.

Jean Stevens, formerly radio-tv director on fashion accounts, Wendell P. Colton Co., N. Y., agency, appointed assistant advertising and promotion manager, Dorothy Gray Ltd., N. Y., cosmetic firm.

Robert S. Block, formerly with contest and film firms, to William G. Tammeuzner Co., Milwaukee agency, as account executive.

Ralph T. Hartell, vice president and chief account executive, Birmingham, Castlemo & Pierce, N. Y., to contact dept., Young & Rubicam, N. Y.
IN INLAND CALIFORNIA (AND WESTERN NEVADA)

BEELINE RADIO

delivers more for the money

These inland radio stations, purchased as a unit, give you more listeners than any competitive combination of local stations... and at the lowest cost per thousand! (SAMS and SR&D)

More people live in this mountain-isolated Beeline area than in all of Colorado. They have over $3½ billion in spendable income.

(Sales Management's 1956 Copyrighted Survey)

McClatchy Broadcasting Company

SACRAMENTO, CALIFORNIA • Paul H. Raymer Co., National Representative
You are a network radio station, strong in your area. One reason is the big programming that makes you stand out from the crowd.

Your record supplier can see that you get the latest releases... but he can't guarantee that every other station in town won't have the same records, and play them just as often. Or oftener.

Your network makes the difference... filling out and enriching your own fine local schedule with programs and names that are uniquely network. Names like Mutual's Walter Winchell... Gabriel Heatter... each with a quarter-century record of getting a distinctive and persuasive news style across to millions. "Queen for a Day," a perennial favorite among women's shows. Bob and Ray, who come pretty close to being a Cult. And the great sports and special events programs... 19 World Series... the Notre Dame games... 6 Presidential elections reported in full and on the spot.

These are the records that make listeners tune you in instinctively when something big is happening.

So great is your network's faith in you (that is, if you're a Mutual affiliate) that it guarantees cost-per-thousand to your network advertisers—the only network ever to do so.

Your advertisers know you're a good buy because you have that something more to offer that only a network station can give...

not just a service of records...
but a record of service

PRESIDENT

MUTUAL BROADCASTING SYSTEM...OVER 500 INDEPENDENT STATIONS, COAST-TO-COAST
The record you can't buy anywhere else
A MAT SERVICE FOR TELEVISION

Advertiser can add own message to film art supplied by Telemat's unique, and fast, commercial technique

MAT SERVICES and their libraries of stock pictures, designs and advertising layouts have long been a boon to the newspaper publisher and the small-budget advertiser, permitting them to create quality, eye-catching ads at the lowest possible production cost.

Now television stations in over 100 markets are finding it possible to attract many of these small advertisers—plus new major accounts too—as the result of a pioneering venture by two Hollywood businessmen in a "mat service" of animated cartoon spots designed exclusively for tv. Called Telemat, the firm produces a basic package of fifty 20-second spots (adaptable to 10-seconds) which claims are just as flexible as the well-known newspaper mat ad and cost stations less than 2x2 in. slides.

In business about a year, Telemat is the brainchild of Dan Gerstman, retired manufacturer of women's sportswear, and Alan Wise, since 1932 an artist and animator for major Hollywood movie studios. Mr. Gerstman is chief business executive and Mr. Wise is in charge of production. Telemat has named Sid Freeman, formerly with Frederic W. Ziv Co., as general sales manager (BT, April 9).

Working on production of tv commercials following World War II, Mr. Wise became aware of the need for low cost animated commercials for the local advertiser who found it difficult to use television effectively in competition with the high quality spots of national advertisers even when he could afford to buy time on his local station. The mat service in the publishing field enables the initial high production cost of quality art design, layout and pictures to be spread among many users, he observed, and the same principle could be applied in television too, in some form like the syndicated program.

The problem, however, was to design flexible "mat service" materials for tv which would be acceptable to a wide range of advertisers, products and sales promotion situations. Like newspapers, tv stations needed inexpensive visual building blocks with which to create local tv campaigns and which the salesman could demonstrate to a prospective account and then use on the air.

Telemat's series of fully animated cartoon spots, including music and sound effects, are the building blocks created by Mr. Wise and his staff.

Typical spots include one of a boy lighting a firecracker. It explodes and the cloud of smoke billows across the screen with the advertiser's message. The announcer can add comments or make a supplemental sales point. Another shows a ballpark with the batter hitting the baseball. It soars into full screen, giving a frame for the commercial. Others use themes like a mermaid on a rock, circus seal balancing a ball, jack in the box, golfer, cowboy and his lariat, family around the tv set, parade of toy soldiers, piggy bank savings etc.

The films are supplied to the stations with blank spaces for advertising. Along with the films are still prints marked to guide the lettering of acetate or poster inserts. These can be interposed into the film sequence by a live camera trained on an easel or through a 2x2 slide on a separate slide scanner channel. Any voice background can be used. Telemat claims a station can put an animated spot on the air within 24 hours after a new account provides video copy.

The initial Telemat kit contains 25 individual spots and is augmented by five more every two months, building up a library of 50 within a year. Eventual library of over 300 subjects is planned.

Complementing the value of their genesis, Telemat spots have been purchased by a newspaper to promote its classified advertising columns, Mr. Wise has reported. The Los Angeles Examiner used five of the subjects in a campaign on KRCA (TV) there. WNBQ (TV) Chicago used the spots in promoting commercial inserts on the Saturday show for Pixley & Elders Restaurant while the local Sears, Roebuck & Co. purchased 22 spots in one day to promote a warehouse sale.

Chevron Gasoline Dealers bought the baseball spot for use on KTSM-TV El Paso while radio station KFVD Los Angeles used the boy-and-firecracker sequence on KCOP (TV) there last summer to promote change of call letters to KPOK. Kahn's Department Store used Telemat on KRQN-TV San Francisco in its 76th anniversary promotion.

Mr. Wise reported Telemat also prepares custom film "mats" where advertisers find wide scope for personal exploitation. The firm has been producing a series of six for National Dairies (Sealtest) to be used in various markets by Sealtest dealers. Agency is N. W. Ayer & Co. Custom spot also was ordered by Kroger Grocery Co. through Ralph Jones Co. for use in multiple midwest markets.

Telemat's Canadian representative is S. W. Caldwell Ltd., Toronto.

Food Packers Top Sponsors Of TPA Syndicated Shows

RESULTS of an analysis released last week by Television Programs of America showed that food packers are the leading advertisers of TPA filmed shows.

The TPA study encompassed the 12-month period ended July 31, 1956, coinciding with the company's fiscal year, according to Michael M. Sillerman, executive vice president. In order, Mr. Sillerman listed the leading users of TPA programming as follows: food packers, beer, dairies, bakeries, retail stores-supermarkets, banks and automotive.

"The prominence of breweries in the use of syndicated film programs," Mr. Sillerman pointed out, "is particularly indicative. Research has shown for some time that most beer purchases are now made by housewives and most beer is consumed in the home. Of the beer consumed in the home, oddly enough, most is drunk while watching television. This, of course, has led to increased emphasis in brewer sponsorship of programs which appeal to women as well as men. Susie, starring Ann Sothern, has more brewery sponsors than any other TPA program, with 26% of Susie sponsors in this category," he explained.

Three TPA programs alone accounted for 330 individual advertiser sales in 212 markets, he said. They were The Count of Monte Cristo, and the recently released Stage 7.

Crisco has 24% food sponsors; automotive, 14%; banks 10%; and breweries 9%. Stage 7 has 22% food sponsors; breweries 18%; petroleum products 14%; automotive 11%. Susie has 26% breweries and food products at 18%.

Other TPA programs in syndication included in the analysis are: Captain Gallant, Ramar of the Jungle, Your Star Showcase, Science in Action, and Ellery Queen.

Vidas Heads McConkey Unit

ESTABLISHMENT of a tv film sales department by McConkey Artists, Chicago, with Bill Vidas as vice president in charge of sales, has been announced by Dick Shelton, president of the booking agency for musical units. The new department will handle tv film properties for regional and national sales, as well as representing other companies.
No, that mystery shape isn't really a kangaroo, though it is jumping steadily higher and higher in consumer spendable income and in relative rank among the nation's top markets!

Actually it's a map of "The Mystery Market"... one of America's richest... The Central South... a $2,713,371,000 market—richer than the cities of Denver and New Orleans put together... or Atlanta and Dallas put together.

A RICH MARKET, IN FACT, THAT'S COVERED BY ONLY ONE MEDIUM... and that's WSM Radio in Nashville.

If you attempt to cover the Central South with a combination of other radio stations or with a combination of newspapers in the area, the coverage would still be incomplete—and the cost would be three to 15 times greater than that of a WSM custombuilt program. As for TV, all TV viewers in the market put together still represent less than half the market's buying power!

For the full story on this unique situation, send for your free copy of our booklet, "The Mystery Market", containing complete facts and figures as compiled by independent authorities.

BOB COOPER, Sales Manager
JOHN BLAIR AND COMPANY, National Advertising Representatives
Nashville – Clear Channel – 50,000 Watts
THE VIRGINIANS:

one of a series of paintings
of Washington by William Walton
commissioned by WTOP Television
at Broadcast House, Washington, D. C.
Operated by The Washington Post Broadcast Division
Represented by CBS Television Spot Sales
THE VIRGINIANS by William Walton.
Seventh of a series of paintings of Washington
commissioned by WTOP Television
at Broadcast House, Washington, D. C.
Operated by The Washington Post Broadcast Division
Reprints of this series available on request.
Screen Gems Announces Sales Units, Officials

IN a move to strengthen its sales service to local and regional advertisers and to stations, Screen Gems Inc., New York, announced last week it has established four major sales units to concentrate on the sales of the company’s syndication and feature products.

The decision to concentrate its sales areas was made during a three-day sales meeting in New York last week, according to Robert H. Salk, director of syndicate sales for the company. He announced that Ben Colman has been named assistant director of syndicate sales in addition to his duties as eastern area sales manager; Frank Browne has been appointed southern area manager, and Henry Gillespie, southeastern area manager. Recently-appointed Richard Dinsmore continues as western area manager.

Mr. Salk reported that during the three-day meetings discussion touched upon new concepts in programming, with particular emphasis on daytime requirements. Continual growth in both the daytime and syndicated areas, he said, “has resulted in definite plans for even greater expansion in the immediate future.”

CONCLUDING a three-day sales meeting in New York of Screen Gems officials are (l to r) Frank Browne, Robert Salk, Henry Gillespie, Ben Colman and Richard Dinsmore.

Guild Films Buys 7 Series In Stock-for-Product Deal

PURCHASE by Guild Films Co., New York, of seven tv film series was announced last week by Reub Kaufman, Guild Films president (CLOSED CIRCUIT, Aug. 27). The acquisition encompasses 182 half-hour films, of which 26 are in color, and 78 quarter-hour films, of which 39 are in color.

The program series includes Sherlock Holmes, Janet Deane, Duffy’s Tavern, Flash Gordon, Col. Tim McCoy, Junior Science and Paris Precinct. The properties were purchased from various companies. Mr. Kaufman said, including Reynard International Inc., McCoy Television Inc., Science TV Corp., Tavern TV Corp. and Motion Pictures for Television Inc.

Mr. Kaufman reported the transaction constituted an exchange of 500,000 shares of Guild Films common stock for the properties, adding that “no cash was involved.” The sellers also were granted options to buy a total of 75,000 shares of Guild Films common stock within 12 months at $5 a share; another 75,000 shares within 18 months at $6 a share, and another 75,000 shares within 24 months at $7 a share. The closing date for the transaction is set for Sept. 10.

Richard Ullman Inc. to Open Third Office in Hollywood

RICHARD ULLMAN INC., tv film production company with offices in Miami, Fla., and Chicago, N. Y., soon will open a Hollywood office, it was announced last week by Martin A. Kemper, executive vice president.

Mr. Kemper also reported 12 renewals and 17 sales of programs to syndicate an event show.

Sponsors of ‘Dr. Hudson’ Increasing Markets for Fall

SECOND cycle of Dr. Hudson’s Secret Journal tv film series is attracting the same regional advertisers who are sponsoring the program in more markets than last year, according to results of a study released last week by Wynn Nathan, MCA-TC film syndication division vice president in charge of sales.

The second cycle of the series begins this month, Mr. Nathan said, and many advertisers who sponsored the series in its initial run last year have renewed and enlarged the number of their markets. He cited Wilson & Co., Chicago, which carried the series in six markets last year and currently has signed for more than 30 markets. Other large regional advertisers, who have expanded their line-ups, Mr. Wynn said, are the Bowman Biscuit Co., which has contracted for more than 17 markets in the Southwest; the Gulf Coffee Co., six markets, and Pacific Gas & Electric Co., a list of northern California markets still undetermined.

Six TV Stations Order Additional Warner Films

ASSOCIATED ARTISTS Productions, New York, reported last week that various tv stations have bought additional groups of films from the Warner Bros. feature package in addition to original purchases. The Warner’s library consists of 13 groups, each containing 58 films.

Among those who have bought a group and subsequently expanded their purchases are KBOI-TV Boise, Idaho; KREM-TV Spokane, Wash.; WJAC-TV Pittsburgh, Pennsylvania; KMBD-TV Omaha, Neb.; for Seven Up, WVTI (TV) Miami; for Kootz Dairy, WBHC-TV Salisbury, Md.; for Borden’s WCDA (TV) Albany, N.Y.; and others, WOI-TV Des Moines, IA; WSM-TV Nashville, Tenn.; KWWL-TV Waterloo, Iowa; WFIE-TV Evansville, Ind.; KARD-TV Wichita, Kan., and WAVY-TV Louisville, Ky.

March to RKO As Producer

ALEX MARCH, former producer for CBS-TV’s Studio One Summer Theatre, has been signed by RKO Radio Studios and his first assignment will be to gather material for new RKO television films to go into production in 1957. Closest Circuit, RKO’s assistant to production vice president in charge of production for RKO Hollywood, was in New York last week for talks with Mr. March on the tv production plans. New shows will include half-hour as well as one-hour and 194-hour anthology segments, the Hollywood studio said.

FILM SALES

National Telefilm Assoc., N. Y., in what is said to be departure from usual arrangement of selling syndicated tv film program, has sold Sheriff of Cochise series to WABD (TV) New York on 52-week basis for $200,000. Contract contains bonus clause similar to those between motion picture producers and theatres based on box office figures in which WABD agrees to pay bonus if series attains specified rating at end of six-month period. Series, produced by Desilu Productions, L. A., at average cost of $35,000 per picture, begins in New York, Oct. 1.

Guild Films, N. Y., has sold Frankie Laine Show to WAXJ-TV West Palm Beach, Fla., $13 other markets during past two weeks. Also sold or renewed: I Spy in 14 markets and Liberace Show in 18 during same period.

Sterling Television Co., N. Y., reports sales of Kings Crossroads to WTVK (TV) Utica, N. Y., and WCMB-TV Bristol, Va; Movie Museum to WCAX-TV Burlington, Vt., and KTSM-TV El Paso.

FILM PRODUCTION

Greenspan-Hammerstein Productions Inc., N. Y., has begun production of new half-hour tv film series, Golf With the Champions. Series was created by Golf With the Champions Inc., N. Y., new packaging company, which was represented in negotiations with G&H by theatrical Enterprises, N. Y.

FILM DISTRIBUTION

Allied Artists Productions Inc., Hollywood, announces distribution in Pacific Northwest now being handled by firm’s Seattle branch. Portland, Ore., branch is retained as sales office.

Association Films, N. Y., is offering free to tv stations new 16 mm color film on operation of McDonald’s restaurants, “Bedtime for McDonald’s,” which was produced for P. H. Hanes Knitting Co. of North Carolina by Peter Elgar Productions, N. Y.


FILM RANDOM SHOTS


Flore Films, N. Y., producing six 20-second and 8-second tv film spots for Arthritis & Rheumatism Foundation, N. Y.

Film Creations Inc., N. Y., currently is producing series of one-minute commercials for Ronzoni Foods Products, N. Y., through Em Mogul Co., N. Y. Commercial films said to feature unusual bilingual treatment.

September 10, 1956
McDonald Says Spectaculars. No: Good For Subscription Tv

TODAY's television spectaculars are not satisfactory fare for proposed subscription TV, according to Comdr. E. F. McDonald Jr., president of Zenith Radio Corp, which has pioneered in the field of pay TV.

"With a few exceptions," Comdr. McDonald said, "network spectaculars have been merely expanded versions of conventional 30 and 60-minute variety shows. They have no more place on subscription TV than they have in Broadway theatres.

"Subscription TV was designed to bring the public on home TV the kind of superior entertainment that advertisers cannot afford to sponsor and that can now be seen only in the theatre. . . . So long as I have anything to say on the subject, this kind of programming will never be put on subscription TV," he emphasized.

Wekl Radio Package Set

PRODUCTION of a new radio transcription package, The Lawrence Welk Library, for syndication within the next fortnight was announced Wednesday by Standard Radio Transcription Services Inc., Chicago.

Library is described by Milton M. Blink, standard president, as a complete and coordinated package of several hundred musical selections representing the best of Mr. Welk's repertoire and featuring his vocalists and performers.

We're proud as Roger Williams . . .

crowing like a Rhode Island red, because

now we are two. And you, you're "right on cue" whether it's in Akron, Ohio or Providence, Rhode Island. You're right with our music and our news. You're right with our solid policy of local programming, local service and warm interest in each community—Tiretown, U. S. A., and rich, little Rhody's capital city.

1150

ON YOUR RADIO
AKRON, OHIO
NATIONAL REP. - JOHN E. PEARSON CO.

TIM ELLIOTT, PRESIDENT

1290 ON YOUR RADIO
PROVIDENCE, RHODE ISLAND
NATIONAL REP. - JOHN E. PEARSON CO.

Ross Named Negotiator For Writers Guild West

N. JOSEPH ROSS, a senior partner in the Los Angeles firm of Pacht, Ross, Warne & Bernhard, has been appointed negotiator for the Writers Guild of America West in connection with the sale of subsidiary rights in members' television properties, WGAW announced last week.

His position is the counterpart of that of Richard Jablo, New York attorney representing WGA East.

WGAW explained that under the new TV-Film contracts concluded by the guild with the Alliance of Television Film Producers, the major motion picture studio TV subsidiaries and the TV networks, subsidiary rights can be obtained only through a guild-appointed negotiator and cannot be acquired as part of a whole bundle of rights from the writer at the time of his initial agreement. The guild has campaigned on this issue for many years in the motion picture field.

Mr. Ross's firm also acts as general counsel to the guild and his services are expected to extend into the live television field where new contractual changes with the networks will give writers similar protection with respect to spectaculars, according to Frances Inglis, executive director of the guild.

Under the original draft of the live TV contract, the companies were prohibited from negotiating for subsidiary rights under any circumstances at the time of the initial agreement. But, as provided by amendments to the contract recently concluded, such negotiations may now be entered into provided the writer receives at least five times the basic minimum and it is understood additional sums above this will be paid for specific subsidiary rights as arranged by the guild negotiator, it was explained.

To Assume Increasing Importance

The guild spokesman said this aspect of writers' TV contracts will assume increasing importance in the immediate future in view of the growing interest of the networks in backing Broadway productions. David Dortort, president of the TV-radio writers branch of the guild, added that "the time has finally arrived when the writer is beginning to realize an adequate return from all the various uses to which his material can be put—uses which formerly were buried in the bundle of rights molding on the shelves of production companies, which had no interest in exploitation of any but the motion picture rights."

The guild also announced last week it was moving toward organization of the "last remaining unorganized group in Hollywood" with the filing of a petition with the National Labor Relations Board to certify the guild as representative for writers at Desilu Productions. Ballots were mailed to Desilu writers last week and the vote should be made public in about two weeks, the guild said.

WMBD Peoria Strike Ends

TECHNICIANS at WMBD Peoria, Ill., were to return to work yesterday (Sunday) after a strike lasting six months, according to Robert O. Runnerstrom, vice president. The strike was called last March 5 while negotiations for a new contract were in progress with Local 1292 of IBEW. But, the issue was studio jurisdiction, with wages not an issue, Mr. Runnerstrom said.
On Vacation from every advertising medium...except THE NATION'S VOICE

A new advertising strategy based on Politz research

Radio—and only radio—follows your customers wherever they go, makes them while they are doing other things. Radio is the constant companion of the American people.

Two-thirds of the adult population turn to radio on any given day and 87.8% within a week. And this nationally in the areas of TV's highest development. These strengths of radio and other important facts established by Alfred Politz Research, Inc., are the foundation of the new advertising strategy called The Nation's Voice.

The Nation's Voice is the technique of concentrating your advertising on a relatively small number of great radio stations in the important population centers. While there are 2,833 radio stations operating today, only 48 selected stations are needed to bring 85% of all America's millions within your reach! Your sales message is carried directly to a huge daily audience with great frequency, at a cost efficiency which is phenomenal.

Not in just one—but in five separate markets, the Politz studies show that people trust, respect and listen most to one great station...by such surprising margins as 11 to 1 over the next station.

The Nation's Voice story is in a presentation now ready at all Christal offices. Call now and reserve a time to see it.

One of a series of full page ads run in New York Times and other leading newspapers.
WEAVER RESIGNS FROM NBC; SARNOFF NOW TOP OFFICER

- Team of "Pat and Bob" reduced to Bob, who makes announcement
- Four executive vice presidents elected in NBC reorganization
- It's another NBC redesign by Booz, Allen & Hamilton, consultants

RESIGNATION of NBC Board Chairman Sylvester L. (Pat) Weaver Jr. and the appointment of four new executive vice presidents to direct the major areas of NBC activities were announced Friday by President Robert W. Sarnoff.

Mr. Weaver's resignation, although frequently rumored, came as a surprise. Appointment of the four executive vice presidents did not [CLOSED CIRCUIT, Aug. 27].

The new executive vice presidents, who will report directly to Mr. Sarnoff, are:

- Thomas A. McAvity, now vice president in charge of television network, who becomes executive vice president for TV network programs and sales.
- Charles R. Denny, now vice president in charge of owned stations and spot sales, who becomes executive vice president for operations.
- John M. Clifford, currently administrative vice president, who will be executive vice president for administration.
- Mr. Sarnoff, now vice president, who will be executive vice president for corporate relations.

President Sarnoff, who made the announcement in a closed-circuit message to affiliates at 12:30 p.m. Friday after the changes were approved by the NBC board meeting that morning, explained that the realignment under the executive vice presidents will make it possible for day-to-day problems to be handled systematically and allow NBC management to "center its time and thought on major policy matters and on . . . forward planning."

In addition to the four executive vice presidents, three other vice presidents also will report directly to the president: Kenneth Bilby, vice president for public relations, which Mr. Sarnoff explained is "traditionally and properly an arm of the president"; Emanuel (Manie) Sacks and Joseph V. Heffernan, both staff vice presidents.

Mr. Weaver's plans—after seven years with NBC, including two as president—are not immediately disclosed. Mr. Sarnoff, who had served as executive vice president in the team of "Pat and Bob" during Mr. Weaver's tenure as president, told the affiliates that he was announcing the resignation "with personal regret."

"At the NBC board of directors meeting this morning," he said, "Pat Weaver . . . submitted his resignation effective today [Fri. . . . I know all of you join me in extending to Pat our best wishes for his future."

There was no reference to the question of whether the board chairmanship would continue to remain vacant.

When Mr. Weaver was elevated to chairman of the board he was signed by NBC to a contract to run to 1972. This presumably was renegotiated prior to his resignation. His departure was said to be entirely amicable.

Mr. Sarnoff gave this outline of the jurisdictional areas of the executive vice presidents in the new operations plan, which was "developed with the assistance and objective evaluation of one of the country's leading management consultant firms," Booz, Allen & Hamilton:

"Tom McAvity's promotion to the new position of executive vice president for TV network programs and sales reflects the fact that the development of television programming and sales is a responsibility of such great scope and of such importance to the company that it requires the full time concentration of a top-level executive. Through such concentration in these two vital and related fields, and with the support of program and sales organizations strong in depth, we believe NBC will realize to the maximum the opportunities for television network success."

"Charlie Denny, as executive vice president for operations, will continue to be responsible for our owned and operated stations and spot sales. In addition, he will have reporting to him the radio network under Joe Culligan, production facilities and our subsidiary, California National Productions."

"Mac Clifford, as executive vice president for administration, will have reporting to him talent and program contract administration, the law department, the treasurer and the vice president for the Pacific Division. In addition, he will continue to be in charge of the personnel department, engineering and facilities administration, and the controller's office."

"David Adams, as executive vice president for corporate relations, will head up a newly-created group of functions consisting of station relations under Harry Bannister, the NBC Washington office and planning and development."

"I firmly believe that NBC is on the threshold of its greatest period of opportunity and success and that you, our affiliates, will share those opportunities and that success in association with us."

Explaining the background of the realignment, Mr. Sarnoff told the affiliates "the new form of NBC organization was fashioned, after the most thorough planning, to adapt our company structure to the dynamic and continuing growth of our business which has become so much more complicated than it was five or ten years ago." All the changes, Mr. Sarnoff said, were effective immediately.

Mr. Weaver's resignation ended a tenure that started in 1949 when he joined NBC as head of the television network. He already had a record of 18 years in broadcasting and advertising, including the ad managership (before he was 30) of American Tobacco Co. under the late George Washington Hill. He served NBC as vice chairman of the board before his election to the presidency in December 1953 and to the board chairmanship in December 1955.

He won at NBC a quick and lasting reputation as an innovator, launching the "magazine concept" of selling and helping to introduce the color spectacles and other new formats.

Mr. McAvity, new executive vice president for TV network programs and sales, had long experience in radio and TV—in program production (1929-1932 producer for NBC, then for several years supervisor of production of top-rated radio programs as vice president of Lord & Thomas' radio department)—when he rejoined NBC in October 1951 as director of talent and procurement for TV. He became national program director in 1952, vice president of television network programs in January 1954, and vice president in charge of television network in February 1955. He was manager of Lord & Thomas' Hollywood office from 1937 to 1941.

Mr. Denny, executive vice president for operations, cut short an extensive career in govern-
You do in Milwaukee at WISN

The value of marketing and merchandising as an aid to advertising in today's highly-competitive economy cannot be over-emphasized. So important is it in Milwaukee that WISN-TV and WISN Radio maintains a separate department to execute its functions. It is the most comprehensive service of its kind in Milwaukee broadcasting. Most of its features are exclusive with us.

and it doesn't cost station advertisers a cent!

The individual merchandising needs of any type of advertiser are quickly and extensively fulfilled because of constant contact with food, drug, manufacturing and other distributors, brokers and retailers.

In the food field, for example, WISN arranges for displays in A&P, IGA and Sentry food stores; runs product ads for station advertisers in a monthly publication sent to 1,092 grocers; explains advertising programs to local sales outlets; makes regular calls on distributors and sends monthly reports to advertisers on services rendered.

A long list of satisfied sponsors attests to the success of merchandising programs for other types of sponsors. No matter what the product or objective, WISN creates the plan that enables the advertiser to reach even the most extensive marketing and merchandising goals.

Why not let us solve your marketing or merchandising problem, today?
CBS AM AFFILIATES TO GATHER IN N. Y.

Election of chairman and three directors-at-large is first order of business for 200 expected to attend two-day meeting.

MORE THAN 200 affiliates of CBS Radio were expected to gather in New York over the weekend for the third annual convention of the CBS Radio Affiliates Asso., which begins today (Monday) and tomorrow, at the Pierre.

The network's 1956-57 sales, program promotion and advertising plans will be a focal point of the two-day meeting.

Election of a chairman of the board of the association and the three directors-at-large will be held in preliminary sessions yesterday (Sunday). Kenyon Brown of KWFT Wichita Falls, Tex., is current board chairman.

Registration will be held at the Pierre's grand ballroom foyer, starting at 8 a.m. today, with the first session convening at 10 a.m.

After an opening convention Chairman F. C. Sowell of WLAC Nashville and Board Chairman Brown, CBS Radio President Arthur Hull Hayes will address the affiliates. The talk will be followed by approximately 15-minute speeches by Sig Mickelson, CBS vice president in charge of news and public affairs; Carroll Hansen, coordinator of news and sports for CBS Radio; Ralph Hardy, CBS 'Washington' vice president of CBS Inc.; Howard G. Barnes, network programs vice president of CBS Radio, and John Karol, network sales vice president of CBS Radio.

Dr. Frank Statton, president of CBS Inc., will be principal speaker at the Monday luncheon, to be held at 1 p.m. at the Pierre Roof Garden following a cocktail period.

The Monday afternoon session, starting at 2:30 in the grand ballroom, will hear Jules Dunne, vice president in charge of advertising and promotion for the network. A question-and-answer period, scheduled for 3:30, will be followed by a closed meeting of the affiliates at 4 p.m.

Cocktails and dinner are slated for 6:30 and 7:30 respectively, in the grand ballroom, with entertainment featuring Robert Q. Lewis as mc., Sam Levinson, Don Cornell, Dolores Hawkins, the Kirby Stone Quartet, Eild outside and her Triniton Steel Drummers and Ray Bloch and his orchestra. In addition, Mr. R. and the cast of his new Monday-through-Friday show will record their broadcast for the next day.

Tuesday's meeting will open at 9:30 with a CBS Radio management conference, followed by a speech by William Shaw, network sales manager, at 11:30.

After cocktails and luncheon, the closing session at 2:30 will be devoted to a radio broadcasting panel discussion with Mr. Sowell as moderator and with J. Frank Jarman of WDNF Durham, N. C., representing management; Catherine Peden of WHOP Hopkinsville, Ky., representing sales; Art Schelford of Studio Broadcast Co., representing promotion, and Sam Gifford of WHAS Louisville, representing programming.

Following is the list of CBS Radio affiliates planning to attend, as of Thursday, the third anniversary.

Allen T. Simmons and Mrs. Nina Simmons, WADC Akron, Ohio; Thomas Murphy and George M. Perkins, WROW Albany; John Atkinson, WHBU Anderson, Ind; Cecil B. Hoskins, WWCN Asheville, N. C.; W. R. Martin, WCMC Ashland, Ky.; Pat Rice Jr., WRDW Augusta, Ga.; J. C. Kellam, KTCP Austin, Tex.

John Elmer and George Roeder, WCBM Baltimore; George Dunham and Donn E. Wintheater, WNBV Binghamton, N. Y.; Harvey Struthers; Thomas German, and Joseph Culkin, WEEI Boston; Mrs. E. H. Butler, A. H. Kittelhoff; Frank W. Kelly, and Joseph A. Haefner, WBEN Buffalo; Frank Readon, KBOW Butte, Mont.

Mr. Hayes

J. W. Woodruff Jr., WRBL Columbus, Ga.; Geer Parkinson, James O. Yerian and P. E. Neal, WNBC Columbus, Ohio; M. L. Medley, WHUB Cookeville, Tenn.; Robert Dillon and Joe Hudgens, KRNT Cincinnati; Hugh B. Terry, KLZ Denver; Worth Kramer and F. B.

le moyre, WIR Detroit; Odin Ramsland and Dale Cowle, KDAL Duhbah; J. F. Jarman, WDNF Durham, N. C.; Herbert E. Evans, WMFM Fairmont, W. Va.; Mr. and Mrs. Paul Bartlett, KFRE Fresno; Hayden R. Evans, WBY Green Bay, Wis.


Mr. Hayes

Toasts are made to the closed sessions.

Mr. Hayes


Here is list of CBS Inc. and CBS Radio executives slated to attend the affiliated convention at which other wise indicated, are vice presidents.

Mrs. Naomi Andreas, copy chief, advertising and sales promotion; H. Leslie Atlass, vice president in charge of Central Div.; Howard G. Barnes, vice president in charge of network programs; Ida Halberstam, vice president in chief, Advertising, Sales promotion and Sales management; George M. Perkins, WROW Albany; John Atkinson, WHBU Anderson, Ind; Cecil B. Hoskins, WWCN Asheville, N. C.; W. R. Martin, WCMC Ashland, Ky.; Pat Rice Jr., WRDW Augusta, Ga.; J. C. Kellam, KTCP Austin, Tex.

John Elmer and George Roeder, WCBM Baltimore; George Dunham and Donn E. Wintheater, WNBV Binghamton, N. Y.; Harvey Struthers; Thomas German, and Joseph Culkin, WEEI Boston; Mrs. E. H. Butler, A. H. Kittelhoff; Frank W. Kelly, and Joseph A. Haefner, WBEN Buffalo; Frank Readon, KBOW Butte, Mont.

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Advertising Impact?

This spring a research firm* asked 4,584 radio, tv and advertising executives to check which of seven radio-television trade papers delivered the most advertising impact.

**B·T**———57.1

Pub. B———18.7

Pub. C——5.1

* Erdos and Morgan; survey was "blinded" with sponsorship undisclosed. 1,936 replies were received. Complete summary upon request to B·T.
charge of business affairs; Howard Berk, trade news editor, press information; William S. Brower, program promotion dept.; Lloyd Brownfield, director of press information, Hollywood; Harper Corraine, director, of research; Louis Collo, vice president, CBS Inc.; George Crandall, director of press information; John F. Day, director of news, CBS Inc.; Jack Donahue, Pacific Coast manager, network sales; Louis Dorfman, director, advertising and sales promotion; Richard Duggan, sales service representative; Jules Dundes, vice president in charge of advertising and promotion; Robert J. Dunne, senior attorney; Harlan J. Dunning, supervisor of network programs. William F. Fruh, vice president in charge of network programs, Hollywood; Sid Garfield, director of exploitation, press information; Irving Gitlin, director of public affairs, CBS Inc.; Richard Golden, director, network sales presentations; Carroll Hansen, coordinator of news and sports; Ralph W. Hardy vice president, CBS Inc.; Louis Hansman, vice president, CBS Inc.; Arthur Hull Hayes, president; Roger K. Huston, manager, Chicago office, network sales; Richard W. Jolliffe, administrative manager, network sales services.

John Karol, vice president in charge of network sales; Edward Kaylin, associate director of network sales presentations; Ben S. Lockridge, network sales manager for Eastern Div.; Elmer Lower, director of special projects, CBS Inc.; Jack Martin, manager of network sales service; Gerald F. Maulsby, manager of network broadcasts; James McQuade, sales service representative; Sig Meglum, vice president in charge of news and public affairs, CBS Inc.; Arthur Okun, sales service representative; Charles A. Rodin, program promotion department; Walter P. Rozett, director of advertising; Rosemary Salant, vice president, CBS Inc.; Murry Salberg, manager program promotion; Eric Salline, manager station relations; William A. Schutt Jr., vice president in charge of station relations; James M. Seward, administrative vice president; William Shaw, network sales manager; J. Kelly Smith, administrative vice president and Donald Wolf, sales service representative.

**GF Moves in Rountree Slot, “Conference” Fate Uncertain**

STATUS of the Martha Rountree-Oliver Presbrey press conference program was very much in the air last week following an announcement by NBC-TV that General Foods Corp. would launch *The Adventures of Horin Holliday* Oct. 3 in the Wednesday 8-30 p.m. period now held by *Press Conference*. General Foods had contracted for this time before *Press Conference* began earlier this summer.

Network, agency, sponsor and package spokesmen all offered inconclusive reports. Network spokesmen as far as we know, are not sure whether the show is neither on nor off the network, adding that “we are looking for another time slot.” Oliver Presbrey, producer of the program and husband of moderator Martha Rountree, contacted Broadcasting, saying “we have definitely been rescheduled,” but had no idea as to when and at what time. Spokesmen for the sponsor, Corn Products Refining Co., also claimed the show “will definitely remain on the air,” but later called that “a definite no.” Corn Products’ agency, C. L. Miller & Co., New York, came up with a succinct “It’s very much up in the air.”

The Presbrey program, signed—said Mr. Presbrey—for three years by Corn Products, will be the end of its first 16-week cycle Sept. 26, its last definitely set showing.

**ABC Operations Meeting Gets Under Way Today**

TOP executives of ABC and of the ABC-owned stations will open a two-day planning and operations meeting in New York today (Mon.) to chart the course for the 1956-57 programming season.

Though complete details of the agenda were not available late last week, it was understood that discussion will center around all phases of operations at the time network radio and tv stations, with emphasis on ways by which the owned outlets can integrate most effectively into the network operations.

Robert E. Kintopf and will open the meeting at the St. Regis hotel this morning, then turn over the gavel to Harold L. Morgan Jr., ABC vice president and controller, who will conduct the sessions. Leonard H. Goldenson, president of American Broadcasting-Paramount Theatres, is scheduled to attend the meeting.

Among those expected to be on hand for the sessions:

- From New York—Ernest Lee Jahncke Jr., ABC vice president in charge of network operations; Don Durbin, vice president in charge of charge of NBC Radio; Michael J. Foster, vice president in charge of press information and advertising; Robert F. Lewine, vice president in charge of programming and talent for ABC-TV; Frank Marx, vice president in charge of engineering; John H. Mitchell, vice president in charge of ABC-TV; James Stabile, vice president and general counsel; Thomas Velotta, vice president and general counsel; Carl Symons, acting vice president, special events, public affairs and sports; Stewart Bar-theim, general manager of WABC New York; Robert L. Stone, general manager of WABC-TV, John Eckstein, ABC director of advertising, Jason Rabinowitz, assistant controller of ABC, Mortimer Weinbach, ABC vice president in charge of personnel and labor relations; Scolum Chaplin, ABC vice president in charge of tv sales; Charles Aabry, ABC national tv sales manager; Donald W. Coyle, ABC director of research and sales development, and Donald Shaw, ABC director of station clearance.

- Detroit—James R. Cadell, president and general manager of WXYZ-AM-TV; Harold Neal, ABC vice president in charge of radio in Detroit, and John Pival, ABC vice president for television in Detroit.

- Chicago—Sterling C. Quinlan, vice president in charge of WBKB (TV).

Los Angeles—John S. Hansen, general manager of KABC.

San Francisco—James H. Connolly, vice president in charge of San Francisco office.

ABC also announced that Earl Hudson, vice president in charge of the Western Div., had planned to attend but could not, owing to the pressure of business.

**NBC-TV Returns Bolger Show**

NBC-TV has reinstated Washington Square, starring dancer Ray Bolger, to its 1956-57 schedule. Half of the programs will be sponsored by Helene Curtis Industries Inc., Chicago, through Earl Ludgin & Co., Chicago [B&T, Aug. 27]. The series will be telecast in color, starting Oct. 21, with 14 programs presented on alternate Sundays (4-5 p.m. EST) and another two in a one-time, special presentation weekday evening in May and June. A spokesman for NBC-TV, which earlier had canceled plans for the program after failing to obtain a sponsor, said the series will be presented even if the network fails to obtain a co-sponsor.

**KEY FIGURES in Westinghouse Electric Corp.'s sponsorship of NBC coverage of the political campaigns discuss the "second act," a series of weekly political debates to be presented on the Pick the Winner program beginning this Wednesday (Sept. 12) on both CBS Radio and TV. L to r are Frank Stanton, CBS president; Roger Bolin, Westinghouse's general advertising manager, and George Ketchum, president of Ketchum, MacLeod & Grove, agency for Westinghouse.**

**‘Pick the Winner’ to Debut This Week on CBS Radio, TV**

FIRST in the series of Pick the Winner—the pre-election day political show on CBS Radio and CBS-TV and sponsored by Westinghouse Electric Corp., as part of its package convention-election coverage will be held Wednesday (Sept. 12) on both CBS Radio and CBS-TV (7:30-8:00 p.m. EDT on CBS-TV and 8:30-9 p.m. EDT on CBS Radio). It also touches off the first in what the network hopes will be a series of weekly "electronic debates" on campaign issues.

The program Wednesday will feature New York Gov. Averell Harriman, the unsuccessful presidential nominee of the Democratic Party, who will talk about his remaining role picked up from "Heartbeat in New York," and Sen. William Knowland (R-Calif.) who will speak from WNBS-TV's studios in Columbus, Ohio, where the senator will be attending the Ohio State Republican convention. Walter Cronkite of CBS News will moderate from an "anchor" position at studios in New York. Emphasis in this debate will be on foreign policy. In addition to debates, programs are planned to be news conference format.

**Bronson, Cady to Address NBC Continuity Conference**

ANNUAL meeting of NBC's continuity acceptance department will be held at the network's New York headquarters tomorrow (Tuesday) and Wednesday and will be highlighted by talks by Edward H. Bronson, director of Television Code Affairs of NABTA and Charles S. Cady, assistant director of Television Code Affairs for NABTA.

Stockton Helfrich, NBC director of continuity acceptance, will preside at the meeting. Other NBC executives expected to be in attendance are Carl Watson, manager of continuity acceptance in New York; Robert Wood, manager of the department in Hollywood, and Burton Brudgens, manager in Washington. The NBC-owned stations in Philadelphia and Buffalo will be represented, respectively, by Edna Whittington of WRCV-AM-TX and Frank Buxton of WBUF (TV).
COMING!
(before Christmas)

to

Raleigh-Durham
Fayetteville-Eastern North Carolina

Airdate
December 15, 1956

Channel 5
FULL POWER

1170 ft. Antenna

Basic NBC for Eastern North Carolina

WRAL-TV
RALEIGH, N. C.

Represented by
H-R Television

Raleigh phone: TEmple 4-6401

Vice President & General Manager
FRED FLETCHER

National Sales Manager
FLETCHER TURNER
CBS-TV Programming Dept. Announces Key Appointments

In a realignment of personnel in CBS-TV’s programming department, Hubbell Robinson Jr., executive vice president in charge of network programming, last week announced the appointments of Gilbert A. Ralston to the newly-created position of director of network programs, New York; William Morwood as executive producer, and Crandall Brown as story editor.

All three will report to Harry Ommerle, CBS-TV vice president in charge of network programs, New York.

Mr. Ralston joined CBS-TV in March 1955 as executive producer after five years as an independent producer and seven years with Proctor & Gamble as a member of its radio department and later as executive producer of P&G Productions Inc. Mr. Morwood has been with CBS-TV as story editor since March 1956 and previously was eastern story editor of MCA. Mr. Brown, who replaces Mr. Morwood, has been associated with Loew’s-MGM in New York and Hollywood for several years as both assistant and associate story editor.

Newsmen Quit Siberian Tour Because ‘Liberty’ Curtailed

Despite the Soviet Union’s proclaimed liberalization of rules for foreign correspondents, CBS News announced that its correspondent, Daniel Schorr, as well as New York Times staffer Wells Hagen and AP correspondent Stanley Johnson, had quit a Soviet Foreign Ministry-arranged tour of Novosibirsk, Siberia, “in protest against the limitation” on their work.

Mr. Schorr reported that the action, unanimous with all three Americans, had taken place on the weekend of Aug. 25-26. He noted that the three American reporters were the only non-communists in a group of 14 correspondents on the tour. Mr. Schorr said the U.S. newsmen decided to quit the tour and return to Moscow after the Foreign Ministry ruled that cities were out of bounds and also curtailed the itinerary. The Foreign Ministry claimed there was a lack of hotel accommodations in cities, but Mr. Schorr pointed out that “we had said we’d be willing to sleep in haystacks, if necessary.”

During the tour of Siberia, Mr. Schorr reported, “we saw a television station being built behind a barbed-wire enclosure overlooked by guard towers and were told a hundred workers, laboring there, were the last remnants of Siberia’s compulsory labor force.”

Keystone Adds 11

ADDITION of 11 new affiliates has been announced by Keystone Broadcasting System, which now claims 907 station clients for its transcription service. Stations announced by Blanche Stein, KBS station relations director, are KTMJ Marked Tree, Ark.; WMGE Madison, Ga.; KBTO El Dorado, Kan.; KLEC Jonesville, La.; KWRT Boonville, Mo.; WFLR Dundee, N. Y.; WMMH Marshall, N. C.; WDSC Dillon and WTND Orangeburg, both S. C.; KERK Kermit, Tex., and WBOF Virginia Beach, Va.

Rodgers-Hammerstein Team To Produce Musical for TV

MUSICAL collaborators Richard Rodgers and Oscar Hammerstein II will write, compose and produce a 90-minute musical, “Cinderella,” for CBS-TV, the first such original tv work for the team.

According to Hubbell Robinson Jr., executive vice president in charge of programs for CBS-TV, “Cinderella” will be slated for telecast in February. The time slot has not been announced, but it was believed the program would be programmed in color in the late afternoon or early evening because of Julie Andrews’ commitments to “My Fair Lady,” the current hit musical on Broadway. Miss Andrews is scheduled to appear in “Cinderella.”

Messrs. Rodgers and Hammerstein reportedly will write about six songs for the production. “Cinderella,” it was observed, would fulfill the writing team’s desire of producing a tv original that also would be of interest to children.

KSIX-TV to Be CBS Outlet

KSIX-TV Corpus Christi, Tex., will join CBS-TV as an interconnected primary affiliate on about Sept. 30, Herbert V. Akerberg, CBS-TV stations relations vice president, announced last week. The station, which will operate on ch. 10, is owned by K-Six Television Inc., Corpus Christi. Vann M. Kennedy is president of the station, which is now in final stages of construction.

If the Roof Tops of those who view KJEO-TV most were painted Red . . . .

Central California would look like this!

*From KJEO’s sign-on to sign-off, Channel 47 has more first place quarter hours than any other station.
At night, KJEO has more first positions than the other two stations combined . . . you get greater results for your money in Central California . . . when you invest your advertising dollars on KJEO-TV.

*June and July, 1956 ARB

KJEO-TV CHANNEL 47

O’Neill Broadcasting Company
P. O. BOX 1708, FRESNO, CALIFORNIA
REPRESENTED NATIONALLY BY THE BRANHAM COMPANY

ANTENNA HEIGHT . . . 4400 FT.
Above the Valley Floor
178,000 TV HOMES

Broadcasting • Telecasting
YOU can use "Operation Snowflake" to sell radio and television time in November and December

WHAT'S IT ALL ABOUT?

"Operation Snowflake" is a successful, proven promotion designed to boost the sale of major appliances as Christmas gifts. Local TV "Snowflake" created more tie-in advertising than any other promotion in recent advertising history. Again this year the promotion slogan, "Make it a White Christmas...Give her a Major Appliance," will be advertised from coast-to-coast. And, thousands of major appliance manufacturers, distributors, retailers, banks and utilities will tie-in with the "Snowflake" sales drive.

WHAT'S U.S. STEEL DOING?

U. S. Steel will sell the theme, "Make it a White Christmas," in 2000 commercials on powerhouse radio stations covering 85% of the country's population. It will feature the promotion in 6 commercials on TV's United States Steel Hour. And it will run "Snowflake" ads in over 300 newspapers reaching major markets. U. S. Steel will sell 110 major appliance manufacturers, 2400 distributors, 12,000 retailers (Snowflakers in '55), 2400 banks and 2500 utilities about "Operation Snowflake," and provide them with point-of-sale materials.

WHAT CAN RADIO AND TELEVISION STATIONS DO TO CASH IN?

First, send for an "Operation Snowflake" Radio and Television Portfolio. Read the complete story on this outstanding promotion. Then make calls on major appliance manufacturers, distributors, retailers, banks and utilities in your area. Explain what U. S. Steel is doing to boost the sale of appliances. Then show how they can profitably tie-in by using radio or television commercials.

FOR TV...A SPECIAL SALES PORTFOLIO.

To help your salesmen, six "Snowflake" folders have been included in each portfolio. The folders explain the "Snowflake" promotion and point out the value of TV commercials for use by your customers. Illustrations of the slides, along with scripts, are included in the folder. A free set of slides for station use are contained in the portfolio. U. S. Steel will support the efforts of local TV advertisers with "Snowflake" commercials on the United States Steel Hour during November and December.

FOR RADIO...A SPECIAL SALES PORTFOLIO.

The portfolio contains suggested radio scripts and six folders which your salesmen can use to spell out to your customers what U. S. Steel is doing to boost appliance sales—and how radio spots fit into the customers' "Snowflake" tie-in plans. Also included is a transcription of a special sound effect that will clinch sales for you! It's the same musical effect which will be used to introduce all 2000 U. S. Steel "Snowflake" radio spots between November 26 and December 9. Just as the now famous "Snowflake" is used as a visual symbol, this musical effect will be the sound that quickly identifies the message, "Make it a White Christmas...Give her a Major Appliance." Local advertisers can use this same musical transcription in their own radio commercials to cash in on U. S. Steel's saturation coverage and direct customers to their stores.

Robert C. Myers, Director
Market Development Division
United States Steel
Pittsburgh 30, Pa.

□ Please send me the free "Operation Snowflake" Radio Portfolio

□ Please send me the free "Operation Snowflake" Television Portfolio

Name ................................................

Station .............................................

Address ............................................

City .............................................. State ............

UNITED STATES STEEL

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WAGM-TV to Join CBS-TV

WAGM-TV Presque Isle, Me. (ch. 8), will join CBS-TV under the extended market plan as a non-interconnected station on or about Sept. 15, it was announced last week by Herbert V. Akerberg, CBS-TV vice president in charge of station relations. WAGM-TV is owned and operated by the Aroostook Broadcasting Corp., of which Harold D. Glidden is general manager.

NETWORK PEOPLE

Richard McDonough, NBC-TV director, assigned to direction of The George Gobel Show, beginning its third season on NBC-TV Oct. 6.

He replaces Alan Yorkin following latter's assignment as producer-director for Tennessee Ernie Ford's upcoming evening show on NBC-TV.


Showmanship with that KENTUCKY FLAIR!

Never mind the girls—the important view is this "bottom" of Kentucky Lake—the world's largest man-made lake, and Kentucky's newest, most glamorous playground!

In a State that's known for showmanship, Kentuckians look to WAVE-TV for the best in television showmanship. Here's the proof:

PROGRAMMING: Two 1956 Surveys* show that WAVE-TV gets audience preference!

COVERAGE: WAVE-TV has 66% greater coverage than the second Louisville station because of its low Channel 3, full power and greater tower height (914' above sea level)! 2,437,000 people are served by WAVE-TV in 70 mid-Kentucky and Southern Indiana counties!

EXPERIENCE: WAVE-TV was first on the air in Kentucky, in 1948. Its experienced crews have the know-how to help your programs and your commercials sell!

Let NBC Spot Sales give you all the facts!

*Metropolitan ARB, March, 1956
*ARB Louisville, Feb., 1956

GOP Sets Radio-Tv Hookup For Eisenhower Sept. 19

PRESIDENT EISENHOWER will make at least four political addresses this month, he disclosed Wednesday at his news conference, two of them dealing with the farm problem. His first talk is scheduled Wednesday during a Republican rally at Gettysburg, Pa. It was offered to radio-tv networks.

The President will deliver a major talk from Washington Sept. 19 over a radio-tv hookup bought by the Republican National Committee. The talk will outline his broad campaign plans and will be followed by four or five major talks on committee time.

At Newton, Iowa, Sept. 21 the President will make a speech, not a major address. He will talk with farm leaders. Adlai E. Stevenson, Democratic Presidential nominee, will speak Sept. 22 at Newton, site of a national plowing contest. About a week later President Eisenhower will make his second major radio-tv address in an unannounced city, again covering the farm problem.

Richard Nixon, vice presidential nominee on the Republican ticket, was heard by tape recording Thursday on Don Lee network. Mr. Nixon was picked up from the American Legion convention in Los Angeles.

Radio-Tv Open Stevenson Bid

FORMAL opening of the Democratic presidential campaign is set for Thursday when presidential nominee Adlai Stevenson speaks from Harrisburg, Pa., over the seven major radio and tv networks (9:30-10 p.m. EDT). The time was purchased by the Democratic National Committee through Norman, Craig & Kummel, New York.

GOP Sweeps WCCO Poll

FINAL returns in the Political Straw Vote taken by WCCO Minneapolis-St. Paul at the state fair which ended last week [BT Sept. 3] returned the Presidency to Dwight D. Eisenhower. He polled 12,556 votes to 6,562 counted for Adlai E. Stevenson. In the state gubernatorial contest Ancher Nelsen, Republican candidate, polled 11,320 and Gov. Orville Freeman, Democratic incumbent, 6,590. All 87 Minnesota counties were represented in the balloting.

Turnabout

CITY-OWNED WNYC New York appeared last week to have weathered its first crisis of the young political season. After an appearance by Democratic State Chairman Michael H. Prendergast on WNYC's Campus Press Conference, Republican State Chairman L. Judson Morhouse had charged that the station was used to enable Mr. Prendergast to boom Mayor Robert F. Wagner for the U. S. Senate. Seymour N. Siegel, director of WNYC, retorted that the charge was irresponsible, and invited Mr. Morhouse to appear on Campus Press Conference himself. Apparently mollified, Mr. Morhouse accepted the offer and issued a statement saying he hoped WNYC would continue to be as nonpartisan as Mr. Siegel said it was.
Huge Gains in
Hometown Popularity

WABT ★ BIRMINGHAM
WAPI
WA-FM

Number of Local Accounts More Than Double Last Year's

First Seven Months 1956 1955
397 180

Ask your Blair representative for a list of the local accounts

WAPI and WAFM represented by WABT represented by
John Blair & Co. BLAIR-TV

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TESTIMONY FROM FOUR FILM EXECUTIVES TO OPEN CELLER HEARINGS IN NEW YORK

Sessions to probe alleged monopoly in tv industry open Thursday.

Lineup of witnesses for first two days definitely set. TV network presidents expected to appear later this month.

HEARINGS by the House Antitrust Subcommittee on alleged monopoly in the television industry will begin in New York this Thursday, Rep. Emanuel Celler (D-N.Y.), chairman, said last week. The hearings earlier had been scheduled to start Wednesday.

Witnesses for the first two days—Thursday and Friday—were announced by the New York Democrat last week, with sessions to begin at 10 a.m. each day in Room 110 in the Federal Building at Foley Square. They are:

Thursday—Ralph M. Cohn, vice president-general manager, Screen Gems Inc.; John L. Sinn, president, Ziv Television Programs Inc.; Harold H. Hackett, president, Official Films Inc.; Michael M. Sillerman, executive vice president, Television Programs of America Inc.


Although the dates for their appearances have not been announced, the tv network presidents are expected to testify at later sessions this month, as are representatives of other segments of the tv broadcast industry.

The ten days of hearings in New York, according to presently announced plans, will run from Monday through Friday next week (Sept. 17-21) and Monday through Wednesday the week after (Sept. 24-26).

Rep. Celler said last week his subcommittee will go into “current industry practices”: relationships between the tv networks and their affiliates, including the terms and conditions of network affiliation contracts; relationships between the tv networks and independent film producers and syndicators and between networks and the FCC; arrangements between the tv networks and program talent; problems of tv station operators; and extent and amount of any discounts afforded network advertisers.

In preparation for hearings this week, Rep. Celler held a secret session with network executives in New York Aug. 30 in which networks were told to produce every contract involving talent, station affiliations, program production and sponsorship and that failure to do so will mean citation for contempt of Congress (Closed Caccarr. Sept. 3). The networks had refused to supply these “trade secrets” voluntarily and it was understood the subcommittee will subpoena the material, with the chance that networks will appeal to the courts to prevent disclosure of information used competitively.

The subcommittee, as additional material for the New York hearings, has asked FCC members for access to their personal files dating back to 1950 on all correspondence between commissioners and persons interested in radio, tv and communications, and has asked NARTB to furnish all accounts from 1950 to date on attendance by FCC members at NARTB annual or district meetings and amounts paid for hotels, meals, entertainment, etc. [B&T, Aug. 13].

The House group already has held hearings on the Westinghouse Broadcasting Co.-NBC radio-tv stations “swap” in Philadelphia and Cleveland [B&T, July 2, March 5], now under investigation by a federal grand jury in Philadelphia following a probe by the Justice Dept.’s Antitrust Div. At another session, with the FCC, the subcommittee revealed confidential figures supplied by the tv networks to the FCC on their 1955 financial operations [B&T, July 23, 16].

Philadelphia Stations Plead Not Guilty in Antitrust Case

TEN Philadelphia radio stations and nine of their officers, members of the Philadelphia Radio & Television Broadcasters Assn., pleaded not guilty Wednesday to criminal charges of violating the antitrust laws. Appearing in U. S. District Court here they were formally arraigned on the criminal counts before Judge George A. Welch.

The defendants have 10 days to file petitions with the court. William Mahr, government prosecutor, said the government would be ready to proceed to trial three or four weeks later. Defendants are under $1,000 bail.

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True color ... high definition
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Ask the BRANHAM BOYS . . .

NBC AFFILIATE

CHATTANOOGA

WDEF Radio

CARTER M. PARHAM, President • KEN FLENNIKEN, General Manager

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INDUSTRY MEN TO FACE GORE COMMITTEE

Senate group studying election spending asks networks, NARTB to testify. They will be asked about time under contract and free time available for political broadcasts.

The Senate Elections Subcommittee, headed by Sen. Albert Gore (D-Tenn.), has asked the three major radio-television networks and NARTB to testify tomorrow at a two-day hearing in Washington on the costs of the coming campaigns.

In letters last week to ABC, CBS, and NARTB, Sen. Gore said witnesses would be expected to supply information on political broadcast time under contract and the amount of free time available for political broadcasts.

Mrs. Gore requests to each network and NARTB said the subcommittee feels "you can make a valuable contribution to the projected study, particularly in supplying information with respect to the amount of political broadcast time for which contracts already have been made, amount of free time available for political broadcasting, time charges, direct and indirect costs, political broadcasting policy and procedures and related matters."

The network representatives undoubtedly also will be asked to comment on the various bills introduced in the 84th Congress on political broadcasting.

Requested to appear were ABC President Robert E. Kintner, CBS Inc. President Frank Stanton and CBS-TV President J. L. Van Volkenburg, NBC President Robert W. Sarnoff and NARTB President Harold E. Fellows.

John Moore, special subcommittee counsel, said Thursday, however, that at the networks' requests, CBS Inc. Vice President Richard S. Salant, the network's political and legislative expert, will appear for Dr. Stanton and Mr. Van Volkenburg; NBC Treasurer Joseph A. McDonald, head of the network's political broadcast unit, will testify in place of Mr. Sarnoff, and ABC Vice President Ernest Lee Jahncke, assistant to the president, will substitute for Mr. Kintner.

Other witnesses who have been asked to appear today include Democratic National Chairman Paul Butler, Republican National Chairman Leonard Hall and John Hay Whitney, chairman of the United Republican Finance Committee. Mr. Whitney, a brother-in-law of CBS Board Chairman William S. Paley, is senior partner in J. H. Whitney & Co., which owns 96% of KGUL-TV Galveston-Houston and KOTV (TV) Tulsa and has purchased WISH-AM-TV Indianapolis and WANE and WINT (TV) Port Wayne, Ind., subject to FCC approval [80T, Aug. 27]. Messrs. Butler and Hall will be asked to supply information on their respective party finances.

In announcing the hearings, Sen. Gore said the Senate group would make its study during the campaigns rather than after elections as has heretofore been the case. The subcommittee was voted $150,000 for its studies shortly before the 84th Congress adjourned. Other members of the Senate unit are Sens. Mike Mansfield (D-Mont.) and Carl T. Curtis (R-Neib.). Sen. Gore said the subcommittee's "over-all goal is to bring about remedial legislation. I hope the committee will submit to Congress early next year."

USIA Director Appoints Poppele to Advisory Group

JACK R. POPPELE, former chief of the U. S. Information Agency's Broadcasting Division (Voice of America), has been appointed to the agency's Broadcast Advisory Committee, Theodore C. Streibert, USIA director, announced last week. The committee was set up for a study of which serve without salary, assists USIA in formulating recommendations for the government's world-wide information program.

Mr. Poppele, who headed VOA from May 1954 until his resignation last July to return to private work as a television management consultant, lives in South Orange, N. J. He served 30 years as chief engineer of WOR New York.

The Broadcast Advisory Committee holds its next quarterly meeting this Thursday and Friday in Washington. NBC Treasurer Joseph A.
The Market That Television Built...

TEXARKANA METROPOLITAN POPULATION 106,500

26 COUNTY AREA DOMINATED POPULATION 489,300

TOTAL COVERAGE AREA POPULATION 771,000

(includes portions of 17 Additional Counties)

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(Area Telepulse, January-February, 1956)

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Richard M. Peters
Dir. Nat'l Sales and Promotion

Represented by Venard, Rintoul & McConnell, Inc.

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TRANSLATOR GRANTS INITIATED BY FCC

First approvals to rebroadcast television channels made to Grant Television Booster Service Corp., Hawthorne, Nev., as well as to James R. Oliver, of Bishop, Calif.

FIRST: translator grants were made by the FCC last week.

They were to Mt. Grant Television Booster Service Corp., Hawthorne, Nev., to rebroadcast ch. 4 KRON-TV San Francisco on ch. 70, and to James R. Oliver, Bishop, Calif. (KBSK) to rebroadcast the Los Angeles signals of ch. 2 KNXT (TV) on ch. 70 and of ch. 4 KRCA (TV) on ch. 73.

Mt. Grant will use 98 w effective radiated power from an eight-ft. antenna; Mr. Oliver 83 w from 30-ft. antennas for both operations. San Francisco is 230 miles from Hawthorne; Los Angeles is 225 miles from Bishop.

Pending FCC action are about 15 other applications for the "booster" type service which the FCC authorized earlier numerous times utilizing tv to remote areas. The move followed pressures for such an operation after the FCC clashed with half-dozen unlicensed booster stations established by local citizens in Washington, and other northwest states.

In the unlicensed booster operation, distant signals which cannot be received adequately by individuals are amplified and rebroadcast on-channel into valley communities in the mountainous northwest. The FCC brought action against a number of these, and won all but one hearing examiner's favorable initial decisions upholding the Commission's right to issue cease and desist orders. The first such order, against the Bridgeport, Wash., booster is on appeal in the U. S. Court of Appeals in Washington. At stake is the Commission's jurisdiction over the use of the air for radio transmissions.

There are believed to be about 100 "illegal" boosters in operation today.

The translator service was set up to permit a low cost, low powered, repeater station to be licensed by the FCC to serve communities where it was not feasible to establish a regular tv station. Repeater stations are required to "transmute" the received signal (whether vhf or uhf) to one of the top uhf channels.

Greater Costs Seen

Originally the costs for such repeaters were estimated at about $1,000, but it is understood that actually the expenditure is nearer $3,000.

Last month, Colorado Gov. Edwin C. Johnson, former chairman of the Senate Commerce Committee, threw the gauntlet down to the FCC by "authorizing" a Steamboat Springs, Colo., businessman to continue operating a booster without regard to the FCC. The Senate Commerce Committee numbers radio regulation among its duties.

In a letter to FCC Chairman George C. McConnaughey late last month, Gov. Johnson said that the booster on-channel system "works well in some of these small shadowed cities . . ." Citizens of these communities are all "hungry to have this modern miracle visit their homes." Gov. Johnson concluded: "It really means more to them than to any other group of our people."

All methods short of the establishment of tv stations are in the experimental stage, Gov. Johnson said. "These mountain areas should be encouraged to do what they can to receive tv by means of the booster system. Such an experiment will prove valuable as a guide to the FCC. There is much to be learned about serving small communities.

Since then, it is understood, Gov. Johnson has "authorized" a second booster from Estes Park, Colo.

Chairman McConnaughey's answer is due to be mailed to Gov. Johnson sometime this week, it was understood.

FCC 'Freezes' Applications In Two Deintermixture Areas

FURTHER ACTION which might make more difficult a transition to all-uhf in Elmira, N. Y., and Peoria, Ill., will be held in abeyance pending resolution of deintermixture proposals in those cities, the FCC indicated in two actions last week.

The Commission (Comr. Doerfer dissenting) said it was withholding action on four applications for ch. 9 at Elmira, pending the outcome of a proposal to delete that drop-in channel. Applicants are TV Assoc. of Elmira Inc; Elmira Star-Gazette (Gannett newspaper interests); Veterans Broadcasting Co., Rochester, N. Y. (WVET-TV, which shares time on ch. 10 there with WHEC-TV), and WTVE (TV) Elmira, which seeks a switch from ch. 24 to the uhf assignment.

Also temporarily "frozen" by the FCC (Comr. Doerfer again dissenting) was an application for a transmitter-site change filed by ch. 4 WHBF-TV Rock Island, Ill. WHBF-TV, which is seeking attendant power and antenna height increases, proposes a site closer to Peoria, Ill., another target for deintermixture. The Commission found that WHBF-TV's proposed operation would put a Grade B vhf signal into Peoria, presently all uhf (operating ch. 19 WTIVK [TV] and ch. 43 WEEK-TV). By this July, WTIVK last June received a "conditional" grant for Peoria ch. 8 whereby construction of the station is prohibited until deintermixture proposals are resolved for that city.

KEAR SALE AMONG SIX FCC APPROVALS

By a 5 to 2 vote, the FCC last week approved the $500,000 sale of KEAR San Francisco from S. A. Cisler to broadcaster David M. Segal [BT, June 25]. Comrs. Robert T. Barteley and Robert W. Lee voted against the Cisler Letter indicating the necessity of a hearing.

The FCC also approved the sale of Mr. Cisler's KXXX, Monterey, Calif., to Pacific Ventures Inc. Other sales approved were WPFQ Atlantic City; KWBU Corpus Christi, Tex.; WBAC Cleveland, Tenn., and KWWG Stockton, Calif.

KEAR (1550 kc, 10 kw) was forced off the air a few months ago when the U. S. Treasury Dept. padlocked the station for non-payment of $19,000 in taxes [BT J 14], but resumed operation following the sale to Mr. Segal, who advanced monies to pay off the lien. An attempt to block the sale was made on behalf of KEAR preferred stockholders, but Mr. Cisler sold the station while efforts were being made to present him with a court restraining order [BT, July 2].

Mr. Segal is president of Mid-America Broadcasting Co. (KOSI Denver, Colo.; WQVM Greenville, Mass., and KLEE Ottumwa, Iowa). M. K. West sold WTIVK, which had been under consideration for a telephone call letters to KOBY, with new studios in the Bellevue Hotel in downtown San Francisco. The station will be managed by William Brown, Mid-America veteran, and will get underway under about 15 new staff and personalities, Mr. Segal said.

WPFQ was sold by Neptune Broadcasting Corp. to Jerome Sill for $150,000. Mr. Sill has been associated with WMIL Milwaukee. CBS-affiliated WFGP operates on 1450 kc with 250 w.

Other Approvals

KWBU was sold by The Baptist General Convention of Texas to Broadcasters' Inc. for $150,000. Broadcasters' Inc. principals are Frances C. Gaguine (22.5%), wife of Washington attorney Benito Gaguine; Cressfenn Oil Co. (16.7%); Harry H. Edwards (15%), present manager of KWBU; Ben F. Vaughan Jr. (11.2%), and others, none of which hold over 6%. The sale approval was conditioned to any action Commission may take in the long-waged 1030 kc, frequency dispute between ABC (WJZ New York) and KOB Albuquerque. KWBU operates independently on 1030 kc with 50 kw. KOB, currently operating on 770 kc, has been battling for the 1030 kc frequency for over a decade.

Multiple station owner Robert W. Rounsaville sold WBAC to Fitch & Kile Inc. for $150,000. Fitch & Kile principals are equal owners Thad F. Fitch, general manager of WBAC, and Walter T. Kile, automobile interests. WBAC, 2 kw outlet operating on 1340 kc, is affiliated with MBS.


KWV was sold by James E. Lewis and Lewis B. Saslaw to Western Broadcasting Co. for $85,000. Western principals are equal owners Douglas D. Kahle, owner of KWIN Ashland, Ore., and businessman Robert J. Ramsey. ABC-affiliated KWG operates on 1230 kc with 250 w.
announces the appointment of

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COURT RETURNS WSPA-TV CASE TO FCC

Commission erred in affirming transmitter move to Paris Mt., Appeals Court rules.

THE U. S. Court of Appeals last Thursday told the FCC it erred in affirming its authorization for ch. 7 WSPA-TV Spartanburg, S. C., to move its transmitter from Hogback Mt. to Paris Mt., near Greenville, S. C.

In a unanimous ruling, written by Circuit Judge David L. Bazelon, the FCC was told that it should have received engineering evidence and that WSPA-TV committed misrepresentations.

The engineering data purported to show that several hundred thousand people who would have received service from Hogback Mt. do not receive such service from Paris Mt.

The misrepresentation reference was to the charge that WSPA-TV had planned to operate permanently from the Paris Mt. site although it had asked originally for temporary authority. An immediate question arose as to whether the FCC must order WSPA-TV off the air. The consensus was that the Commission's discretion on this point had been pretty well established in the Rochester, N. Y., "Federal" case and in the Providence, R. I., "Channel 16 of R. I." case. Also, the last Congress specifically revised the protest rule to give the FCC this discretion pending the outcome of protest hearing. Previously it was mandatory for the FCC to stay a grant made without a hearing when a protest was filed and accepted.

The Rochester case involved the question of whether ch. 10 shorttime stations WHEC-TV and WVTN-TV Rochester must be ordered off the air after WSYT Rochester won a court ruling requiring the FCC to accept its protest against that grant. A similar situation involved ch. 12 WPRO-TV Providence, R. I., under attack by WNIT (TV) same city.

In both cases the FCC refused to stay the grant, after the courts had ordered hearings on protests. Both stations were already operating.

The three-year-old Spartanburg litigation was instituted by ch. 23 WCVL (TV) Greenville, S. C., and ch. 40 WAIM-TV Anderson, S. C. WCVL is now dark. WAIM-TV went off the air shortly after WSPA-TV began operating April 29, but resumed a month later with ABC affiliation. WAIM-TV had been affiliated with CBS, but WSPA-TV is now that network's affiliate in the Spartanburg-Greenville area.

One of the basic charges by the uhf stations was that WSPA-TV moved from Hogback Mt. to Paris Mt. in order to secure the CBS affiliation. Hogback, it was alleged, would overlap CBS-affiliate WBTV (TV) Charlotte, N. C.

Originally, WSPA-TV asked for temporary authority to operate from Paris Mt. After the uhf stations gained a stay order from the appeals court, it asked for a permanent modification order from the FCC. This was granted in 1954. The uhf stations protested and went to court when the FCC refused them a hearing. The court reversed the FCC, and earlier this year a hearing was held before FCC Chief Examiner James B. Cunningham. Mr. Cunningham recommended affirming the FCC's modification grant and this was made final by the FCC last spring. The uhf stations appealed this decision on the ground that they had not received a fair hearing. Among their allegations was that the FCC had refused to consider certain population figures deduced from the tv propagation curves and also that WSPA-TV had misrepresented the figure it asked for a temporary permit to operate from Paris Mt.

Judge Bazelon's decision, concurred in by Chief Circuit Judge Henry W. Edgerton and Judge Charles Fahy, took the Commission to task for refusing to accept figures, based on propagation curves, which it alleged, showed that the move from Hogback to Paris Mt. would deprive more than 200,000 people of ch. 7 service. Alluding to the Commission's decision which questioned whether population could be ascertained from the propagation curves, Judge Bazelon declared:

"We are thus presented with an anomalous record. If the Commission has found the facts as stated, appellants are entitled to a reversal. If the Commission has not found the facts as stated, it would appear that it expects us to exercise that function in its stead. That we may not do. To resolve the anomaly, we read the Commission's decision as a refusal to make findings from the propagation curves. Thus, we leave before us whether that refusal was arbitrary and unreasonable."

"Though compelled to admit that the conclusion relied on by appellants is accurate as a matter of high statistical probability, the Commission asserts that they have not been demonstrated to be actually accurate and, therefore, should be rejected as a basis for findings. The Commission's view is erroneous. The law does not always insist upon proof that a thing is necessarily so. It is accustomed to rely upon probabilities. No better analogy is required than the acceptance of mortality tables to prove life expectancy."

Judge Bazelon continued: "A fallacy of this argument [that it is proper to use the curves as the basis for a nationwide table of allocations but not as an index for the coverage of a specific station] is that it is a general rule, it is not rendered inapplicable merely by a possibility that the specific situation varies from the norm."

He then referred to the FCC's use of these curves to measure population in the Clarksburg, W. Va., case and to justify the relocation of ch. 10 to Vail Mills, N. Y. The FCC also used these curves in an earlier stage in the WSPA-TV case to justify its finding that the transmitter location chosen would result in an excess economic peril to the uhf stations, he wrote.

"For the Commission to deprive appellants of the propagation curves as a tool to measure coverage, while approving its own use of the curves as 'an attempt to make a rough judgment as to future economic loss', is arbitrary and capricious," Judge Bazelon concluded.

Judge Bazelon held that it was misrepresentation "for Spartan [Spartan Radiocasting Co., licensee of WSPA-TV] to assure the Commission that it has an existing permanent transmitter on Hogback if, in fact, there was no fixed intention, but rather complete indecision whether or not it would do so." He presented the contention that based on findings "only one conclusion is possible—that Spartan concealed from the Commission, and by clear implication, misrepresented material facts concerning its proposal. . . Spartan's misrepresentation was calculated, deliberate and not insignificant, but whether the Commission should, on that account, place less reliance on Spartan as a licensee is a question which should be decided in the first instance by the Commission itself."

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Consulting Engineers
Get FCC Uhf, Vhf Data

A COMMITTEE of consulting engineers was working this week on a study of basic technical data released to committee members last Thursday by the FCC. This data was used by FCC engineers to prepare the formulas for uhf and vhf coverage computations announced in the engineering appendix to the FCC's June 26 allocations report.

Release of this foundation data was made at a meeting between FCC technical executives and a committee of the Assoc. of Federal Consulting Engineers on Thursday. FCC Comr. T. A. M. Craven headed the FCC group and Stuart L. Bailey, the AFCE group.

The meeting took place after murmurs began to be heard from engineers that the formulas for estimating coverage—required in the specific deintermixture proposed cases—were based on data not available to the industry. The AFCE submitted a formal request for this information a few weeks ago. Last week's meeting resulted.

The AFCE committee was requested to advise the FCC by Sept. 15 of its findings regarding the basic data. It is understood two subcommittees were at work on this analysis over the weekend, and that the full committee was scheduled to meet today (Monday).

Because of the engineering "anomalies," the FCC two weeks ago postponed the deadline for comments in the 13 proposed unmixing cases to Nov. 15. They had been required by Sept. 10 originally.

A corollary to the question of the validity of the engineering formulas and basic data was the legal standing of using them for submitting comments in the demixing cases. Other basic data and curves are included in the TV rules. There were hints in some quarters that a rule-making procedure might become necessary to legalize the technical changes in order to prevent any legal question to be raised as to the Commission's right to deintermix a market.

Attending the meeting at the FCC last Thursday were the following:

AFCE, in addition to Mr. Bailey: George C. Davis, vice chairman; John Creutz, Ronald Cowie, Frank G. Kear, James C. McCary, Andrew D. Ring, with Everett L. Dillard, president of AFCE, as ex-officio member. Also present at the meeting as observers were Raymond F. Guy and William Dutters, NBC; James D. Parker, CBS, and Chure Owens, ABC.


KITE Agrees to Withdraw
Protest Against KTSA Sale

AGREEMENT has been reached resulting in KITE San Antonio, Tex., withdrawing its protest against the sale of KTSA San Antonio from O. R. Mitchell Motor Co. to McLendon Investment Corp. (Gordon and Barton McLendon).

Withdrawal of the protest was submitted to the FCC last Wednesday. Associated with the withdrawal was the agreement which binds McLendon to pay KITE $1,500 as damages for infringement of copyright and as "partial damages." It is understood that the McLendons were charged with using a promotional approach for their KLIF Dallas which had been developed by KITE. McLendon also agreed to cease using this matter.

The agreement declared that some of the protest charges and counter-charges were based on misunderstandings and the knowledge that certain evidence could not be legally presented in an FCC hearing. It also provided for a $10,000 "fine" if either of the parties should publicize the agreement on their respective stations if either institutes a suit for damages against the other.

McLendon bought KTSA from the Mitchell company for $306,000 last spring. The FCC approved the transfer last May, but this was stayed when KITE filed a protest against the sale. KITE claimed that operation of KTSA by McLendon would put KITE in an unfair economic position. It alluded to KTSA as the eighth Noemac (James Noe-Gordon McLendon) station and declared that with its enhanced purchasing power, KTSA would be in a better position to compete unfairly. It also attacked what it called KTSA's new programming practices.

When the FCC stayed the KTSA sale approval, it ordered McLendon to return the station to the Mitchell company. Two weeks ago the FCC, it was understood, relented and agreed to permit the station to remain in McLendon's hands pending the outcome of the protest hearing [B&TT, Sept. 3]. This hearing is scheduled to begin today (Monday) but presumably will have been cancelled following the withdrawal statement.

On Friday, the FCC announced its decision to postpone the effectiveness of its June 27 stay pending the outcome of the protest hearing and leaving the operation of KTSA in McLendon's hands.

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MORE AUDIENCE
than any other TV station in the rich heart of Louisiana

FROM 5:00 P.M. to SIGN OFF
(Monday thru Friday)
WBRZ rated highest in 125 quarter hours out of 149.

FROM 12 NOON to 3:30 P.M.
(Monday thru Friday)
WBRZ rating Tops All Others Combined!
- from a study by American Research Bureau, Inc., encompassing 31 counties and parishes in Louisiana and Mississippi.

WBRZ Channel 2
BATON ROUGE, LOUISIANA
Power: 100,000 watts Tower: 1001 ft.
NBC-ABC
Represented by Hollingbery
Radio Success Story: NIGHTBEAT

This month, Atlanta's most exciting radio show enters its second year.

Nightbeat. In it time buyers have found a terrific mover of goods and services—at the economy afforded only by good radio.

Nightbeat. In it listeners have found a strangely compelling attraction that has built a sustained radio audience of mass proportions.

Nightbeat is Atlanta by night. The news, the tragedy, the frivolity, the life of a great city reported by a roaming WSB Radio staff, and fitted into a framework of wonderful music.

Originally a 2-hour show, Nightbeat now is programmed from 9:30 p.m. to 1:00 a.m., Monday through Friday. Now, more advertisers can share the success of Nightbeat. Contact Petry for information and availabilities.

WSB and WSB-TV are affiliates of The Atlanta Journal and Constitution. Representatives are Edw. Petry & Co. NBC Affiliate.

"White Columns" is the home of WSB Radio and WSB-TV in Atlanta.
Tarzian Gets Ch. 21 Grant; WTTV (TV) Move Questioned

IN TWO tv actions last week, Sarkes Tarzian Inc., Bloomington, Ill., tv equipment manufacturer, received a grant for a new tv station and was advised that a hearing may be necessary on its application to change the transmitter location of its WTTV (TV) Bloomington to a point nearer Indianapolis.

The Sarkes Tarzian tv grant was for ch. 21 Roanoke, Ind., with visual effective radiated power of 251 kw and antenna height above average terrain of 760 ft. Ch. 21 is assigned to Fort Wayne, Ind., having been shifted from Huntington, Ind., by the FCC [BPT, July 23], but Roanoke is within the 15-mile eligibility requirement. Estimated costs for the proposed station were authorized in the Sarkes Tarzian application as $345,222 for construction and $300,000 for first year operation.

The proposed move of ch. 4 WTTV, which also entailed other equipment changes, would, the FCC found, for the first time place a principal city signal over the southern portion of Indianapolis and a Grade A signal over all of that city. A question therefore arises, the FCC said, as to whether WTTV is attempting to be an Indianapolis station, rather than Bloomington to which ch. 4 is assigned.

WWL Seeks Ch. 11, Asks Move of Zone Boundaries

REARRANGEMENT of the boundaries of Zone II and Zone III—so that certain portions of Mississippi and Alabama would be in Zone II instead of Zone III—is currently before the FCC. Following petition by WWL New Orleans.

The shift would allow allocation of ch. 11 to New Orleans. WWL said, WWL holds a grant for New Orleans ch. 4 but has been prohibited from beginning construction pending the outcome of the New Orleans deintermixtion proposal to move ch. 4 to Mobile, Ala., in exchange for Mobile educational ch. 42, which would be made commercial in New Orleans.

This would give New Orleans chs. 6, 8 (educational), 20, 26, 32, 42 and 61.

Aim of the WWL petition is to have ch. 11 WTOK-TV Meridian, Miss., shifted to Zone II, which requires only 190-mile separation between co-channel stations. Zone III, in which WTOK-TV is presently located, requires a 220-mile separation.

Distance between New Orleans and the WTOK-TV transmitter site is 184 miles, but WWL said that it will move its transmitter site 11 miles south of New Orleans to allow allocation of ch. 11 there. WWL's proposal seeks to change one of the Zone III latitude coordinates listings from 30° 48' 00" North to 30° 26' 30" North.

KOOS Gets Coos Bay Uhf

GRANT of ch. 16 Coos Bay, Ore., has been awarded to KOOS Inc., licensee of KOOS Coos Bay (1230 kc, 250 w). The FCC announced last week that it had made effective a July initial decision recommending that KOOS receive the grant. KOOS was unopposed following the withdrawal of another applicant, Pacific TV Inc. Pacific TV withdrew to await rule-making on its request to assign ch. 11 to Coos Bay (Notice of Proposed Rule-Making was issued in July).

U. of Georgia Gets Tv Grant

THE 44th educational tv grant was awarded by the FCC last week when the U. of Georgia, Athens, received a construction permit for ch. 6 there.
in East Tennessee ALL EYES ARE ON CHANNEL 10

WBIR-TV KNOXVILLE, TENN. ONE OF THE NATION'S MOST POWERFUL STATIONS

REPRESENTED NATIONALLY BY THE KATZ AGENCY
How to shoot a black cat... in a coal mine

An intriguing idea—and no longer impossible—thanks to Eastman Tri-X Reversal Safety Film, Type 7278 (16mm only).

Twice as fast as Super-X Reversal, Tri-X is of greatest value for shots when light is at a premium, for jobs like newsreel service. Process it without a hitch—interchangeably with familiar Plus-X Reversal Film.

Here again is manifest Kodak's stated policy to provide an Eastman Motion Picture Film for every purpose.
NEW FORMULA SET FOR NARTB CONVENTION

Radio and TV delegates to get more time for discussion of separate media problems at 1957 convention. Plans reviewed by Convention Committee in session last week.

A new convention formula by NARTB, giving radio and TV delegates more time for discussion of their separate media problems, will mark the 1957 meeting, to be held April 7-11, at the Conrad Hilton Hotel, Chicago.

Plans for the convention were reviewed Thursday at a meeting of the 1957 Convention Committee held in Washington. Presiding were the co-chairmen—Kenneth L. Carter, WAAM (TV) Baltimore, and Herbert L. Krueger, WTAG Worcester, Mass.

An additional half-day for separate radio and TV membership discussion was specified by the committee, with sessions to run concurrently. The engineering conference will cover three full days of sessions, spread over a four-day period so engineers can take part in all-industry programming.

The committee set apart Monday April 8 for a full day of engineering programming. Non-agenda management meetings of groups outside the association will be held Monday morning and evening with fm and labor sessions in the afternoon. Formal opening of the full convention will be held Tuesday morning, with engineers joining management. The morning will be featured by the keynote speech and presentation of the annual keynote award.

Tuesday afternoon will include concurrent radio and TV workshop-discussion programs.

WGN-TV Among 16 Stations Subscribing to NARTB Code

WGN-TV Chicago heads a list of 16 stations that have subscribed to the NARTB TV Code. Announcement of WGN-TV's intent was made last week in a letter circulated to clients and their agencies by the station's general manager, Ward Quaal (CLOSED CIRCUIT, JUNE 18).

Earlier, Mr. Quaal had disclosed that the WGN radio outlet had taken steps to conform strictly to the NARTB Radio Standards of Practice by banning mail-order business and hard-sell commercials as well as commercial religious programs.

The TV Code adherence becomes effective Nov. 15. The Chicago Tribune video station joined NARTB last July 1. The radio unit already was a member of the association.

Mr. Quaal, who is a member of the NARTB TV Board, reported he had appraised the station operations since taking over their management Aug. 1 and said WGN-TV "is now functioning very close" to the code's standards for advertising copy for programs up to 30 minutes in length. For longer programs, full compliance will be achieved, he said, by reducing length of commercials in two steps—Sept. 15 and Nov. 15.

Advertisers will be required to cut their commercials by Sept. 15 from 6 to 4½ minutes on 30-minute shows and from 12 to 9 minutes on one-hour programs. Further cuts to 3 and 6 minutes, respectively, will be made next. Time on 90-minute feature films under single sponsorship will be reduced from 18 to 14 minutes and then to 10-15 minutes.

TV stations that recently have subscribed to the code, in addition to WGN-TV, are KLTV (TV) Tyler, Tex.; KTVR (TV) Denver; WISC-TV Madison, Wis.; KHAD-TV Laredo, Tex.; WTHI-TV Terre Haute, Ind.; KOTA-TV Rapid City, S. D.; KRIS-TV Corpus Christi, Tex.; KTXX-TV San Angelo, Tex.; KDKA-TV Pittsburgh, Pa.; WTVT-TV Tampa, Fla.; WTVL-TV Miami, Fla.; WTVI-TV Houston, Tex.; WABC-TV New York; WSB-TV Atlanta, Ga.; WINS-TV New York; WTOP-TV Washington, D. C.; WIST-TV Buffalo, N. Y.; WOR-TV New York; WJZ-TV Baltimore, Md.; WJAR-TV Providence, R. I.; WORR-TV Boston, Mass.; WORL-TV Raleigh, N. C.; WHTN-TV Huntington, W. Va.; WCKT-TV Miami, Fla.; WTTW-TV Chicago.

Adm. Radford to Speak At RAB Clinic in N. Y.

ADM. ARTHUR W. RADFORD, chairman of the U. S. Joint Chiefs of Staff, will speak at the Oct. 29 luncheon of the Radio-Advertising Bureau-sponsored "National Radio Advertising Clinic" to be held at the Waldorf-Astoria in New York that day and on Oct. 30.

According to Kevin B. Sweeney, RAB's president, who made the announcement last week, Adm. Radford will analyze the world situation in an address that will be aimed for network rebroadcast.

About 600 advertiser and agency executives have been invited to be RAB's guests at the two-day meeting, which will be attended by about 250 persons from networks, station representatives and radio stations. On Oct. 29, 12 advertisers and speakers will discuss how radio fits into their overall advertising-sales strategy.
PCC members have been invited to attend.

Chairman McConnaughey’s talk will precede by a day the Celler Committee’s hearings on the networks which begin in New York Thursday morning (see story, page 74). Robert Burton of BMI, president of RTES, will be the master of ceremonies.

RAB Holds Second Seminar, Two Scheduled This Week

RADIO ADVERTISING BUREAU last Thursday and Friday held a two-day seminar on radio station management in French Lick, Ind., for 63 midwestern station executives. This was the second of four regional management conferences which RAB will hold this fall and follows a two-day meeting of western radio executives held in Palo Alto, Calif., last month.

Among the subjects explored by RAB and broadcasters at the conferences are promotion, managing the sales department, programming and managing for greater sales and profits. Some 88 individual subjects are on the agenda for discussion at the conferences.

Registration for the four meetings totals 260, according to Kevin Sweeney, RAB president, who is conducting the meetings along with John F. Hardesty, vice president and general manager of the bureau; Sherril Taylor, vice president in charge of promotion, and Arch L. Madsen, director of station service. At the conclusion of the French Lick meeting, the RAB executives flew to Biloxi, Miss., for a two-day conference with southern station managers, opening today (Monday), and will proceed to Skytop, Pa., for the eastern regional conference on Thursday and Friday.

TIME TO PROFIT BY STUDIES, JCET TOLD

Dr. W. R. G. Baker tells conference of Joint Council on Educational Television to make capital of methods and techniques already developed and to avoid spending time and money on independent efforts.

EDUCATIONAL television representatives were told last week to make capital of the educational TV methods and techniques already developed instead of spending time and money in independent efforts to improve present educational systems or add new ones.

"Let us do less talking and more constructing," urged Dr. W. R. G. Baker, General Electric Co. vice president and president of Radio-Electronics-TV Mfrs. Assn., in a luncheon address Thursday during a one-day conference of the Joint Council on Educational Television, meeting at Washington’s Sheraton-Park Hotel.

The all-day session heard talks by more than 15 educational TV leaders. All were urged by FCC Comm. T. A. M. Craven to attend a Sept. 20 FCC conference on the Commission’s allocations rulemaking. FCC Chairman George C. McConnaughey addressed the evening session, which also was attended by other FCC members.

The TV educators held the conference to exchange ideas on the FCC’s allocations proposals. Results of the meeting will be conveyed to the Commission by Oct. 1.

Dr. Baker, in his luncheon address, told the educators he believes it is "high time that each individual state or locality stopped trying to invent the wheel independently as far as instructional television is concerned. Let each of them profit by the studies that have already been made by others, rather than expending large amounts of time and money on basic research." The RETMA president said that while he does not advocate bringing all study and experimentation to a halt, "what is needed today is applied research, rather than more fundamental research." For this "you have to have stations and networks in operation," he said.

To emphasize what he meant by urging use of present, proved educational TV methods, Dr. Baker pointed to the adult education program being carried on by the Alabama Educational Television Commission in Birmingham, and to the closed circuit TV education project being conducted in Hagerstown, Md., by the Washington County (Md.) public school system with the support of the Educational Television Commission (through RETMA) and the Ford Foundation.

He complimented AETC in particular on two courses (Spanish and algebra) which he saw being televised during a visit by him to Birmingham. Dr. Baker suggested that JCET might establish a "small task force" to assist the Birmingham and Hagerstown efforts.

Warning that educators cannot afford to lose their channel assignments, "by default," Dr. Baker urged action in building stations and networks, noting that the "intrinsic value of educational television has been proven beyond a question of doubt." He pointed to the growing teacher shortage as a mandate for educational TV broadcasters to help fill the void.

Expressing concern as an engineer and a representative of the electronics industry over the shortage of graduates in the physical sciences and engineering (only 45,000 each year), Dr. Baker said it is generally agreed that the country needs twice that many. Although there is no easy answer to this problem, educational TV can "help us out," he said, maintaining that "science can be made interesting and one of the easiest ways to do it is through television."

Harry K. Newburn, president of the Educational Television & Radio Center, Ann Arbor, Mich., reviewed the accomplishments of educational television and the facilities available to the present 21 educational TV stations from other educational TV outlets and from other institutions, primarily universitaries.

He felt the existing 21 stations have a potential audience of 40 million because of their locations in population centers and said five to ten new stations are under development and expect to be on the air in "the next year or two."

Mr. Newburn reviewed a list of the various educational TV programs under development by educational stations and other institutions, many of which, he believed, are as good or better than those praised by Dr. Baker in Birmingham and Hagerstown.

Reports on educational TV operations in 14 states or localities were given as follows:

George L. Arms, KETC (TV) St. Louis; Ralph Lowell, WGBH-TV Boston; Frank E. Schooley, WILL-TV Urbana, Ill.; John W. Dunn, KETA (TV) Oklahoma City and KEGD-TV Tulsa (not on the air); James Day, KOED (TV) Berkeley-San Francisco; H. M. Martin, WKNV-TV Memphis; Raymond D. Huribert, Alabama Educational TV Commission, WAIQ.
ONCE upon a time there was a fellow from Amarillo who was fond of saying that his home town was closer to five other state capitals than it was to its own down in Austin. One day he ran into a Skeptic with a map and a pair of calipers. “You lie,” said the Skeptic. “Looka here—it’s 425 miles to Austin, 450 to Cheyenne, 360 to Denver, 250 to Oklahoma City, 450 to Topeka, 260 to Santa Fe.”

“That’s the way a crow flies. How about in a car?”

“I just happen to have a road map here in my pocket. Let’s see . . . It says 509 to Austin, 544 to Cheyenne, 547 to Topeka. You’re better off to ask another crow.”

“Hell with a crow. Let’s charter a plane . . .” and away they went to an airport.

“I want to fly to Cheyenne,” Mr. Amarillo said to the gal.

“Why?” she replied.

“Find out how far it is.”

“We got better ways to tell . . . hmmm, it’s 450 miles by this here map.”

“See—whadda I tell you,” said Mr. A to the Skeptic.

“Whoa up a minute,” said the Skeptic. Turning to the lady, he asked, “How far you make it to Austin?”

“425 miles,” she allowed.

Well, so it’s only 3 capitals Amarillo is closer to than its own.

It doesn’t really matter, so long as we’re closer to the stuff advertisers look for when they want business.
Hillenbrand Heads Planning For AAAA Eastern Workshop

NAMES of the planning committee for the account management workshop of the 1956 Eastern Annual Conference of AAAA, were announced by Adolph J. Toigo of Lennen & Newell, New York, chairman of the AAAA Eastern Region. The conference will be held in New York at the Hotel Roosevelt, Nov. 27-28.


Code Review Board Members Assigned to Regional Meets

MEMBERS of the NARTB Code Review Board have been assigned to the eight regional meetings starting Sept. 17 in Minneapolis, according to Edward H. Bronson, NARTB director of tv code affairs. Recent interpretations of the code will be explained as well as operation of monitoring services.

Taking part in the first four meetings will be these code board members: Sept. 17, Minneapolis, William B. Quarton, WMT-TV Cedar Rapids, Iowa, board vice chairman; Salt Lake City, Sept. 20, Mrs. Hugh McChung, KHSI-TV Chico, Calif.; San Francisco, Sept. 24, G. Richard Shafio, WIS-TV Columbia, S.C., board chairman; Oklahoma City, Sept. 27, Mrs. McCung.

NARTB Plans to Increase Public Relations Activity

NARTB's public relations activity will be "substantially expanded" under a program approved by the board of directors, according to President Harold E. Fellows [CLOSED CIRCUIT, Sept. 3]. The plan was drawn up by a special committee.

Acting under a board resolution adopted last June, the committee reviewed the association's public relations work at a July 25 meeting [B&T, July 30]. It found the association lacked personnel and funds to meet all public relations needs, though the activity was improving at both national and community levels.

The new program specifies that the expanded activity should be performed within NARTB's framework and that the president should name a public relations administrator to direct the operation. More money was voted to cover increase in personnel and expenditures.

Sylvania Ups Prices, Wages

IN KEEPING with the industry-wide price increase on black-and-white tv sets, Sylvania Electric Products New York, last week instituted an "immediate" mark-up of $10 on four of its models. Meanwhile, Sylvania raised the take-home pay of its 27,000 employees by announcing a five to eight cents an hour wage increase for its hourly employees, and a 3% increase for its salaried employees.

DuMont Ships to WVET-TV

EQUIPMENT was shipped last week to WVET-TV Rochester, N. Y. (ch. 10), by Allen B. DuMont Labs to convert station's multi-scanner unit to color, permitting that station to originate local programs in color for the first time.
MGM MAY GET 25% OF MINNEAPOLIS TV

CHANGE in call letters of KEYD-TV Minneapolis (ch. 9) to KMGM-TV took effect on Sept. 1, it was announced last week by Sy Weintraub, president of the station.

Mr. Weintraub said negotiations are still in progress to purchase the Metro-Goldwyn-Mayer library of films, with discussions of a 25% interest in KMGM-TV accruing to MGM in return for the films. He stressed that the 25% stock sale is "not contingent on the MGM film purchase." Asked whether the change in call letters had a bearing on the negotiations with MGM, Mr. Weintraub replied: "We changed the call letters because we feel that KMGM-TV is more euphonious than KEYD-TV."

Last month, Loew's Inc., parent company of MGM, leased its film library to KTTV (TV) Los Angeles and also bought a 25% interest in that Los Angeles Times and Mirror-News-owned ch. 11 outlet [BTV, Aug. 20]. Price for the film rentals was estimated at $4 million and price for the quarter interest in KTTV at $1,625,000. At that time Charles C. (Bud) Barry, Loew's tv vice president, announced that the motion picture company intended to acquire other station interests.

KDKA-AM-FM-TV Pittsburgh Announces Changes in Staff

FOUR staff changes affecting both KDKA Radio and KDKA-TV in Pittsburgh were announced last week by Harold C. Lund, vice president of Westinghouse Broadcasting Co. in that city.

John Stilli, KDKA sales manager, will fill the same position at KDKA-TV and Don Trageser, member of the sales department at KDKA, will fill Mr. Stilli's post at the radio station.

B. Calvin Jones, production manager of KYW-TV Cleveland, Ohio will move to Pittsburgh this week to take over as program man-

KNOXVILLE, TENN. 54th Metropolitan Market

WATE-TV OFFERS YOU:

- POPULATION 1,391,280 (54 COUNTIES)
- FAMILIES 345,810
- RETAIL SALES $1,081,361,650
- E.B.I. $1,290,306,630

* May 10, 1956 Sales Management Survey of Buying Power

WATE-TV

THE POWER MARKET OF THE SOUTH CHANNEL 100,000 WATTS

Knoxville, Tennessee

Represented Nationally by: AVERY-KNODEL INC.

NEW YORK • ATLANTA • DALLAS • SAN FRANCISCO • LOS ANGELES • CHICAGO

BROADCASTING • TELECASTING

September 10, 1956 • Page 91
The Tar Heel Soul

Through this keyhole lies a land of awakening pulse... an eager thirst. The Tar Heel Soul—under the shadow of the tallest man-made structure in the two coalines... the witt tower, reap the yield from this rich tobacco land and its receptive consumers.

Gilbert to Head New Branch Of Avery-Knodel in Detroit

IN LINE with an expansion program at Avery-Knodel Inc., station representatives, Lewis H. Avery, president, is announcing today (Monday) the opening of a new office in Detroit, headed by Glenn Gilbert. The office is in the National Bank Bldg., Suite 1446, Detroit 26. The telephone number is Woodward 1-9607.

Mr. Gilbert served most recently with The Katz Agency in Detroit.

WRAL-TV Raleigh Names Fred Fletcher Manager

FRED FLETCHER,general manager of WRAL-AM-FM Raleigh, N. C., will serve as general manager of WRAL-TV, scheduled to go on the air Dec. 1, it was announced last week.

Ted Cramer will be operations manager of the tv station, and Virgil D. Duncan, chief engineer of WRAL Radio, will serve as chief engineer for WRAL-TV. H-R Representatives has been appointed to represent the station.

The FCC granted ch. 5 to Capital Broadcasting Co., owner of WRAL, on June 29 [At Deadline, July 2]. A. J. Fletcher is president of the company.

WRAL-TV will operate on 100 kw and plans to construct 1,100-ft. tower.

Film Rating Total of 50 Guaranteed by WATV (TV)

WATV (TV) Newark-New York will guarantee a cumulative total of 50 rating points a week, based on Telepulse Inc., for its Famous All-Star Movie series of 20th Century-Fox films beginning on the station Oct. 1.

WATV President Irving Rosenhaus made this announcement at a luncheon presentation for the series, which was given by the station in Chicago on Aug. 29. The program policy will be to have multiple exposure of each film on the basis of 16 showings a week.

In essence WATV will be guaranteeing advertisers an audience of 2,365,000 homes each week, said Mr. Rosenhaus.

McGillvras Buying Station

ENTRY into radio station ownership field by Joseph Hershey McGillvra, president of the radio-TV station representative firm bearing his name, was disclosed in an application filed with the FCC last week. Mr. McGillvra and his wife, Agnes, asked the commission to approve their $72,500 purchase of WBIW Bedford, Ind., from Radio Bedford Inc. WBIW, which began operation in 1948, is a Mutual affiliate on 1340 kc, 250 w. The McGillvras also are applicants for a new am (1300 kc, 1 kw day) at Kingston, N. Y.


STATIONS

The station is at 104.3 MHz.

Channel 7.

WNYT-WBFS

Monticello, Ky., has been sold by Clifford Spurlock and James Shackleton to Fred A. Staples. Price was $25,500, with the sale negotiated by Paul H. Chapman Co., Atlanta broker. Mr. Staples is a former owner of WCRC Chewsaw, C. S., and stockholder in WHJC Matewan, W. Va. WFLW operates on 1570 kc with 250 w daytime. Sale is subject to FCC approval.

WFLW Sold to Fred Staples

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We're selling more TV sets in Channel 8's San Diego!

San Diego is the 20th market in the nation in Furniture—Household—Radio Store Sales—1955.

More sales in this category than Denver, Seattle, New Orleans, Indianapolis, Portland or Dallas.

San Diego has more people, making more, spending more, and watching Channel 8 more than ever before!

*Sales Management 1956 Survey of Buying Power
ABC to Represent Its Networks in West

WESTERN division regional radio and television networks of ABC will be represented nationally by the network's own sales offices effective Nov. 1 on resignation of representation by Edward Petry & Co., it was confirmed last week by both ABC and Petry offices in Los Angeles.

Garrett E. Hollihan, who handled ABC for Petry in San Francisco, returns to Petry's Los Angeles office.

Hugh Ben LaRue Appointed KTVR (TV) Executive V. P.

APPOINTMENT of Hugh Ben LaRue as executive vice president of KTVR (TV) Denver was announced last week by John Shaheen, president of the Founders Corp. and John D. Keating, vice president of Gotham Broadcasting Corp. Each of these corporations owns 50% of KTVR Inc., the station's licensee.

Mr. LaRue served most recently as general sales manager of WINS New York, in which Gotham Broadcasting has a major interest. Previously, he had been vice president and general manager of KULA Honolulu and an account executive at WOR-TV New York.

Jon R. McKinley, general manager of KTVR (TV), will continue in that capacity. It was reported that no other personnel changes are expected.

Mild Heart Seizure Hospitalizes Fay

WILLIAM A. FAY, general manager of WHAM-TV Rochester, N. Y., was reported in good condition in Rochester General Hospital last week after suffering a coronary occlusion at his home Aug. 31.

Spokesmen for the station said diagnosis indicated the heart attack was mild. He will remain at the hospital for the prescribed three-week period, which will be followed by a period of rest and recuperation at his home.

Mr. Fay, for many years a prominent industry figure, was associated with Stromberg-Carlson Co. from 1928, when he became program director of its WHAM, until its sale of the WHAM properties to Transcontinental Television Corp. last month [B&T, Aug. 27].

KGW-TV Appoints Pindell

JOHN H. PINDELL, local sales manager for KING-TV Seattle, Wash., has been named sales manager of KGW-TV Portland, Ore., it was announced last week by KGW-TV Manager Walter E. Wagstaff.

Mr. Pindell, whose appointment at KGW-TV becomes effective Oct. 1, has been local sales manager of KING-TV since returning to the Seattle station last January. He had been account executive for KING Radio and KING-TV from 1950 to 1953. In December of 1953, he went to Spokane, Wash., to become sales manager for KHQ-TV.

Motor Vehicle, Automotive Supply Stores and Service Stations Sales Over $250 Million Dollars

This is just one example of how the more than three thousand more new families that come to the Tulsa area each year spend money! That's because they have the money to spend. No matter what kind of product you sell, you'll sell the most, at lowest cost, in Oklahoma's No. 1 Market with Oklahoma's No. 1 advertising combination — KVOO RADIO and KVOO-TV.

*Sales Management, May 10, 1956, Research Dept., Tulsa Chamber of Commerce.
Darrell Stuart

Or how to paint your way up the ladder

"You hear a lot of talk these days about the danger of big companies getting still bigger.

"What people overlook is that every big company creates opportunity for small ones to start and grow strong. I'm a good example.

"I quit school at 15 and went to work as an apprentice painter. When I was 22 I started a little decorating business in Santa Barbara, California.

"In 1930—when I was 33—I had an idea I could do better by specializing. So I bid on painting a Union Oil service station. I got the contract, gave my decorating business to my superintendent, and started to specialize.

"I had a truck, a hired hand, and $1000 I'd borrowed from the bank. I did a better paint job on that first station than Union had ever been able to get for the money—and still made $40. As a result, I kept getting more contracts—and borrowing more money. Profits I put back into the business for equipment.

"Today, Darrell Stuart Inc. gets most of the paint work for Union Oil's marketing department, and a sizeable amount from other departments, too. We still bid competitively on every job—and still do a better one than Union itself can do any other way.

"We employ over 200 people, work 92 trucks and own our own building, mortgage-free. Last year we grossed over a million dollars.

"But the point is: if Union Oil hadn't given me the chance, I'd never have had the incentive to come this far. In my book, big business is the best friend—and customer—small business has!"

* * *

Last year our customers paid us a record $368,760,900. That's big business.

But when you take a closer look, you find we spent 72% of that $368,760,900 with more than fifteen thousand other companies and individuals with whom we do business.

Many of these companies—like Stuart's—have grown with us. As long as we continue to do a better job, there's a good chance some of those small companies will be the big ones of tomorrow.

YOUR COMMENTS ARE INVITED: Write: The Chairman of the Board, Union Oil Co., Union Oil Bldg., Los Angeles 17, Calif.
IS IT inevitable that the loss of a trained and gifted employee in the program department of the average television station leave an unpatchable hole in the outlet's operations? Must a TV station manager eternally pour curses on a transient industry and claw for the classifieds once more when one of his star programming people moves on to a better job? Does the cost-conscious TV outlet have to depend on the ebb and flow of a new and changing industry to send him capable and creative employees to build up his programming?

Not a bit of it, says Thomas B. Jones, program director of WTOP-TV Washington, D.C., which for five years has operated a continuous on-the-job training school that not only keeps on tap the necessary lower echelon program help and fills the station's vacancies with capable young directors, but also sends out a small surplus of the latter to the rest of the broadcast industry.

WTOP-TV itself was having troubles getting and keeping good programming people in June 1951 when John S. Hayes, president of the Washington Post Broadcast Div. (WTOP-AM-FM-TV, WMBA-AM-FM-TV Jacksonville, Fla.), worked out the station's 30-month training plan for keeping a constant supply of directors available for its programming needs.

Tom Jones was one of four graduates from the University of Maryland selected by Mr. Hayes to begin the Washington outlet's system of securing promising young men as prospective TV directors and training them in its own way. Today, of the 16 people in WTOP-TV's program department, all but one are products of or trainees in the station's on-the-job system.

These include Program Director Jones, a production manager, four directors and nine trainees, of whom four are assistant directors and five floor directors.

At first glance, WTOP-TV's training program would appear to be no different than that of the ordinary TV station which trains its help from scratch; that is, the prospective young director, with little or no background in television, is hired, trained over a period of time in which he is given increasing compensation and responsibilities and finally is given a permanent assignment in the station's program department.

But the Washington outlet's training system is a great deal more than that. WTOP-TV management, knowing that its programming department will have only a limited number of vacancies, makes no promises of permanent employment to its on-the-job trainees except to assure the pupil that upon completion of the training course he will have first call on any program position opening at WTOP-TV. If no vacancy occurs, the station uses its resources to secure the graduate director a job somewhere else in television or related industries.

In selecting prospective candidates in the training course are the graduate director from applicants for the WTOP-TV training school, Mr. Jones begins at the beginning. He believes that no one should go into the training who is not potentially qualified, in aptitude and attitude, to be a full-fledged TV director. That WTOP-TV's screening of applicants and sound is shown by the station's record of those who have gone through the training. Of 40 persons who have entered the training, 15 are accounted for at WTOP-TV itself, including the present crop of trainees. Of the others, 15 have responsible programming or similar creative positions in TV or related industries; five left the program because of inadaptability and five are in other fields or on military leave.

WTOP-TV chooses the trainee from among college graduates, preferably those who have taken speech, drama, radio-TV communications or related courses in college. Among institutions represented by participants in the training course are the U. of Maryland, George Washington, American, Catholic and Howard universities, all from in or near Washington, and U. of California, Northwestern, Princeton, Yale and Duke universities.

Wanted: Creative Minds

But the station's main concern in selecting an applicant is the attitude and aptitude of the prospective director toward the TV medium. This is established by personal interview. Although the applicant may not have a four-year college education, ability and background may be entirely unrelated to television, "we will hire him if he has what we are looking for," Mr. Jones says, "for neither education nor background can take the place of the creative mind." One of the station's most highly-regarded directors came to WTOP-TV from a job as a Latin teacher.

What is the creative mind? Mr. Jones may be able to recognize it, but he defines it only by example. "Suppose," he said, "that you have a young lady in here tomorrow afternoon to do a song. That was what faced one of our young directors a few weeks ago. The song was 'Over the Rainbow.'

"Now, one way—an acceptable way to do this—would be to stand the girl in front of a painted rainbow backdrop for her song. That would establish the theme of 'Over the Rainbow.'

"But our young man had a truly creative idea which we fully supported. The scene opened with a scrubwoman on her knees scrubbing the floor and cleaning in front of a looking glass against a well-to-do-home setting. As she worked she began humming 'Over the Rainbow.'

"As the drab cleaning woman began dusting the mirror the camera dissolved to show in the looking glass a carefree and smiling young girl, identified as the scrubwoman, dancing lightly through a lavish palace, where servants waited on every hand, happy to defer to her every wish as she moved from one setting to another. As the song, coming off camera, was concluded the picture dissolved again to show the scrubwoman, her daydream finished, still humming the tune while completing her task of dusting the looking glass."

It might be argued that the candidates finally selected by WTOP-TV's program department show more than mere aptitude or the creative spirit. There are enough obstacles along the way to weed out quickly those who are not driven by esthetic passion, or at the least, a strong singleness of purpose.

The trainee starts out at WTOP-TV as a "floor director" at $40 a week. If the scant pay is not enough to discourage him, he soon finds that his new title is deceptively optimistic. A floor director, as any floor director well knows, moves furniture, props, scenery and do other menial studio chores in unquestioned deference to the whims of the director; he holds "idiot boards" for live TV performers; he cues the talent on time remaining, is responsible for props and sets being available and for conveying talent to the right place at the right time. If this doesn't scare him off, his responsibilities increase and his salary skyrocket to $50 in three months.

When he completes nine months his pay goes to $55 and at the end of 15 months he becomes an "assistant director" at a salary of $60.

For the second 15 months, as assistant director, he moves up to the control booth where he keeps a stopwatch on the live
Viewers for counties around can throw their channel bands away and not miss a trick.

The reason ... WICU, Erie — the only VHF station within 100 miles. WICU covers 3 states and invades 2 countries. It stars top network and local programming that prompts audiences to rave and rating systems to thrive.

If you buy "by the numbers", WICU delivers ratings consistently 20% and more over the national average. If you buy the "track record", then even if your name's Rock Hudson success will spoil you on WICU. Witness the box-office ratings below.

A spot campaign tucked midst WICU's 40's and 50's will rate even higher with the client.

Now's the time to call your Petry man. A reading from his prompt book can guarantee you a "packed house every performance".

**WICU ERIE, PA. CHANNEL 12**

An Edward Lamb Enterprise — Ben McLaughlin, General Manager
Represented Nationally By
EDWARD PETRY AND CO., INC.
New York, Chicago, Detroit, San Francisco, St. Louis, Los Angeles
In Cincinnati—Get All Four

Personalities Ratings Audience Power

BUY WCKY . . . INVESTIGATE TODAY

WFNS 'Radio Museum'

WFNS Burlington, N. C., Commercial Manager Harold Nall began collecting old radio and phonograph sets several months ago to see how many could be picked up in the WFNS area. The result was a three-day "Radio Museum" staged by the station during which 500 visitors viewed equipment dating back more than 60 years as well as the latest in high fidelity and stereophonic sound. Illustrated by photographs of pioneer radio operations (through the courtesy of KDKA Pittsburgh and Mutual), the oldest item on display was a Columbia Graphophone with an 1886 patent date. The oldest radio set shown was a Model 20 Atwater Kent. Guests also listened to a 15-minute tape of some of the voices once (and still highly) popular on radio and newscasts of top moments in the industry's history.

Final phase of the museum featured a demonstration of the latest in sound equipment in the WFNS studio. Sound was traced from early day phonographs to a demonstration of stereophonic equipment.

Also playing an important part in the exhibit were General Manager G. C. (Jack) Starnes, Chief Engineer Charles Stafford and Program Director Dick Bowman.

WMAR-TV's Kavanaugh Dies

EMMETT P. KAVANAUGH, 62, vice president and secretary of the A. S. Abell Co. (publishers of WMAR-TV Baltimore and publisher of the Baltimore Sunpapers), died last Wednesday in Union Memorial Hospital, Baltimore, following a heart attack a week earlier.

Survivors include his wife, Mrs. Katherine Kavanaugh; two sons, Emmett P. Kavanaugh Jr., and Robert Kavanaugh, assistant national advertising manager of the Sunpapers, and a stepson, B. Herbert Reynolds, Sunpapers circulation manager.

A MASTER'S DEGREE in communications is awarded to broadcaster John F. Dille Jr. (0) by the University of Chicago— the first such degree awarded by the university to a newspaper-broadcasting executive. Presentation is being made by Chicago University Vice President R. Wendell Harrison. Mr. Dille is president of the Truth Publishing Co., Elkhart, Ind., publisher of The Elkhart Truth, and president of WTRC-WSJV (TV), both Elkhart.

Page 98 • September 10, 1936
In San Francisco They Are Watching Channel 4
And the Best of the Warner Bros. Film Package

SAN FRANCISCO CHRONICLE · NBC AFFILIATE · PETERS, GRIFFIN & WOODWARD
COME HELL OR HIGH WATER

STATIONS

STANDING IN the experience of WTAG Worcester, Mass., during the 1952 tornado and 1955 flood is a booklet explaining each staff member's duties in relation to the whole storm operation in time of crisis, prepared by Andy Fuller, WTAG's community service director. For the guidance of other stations located in areas where winds and flood waters may upset normal operations, WTAG's community-station booklet is a condensed version of WTAG's Storm Procedure.

GENERALLY SPEAKING

As things have developed over the past few stormy years, we seem to have settled into two main storm functions:

1. A place for the reception, and then re-broadcast, of emergency announcements;
2. A place where people telephone to get information.

The first function is, of course, the most important. And we should never let the second get in the way of the first. But, we should make every effort to do a good job on the second.

Especially when you're tired, people's foolish telephone questions seem even more foolish. But often these people are calling from a tough spot, or they've just been through some rough going. From where they sit, or stand, their question is important. And as long as we're warm and comfortable—with a coffee pot rumbling not too far away—we can afford to be nice to everybody.

Some of the procedures in here may seem unnecessary. It may seem as though "there isn't time" to, say, put your initials—the date and the time received on the bottom of an announcement taken over the phone. But there's very good reason for that. And if done, it will take much more time later, and also some confusing and embarrassing mistakes.

This handbook is an attempt to make note of some of the things we've learned handling a tornado, some hurricanes, and assorted floods and blizzards. It may be changed in the light of future experience. But for the moment, let's make it the standing operating procedure. If you'll absorb as much of it as you can ahead of time—especially the parts which may apply to you—we'll be able to get organized twice as fast should anything more blow into town.

STORM HEADQUARTERS

News Room

Storm Coordinator

One person should be designated as Storm Coordinator with the job of filtering and checking all incoming public service information. He corresponds closely to the editor of a newspaper who is theoretically responsible for everything in the paper—although in actual practice, it's something hard to make that "everything" an actual fact.

Storm Table

As soon as we go on storm alert, one large table should be set up as the clearing point for all storm bulletins, except material for use on regular newscasts. Newsmen will continue their usual function as editors and collectors of "news." However, most newscasts will include, or add on, lists of storm announcements. And sometimes these are done by newsmen themselves rather than regular announcers. In this case newsmen will be working with the storm table. But generally speaking: Newsmen do news... storm table handles everything else.

The storm coordinator will work at this table and be in charge of keeping things in some kind of order. All announcements will be designated in one of the following seven categories and a folder of some kind should be set up for each:

Work: all announcements giving instructions for employees to report, or not to report, for work.

Cancel and postpone: applies to churches, clubs, veterans' posts, schools, care of farms, bazaars, outings, weddings, funerals, anniversaries parties (if they involve a large number of people), bean suppers and the like.

Public: official and semi-official instructions about important things like water, food, re-routing of traffic, roads closed, health warnings, etc. This will usually come from fire, police, ACD, government, health departments and such.

Advice: these are helpful suggestions. They may come from any source; about things like how to siphon water out of your cellar, how to purify water in a suspected well, how to clean and deodorize water-soaked carpets, etc. Good litter material.

Locate and save: personal announcements in which people are either reporting themselves safe, or asking for information about relatives.

General or miscellaneous: This is the catch-all for anything which doesn't fit elsewhere. A man calls and says he has an electric generator he's willing to loan or sell... someone volunteers the service of his plane... a person asks for someone with a boat to come and get her at such-and-such an address, etc.

Dead: meaning material no longer to be aired. Only the coordinator should put anything into this file. Out-of-date or superceded by new information or instructions... information transferred elsewhere, etc. All should be saved for the record.

Bulletin Board Wall

Much of our accumulated information can be posted on one or both of the bulletin walls in the newsroom—and thus make it immediately available for quick reference. As noted below—the maps would be on this wall. And we could also post things like important phone numbers, list of dead, list of towns where drinking water must be boiled, road information (in addition to having it penciled in on the map), sample wording of standard announcements.

Telephones

At present, we figure on having three phones set up in the storm room for use exclusively in taking calls from the public. These can be supplemented by additional people on phones in the program manager's office, program-segment office, and the program director's office. The fourth line into the newsroom is an outside line for news use, primarily.

A Few Useful Items

Useful, but not essential, would be a small supply of rubber date-stamps and stamp pads and some rubber fingers, for leafing quickly through piles of copy and announcements. Almost a necessity would be some telephone shoulder rests so phone-takers could talk on the phone and type at the same time.

Maps

We should keep at least two basic maps, preferably black-and-white, mounted on a wall, and overlaid with a sheet of acetate so we could mark them (and change the marks when necessary) with grease pencil.

One should take in the Caribbean area and the U.S. East Coast so we could plot the routes of the hurricanes.

The other should be the Central New England area—showing all roads that which we could show closed roads, flooded areas, restricted areas, etc.

Map changes should be made only by news-

WHICH WAY WILL IT GO?

WEATHER REPORTS forecasting atomic fallout that could be expected in event of enemy attack are being provided radio-tv broadcasters and newspapers in a joint Weather Bureau-Civil Defense Administration service during Civil Defense Week observation, Sept. 9-15.

Broadcasters were asked last week to use the forecasts to show the public how radio-active fallout can be a prime danger in case of an atomic bomb attack. The forecasting service was scheduled to start yesterday (Sunday).

As the weekend neared, weather officials were working on techniques to protect against scaring listeners and viewers. This would include explanatory messages, for example, so the public would understand the service was experimental and that no bombs had actually been exploded.

Material for the forecasts is available in regular service now provided by the bureau, which takes upper-air readings four times a day plus two special observations. Upper air soundings are obtained from balloons. They track the winds at various levels, showing direction, speed and intensity. In case of war, it was suggested that atomic fallout reports might be provided as often as every three hours.

While planning for tv coverage of the fallout service had not been completed, it was thought that rough charts could be prepared on bureaus' maps that which we could show closed roads, flooded areas, restricted areas, etc.

Fociarts for aural broadcasts would be printed on regular bureau teletype circuits. A bureau forecast would provide material suggesting best directions to take in case of evacuation, showing where intensity of fallout is likely to be heaviest.

Page 100 • September 10, 1956
**Men Who Know Akron**

**Best**

**BUY MOST on WAKR**

*Leading*
- Department Stores
- Super Markets
- Banks
- Auto Dealers
- and Others

**IN AKRON...**

**WAKR** is

**IN LOCAL AND NATIONAL SALES**

Nationally Represented by WEED AND CO.

**RADIO-TELEVISION CENTER**

853 Copley Road – Akron 20, Ohio

---

**IN AKRON...**

**WAKR** is

**IN LOCAL AND NATIONAL SALES**

Nationally Represented by WEED AND CO.

**RADIO-TELEVISION CENTER**

853 Copley Road – Akron 20, Ohio

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**SERVICE CALLS**

- Men or coordinator, if either is on duty. If not
- Then at the discretion of whoever's holding the fort.

**SPECIFIC FUNCTIONS**

**NEWSMEN**

Prime job is, as usual, collecting and editing material for use on regular newscasts. However, there will be times when they may be involved in the general run-of-the-mill public service calls or notices.

**ANNOUNCERS**

Announcers will ordinarily be reading the public service announcements. But since they may also do a good many additional things when we're really busy—some of the other sections apply to them—i.e., phone-takers, newsmen, etc.

**Lists of Names**

Much of our air traffic has to do with the names of people who are announcing that they're safe, or people asking for information about another person. In reading these lists, it's important to say frequently what kind of a list you're reading, so that listeners won't have to wait (what seems to them) a long time to know what's going on. Usually, this will take care of itself, because each item will contain an explanatory phrase, and you'll find yourself repeating "safe" or "anyone-knowing-the-whereabouts" of each time. That's okay. Let the repetition keep coming.

But if we should happen to consolidate a list, and just head the list with a covering phrase such as "The following people are known to be safe...", then the announcer should make it his business to repeat the explanation frequently while reading the list. In other words, maybe like so:

"The following people are safe and unharmed... READ OFF NOT MORE THAN 8 NAMES... "continuing with the list of people who are safe"... NOT MORE THAN 8 MORE... "also known to be safe are..."... MORE NAMES, ETC.

**Spelling Names**

As you have often done in the past, if a name is quite confusing or might be misunderstood—better spell it out.

**Reading Announcements**

We should never rush when airing detailed information or long lists of names... even though it seems tedious. If we're stuck with an emergency situation, then we're stuck with it, and there's no use hurrying so we can air a record or join the network. Give the information clearly and slowly so that those interested can get it. And a little sensible repetition of key phrases or figures is all to the good.

**When Through Reading**

All announcements should be returned immediately to the storm table after airing, so they can be sorted for the next read-through.

**PHONE-TAKERS**

This will probably be the most complicated set of instructions in the book. It's not as bad as it looks. It's a case where when you get it all down in writing, it sort of flows you.

**Your Phone-Side Manner**

Although you may get tired... although you may weary of hysterical cries for help... although one ear may be worn flat by the phone receiver... Be Sweet. The people calling may be in a tough spot, or have just come from a rough deal, and may often be a lot more uncomfortable or worried than you are. So here in our snig, coffee-scented offices we can afford to give a sympathetic ear.

What may get under your skin is the character who takes the opportunity of an emergency situation to try to get a free plug, or a fast back. If he should be fluffed, fluff him... but still be nice about it. If there's any question, or if he refuses to be fluffed, call the coordinator and let him handle it.

**Answering Telephone Questions**

DON'T EVER GIVE YOUR OPINION about something you're not sure of! Some examples:

A person telephones from Albany. He has heard that the west side of the city of Worcester was hard hit, and he had relatives living in that section of the city. Do we think those people might have been hurt? Unless we have a specific report on those specific people he's asking about... we don't "think" anything! We shouldn't be optimistic or pessimistic... Our answer can simply be: "I'm sorry, we don't have any report on the people you mention."

Another person phones from Connecticut, where he's been visiting. His home is in Southbridge, and he'd like to get back there to see if it's been damaged. We should certainly give him whatever road information we have, and tell him whatever; we know about police regulations on incoming traffic. (Police usually admit no one at first—not even residents.) But if he should say: "Well, everybody knows me in Southbridge—don't you think if I came up
there they'd let me through?" Maybe they would. But we must remain noncommittal. Our answer should be something like: "All we know is what the police have told us" . . . and let it go more or less like that.

Naturally, there will be occasional exceptions—and we'll have to take them as they come. But the main consideration is to refrain from guessing.

Taking Messages

Here's the 1-2-3 of taking down phone messages:

1. Have a blank piece of paper waiting in the typewriter.
2. Use a telephone shoulder-rest, so you can type the message directly onto the paper.
3. When the phone rings, answer "WTAG News."

4. Find out, before you start typing, what kind of announcement the person has. This will help you get your order and wording in mind at the beginning and will save unnecessary wordiness.

5. On names with strange pronunciation, write down a phonetic pronunciation as well as the correct spelling. This will give the newspaper or announcers a break, since they usually have to read these cold, without a chance to check pronunciation.

6. Next to getting the facts correct, the second most important thing is to add, just after the end of the announcement: your initials, the date, the exact time message was taken.

More than once, this has helped to track down the most recent information on a situation or condition which was in the process of changing. It also helps separate one day's take from the next, when a new shift comes on—especially in the morning. This is one of the items which you may feel "there isn't time for." But let's make time for it. It's part of the message.

7. Optional, but very helpful: When the phone-taker takes the completed message out of the machine, it would be good if he would draw a pencil underline beneath the last names or business names involved. This helps later if we get an inquiry about a specific person or work notice, and we have to leaf through the stack of stuff to find it.

COORDINATOR

The coordinator should act as an editor for all public service announcements. Every piece of public service paper should pass through his hands—and then come back to him immediately after airing.

He Should:

Check each announcement for clarity and make sure it has the necessary date, time and initials.

Underline the last names, if it hasn't been done.

Write at the top of the page, with large black pencil, the name of the announcement category, such as "safe," "advice," etc.

Keep a skimming remembrance of all information passing before his eyes. Not with the idea of being able to answer questions from memory . . . but so that he can know where to find the piece of paper with the answer.

Accommodate simultaneously as many of the people seeking his attention as possible. He's a little like a short order cook who flaps the hamburger order on the griddle—and then starts the next order while the first is cooking—and a third, and a fourth, and so on. He can't afford the luxury of doing just one thing at a time, and finishing up that one thing before going to the next.

And finally the coordinator should be fanatical in his insistence on following "the system." It's the only way of keeping some kind of order during an emergency situation. Restricted haste will get more done than lightning-fast confusion.

An Extra "Locate-Safe" Service

Whenever we have time to catch up with ourselves, there is one service which has, in the past, made a good many listeners feel warm toward the station. Someone takes the pile of "locates" and "safes"—checks one against the other, and then telephones the people who were seeking information, letting them know that their friend or relative is okay. This can only be a "plus" when we're not at peak load—but is a good thing to keep in mind.

ENGINEERS

In addition to the job of just staying on the air, engineering can give some tremendous "plus's" to our coverage.

Short Wave

When the hurricanes flooded the Southbridge area in '55, we had a short wave rig set up in what is now the engineering office. Through it, we got some valuable information from places like the CD, the police, or even radio hams. It might be good if we kept a list handy of the frequencies of State Police, CD, Worcester Police, etc., so that we could check them frequently for information which we might not be getting through jammed phone lines. If a separate engineer could be assigned to this, he could also keep an ear on a

Standard Wave Set

Through an am radio in the same office, during "Carol," we got some excellent stuff from WESO in Southbridge. For a while it was the only kind of contact that area had with the "outside world." We took down a good many messages from WESO and rebroadcast them for the benefit of people in this area who probably couldn't get WESO on their sets, even if they knew where to listen. What we finally did was to team it up with a

Tape Recorder

When WESO was transmitting lists of messages, we would tape them for reference on a machine in the recording office. We then played the tape back, stopping when necessary . . . while a typist wrote out the messages and fed them to announcers.

Telephone Recording

The phone-recording setup in the control room should be set up immediately and automatically any time we go on an alert basis, so that we can capitalize on quick-breaking opportunities. We should be ready to record phone stuff whenever we make a contact—since call-backs may be impossible as the lines get jammed.

COMMERCIALS

Someone on the decision-making level should be on the premises at all times to guide programmers on killing of programs, cancellations, cut-outs, moving spots, scheduling paid "public service" spots (such as a company that wished more frequent airing of an announcement than they'd get in the regular rotation), and other commercial considerations.

It's well understood that in extreme emergency, there's no question—commercials are killed. But as things begin to slack off, there
Only STEEL can do so many jobs so well

Now—A Non-Stick Slide. Remember how you used to stick on playground slides because they would rust? One manufacturer builds the slide out of USS Stainless Steel, and it stays bright and shiny in any kind of weather.

On Top Of The World. Boeing's 707 Jetliner looks down on the mountain tops as it flies far above the clouds. USS steels are widely used in this proud new airplane—in control cables, engines, landing gears and countless other places.

UNITED STATES STEEL

This trade-mark is your guide to quality steel

For further information on any product mentioned in this advertisement, write United States Steel, 525 William Penn Place, Pittsburgh 30, Pa.

AMERICAN BRIDGE - AMERICAN STEEL & WIRE - CYCLONE FENCE - COLUMBIA-GENEVA STEEL - CONSOLIDATED WESTERN STEEL - GERRARD STEEL STRAPPING - NATIONAL TUBE
OIL WELL SUPPLY - TENNESSEE COAL & IRON - UNITED STATES STEEL PRODUCTS - UNITED STATES STEEL SUPPLY - Divisions of United States Steel Corporation, PITTSBURGH
UNITED STATES STEEL HOME, INC. - UNION SUPPLY COMPANY - UNITED STATES STEEL EXPORT COMPANY - UNIVERSAL ATLAS CEMENT COMPANY

SEE The United States Steel Hour. It's a full-hour TV program presented every other week by United States Steel. Consult your local newspaper for time and station.

Broadcasting • Telecasting

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comes a time when it becomes a matter of policy whether public service still takes precedence over commercials.

**AND SO FORTH**

There are other things which need to be done, which we can take care of as manpower—or woman-power (!!!)—becomes available. Such as: coffee-makers, typists, foot messengers, paper-go-getters, sandwich-fetchers, and such.

But there's no need of hard and fast rules about it. The harder the rule—the faster it changes!

**REASSURANCE BULLETINS**

It's clear enough what our function is when there's a storm or other general foul-up. But since this area has been so often terrifed by bad weather in the past few years, people are awfully jumpy.

So we have another job—that of trying to calm people when there's no need to get excited. Here are two sample formats for announcements which we have found need for—more than once—in the past. Use them when the situations come up again:

**Hurricane-type Storm Approaching**

... and there's a possibility that it may hit this area: These should probably be started when the storm is somewhere near Atlantic City, and on a half-hourly or hourly basis. As the storm gets closer—we'll probably want to use more frequently, maybe even every quarter-hour.

"This is the station for the latest weather news... WTAG (AM and FM). Worcester. As of this moment... the weather bureau reports hurricane (NAME) at (LOCATION).

Every (half-hour) WTAG will keep you informed of the latest weather conditions as they come off our direct wire to the U. S. Weather Bureau. We will, of course, interrupt any program if it should become necessary.

**Sky Ominous, but no Storm Approaching**

There have been days when weather conditions, and the look of the sky were the same as June 9, ’53! This has a terribly unsettling effect on folks. The sentence in parenthesis is for those times when there have been published reports of tornadoes in, say, Kansas or somewhere out West.

"This is the station for the latest weather news... WTAG (AM and FM). Worcester. As of this moment... the weather report for Central New England is for severe storms only.

There is no indication of any condition more serious than this. (There have been reports of other types of weather for other sections of the country... but as of the moment, they do not apply to this area.) It will be extremely helpful if you do not telephone for information. WTAG is in contact with the weather bureau by direct wire... and we will keep you informed of the latest bulletins as soon as they come in. interrupting programs if necessary."

In the interests of serenity, please note that we do not prefaced those announcements with "We delay the start of the next program..." That phrase too often means trouble, and this information is not a warning. It's meant to calm people.

**Air Waves Buys Building**

AIR WAVES Inc., owner-operator of WJOC Jamestown, N. Y., has purchased the Pri-Ad Building, 413 West Fourth St., that city, it was announced last week by Harold P. Kane, president-general manager of WJOC. Mr. Kane said that the purchase was made to meet the expanding needs of the radio station and "any other venture that Air Waves may embark on." The price of the building was not revealed.

**ACCURACY**

This word, in film processing, is a very important word indeed.

People tell you that one film processing job is as good as another, and what the heck, what's the measure of accuracy, anyway?

Well. To answer that one would take a very long time. Suffice it to say here that it's summed up in all the operations of a processing job, where even the smallest details are of great importance. It shows everywhere, and it positively shines when the film appears on the screen.

What we're talking about, of course, are the people and the operations at Precision Film Laboratories. Here attention to detail, sound, proven techniques are applied by skilled, expert technicians to assure you the accurate, exact processing your films deserve to justify your best production efforts.

Accuracy is a must for TV—for industrials—for education—for all motion pictures you'll see and hear

**PRES**

**CISION**

FILM LABORATORIES, INC.
21 West 40th Street, New York 18, New York
1HIVELA4 OF A NAME IN FILM

In everything there is one best...in film processing, it's Precision
Emanuel Hochman, Vice-President and General Sales Manager, Bulova Watch Co., tells how:

"We put radios into the diamond business!"

"We've put Bulova Radios into 17,612 jewelry stores – and captured a large share of the radio business!

"But we couldn't have done it without Air Express!

"Parts come from 180 different suppliers via Air Express for assembly. Production schedules are always tight – Air Express gives us valuable leeway which we regularly need.

"In fact, we often make use of Air Express to deliver finished radios to our retail outlets. And we never miss a date.

"Air Express took our new business 'off the ground' – keeps us the fastest-growing radio company in America!

"Yet, most of our Air Express shipments cost less than with any other complete air service. 10 lbs., for instance, New York to Jacksonville, Florida, is $4.42. It's the lowest-priced complete service by $1.32!"
OTHER AREA OUTLETS INVITED TO SHARE KRON-TV TOWER

DETAILED PLANS now are being drawn for a 989-ft. tower which KRON-TV San Francisco plans to construct on San Bruno Mountain only a few hundred feet from the station's present antenna site, according to Harold P. See, the station's general manager. KRON-TV filed an application with the FCC July 23 seeking a construction permit for the project.

According to Mr. See, "since San Bruno Mountain is generally regarded by engineers as the finest broadcasting spot in the area, KRON-TV plans to make the site available to other local television stations by inviting them to locate their antennas on the station's projected tower." This invitation will be extended to those video outlets now operating as well as to those which may come into existence in the future, he said.

"Although the FCC has no present rules on the subject, the body already has expressed the thought that it would be desirable to encourage the grouping of such facilities into 'antenna farms' as a means of minimizing hazards to aviation," Mr. See stated.

DISC JOCKEYS TO CONVENE

MORE than 2,000 disc jockeys, music publishers, record company representatives and others are expected to attend the fifth "National Disc Jockey Festival" to be held jointly Nov. 9-10 by the Grand Ole Opry and WSM Nashville. Among special features slated for the festival will be a four-hour broadcast on WSM sponsored by Prince Albert tobacco.

KINESCOPE AS EVIDENCE

A KINESCOPE made by KING-TV Seattle of this year's Gold Cup boat race at Detroit will be used as evidence in determining the winner of the race.

Frank Foulke, chairman of the American Powerboat Assn., said last week that a hearing committee would have to be named and protests studied before the 16-member boating association determines whether to award the cup to Seattle's Miss Thriftway or Detroit's Miss Pepsi.

The official scorer at the Sept. 1 race in Detroit gave Miss Thriftway 1,369 points to 1,300 for Miss Pepsi, but 15 minutes later, race officials announced Miss Thriftway had been disqualified for hitting a marker buoy and "destroying it." Protests followed, however, and Lee Schulman, KING-TV producer, said the station's film shows the buoy was standing "in place" a lap after race officials said Miss Thriftway had destroyed it.

WRCA-TV BUYS UA FEATURES

PURCHASE by WRCA-TV New York of a package of 39 feature films from United Artists Corp. was announced last week by William N. Davidson, station manager of WRCA-TV. No purchase price was disclosed for the films, all of which were produced after 1948, according to Mr. Davidson. Thirteen are in color. Included in the package are: "Melba," with Patricia Mussen; "Top Banana," with Phil Silvers; "Sabre Jet," with Robert Stack; "Island of Desire" with Linda Darnell, and "Fort Defiance," with Dane Clark.

KTVH (TV) General Manager Howard O. Peterson (I) greets Minneapolis Star & Tribune executives Joyce A. Swan, executive vice president-general manager (bottom of steps), and Otto A. Silha, vice president-business manager, as they arrive in Wichita in the newspaper-owned DC-3 for a series of conferences with KTVH officials. Minneapolis Star & Tribune owns 80% of Wichita-Hutchinson Co. Inc., licensees of KTVH. Mr. Swan is president of the broadcast company; Mr. Silha, vice president.
WHAT ARE THEY LOOKING FOR?

TO THE unsuspecting observer, the attitudes of the citizens portrayed on this page might look symptomatic of mass madness. He'd be only half wrong.

All the people here have two things in common. They were looking for the same object, and none of them found it. It wasn't between the bricks, or under the benches, or in the grass, or behind the sign. It certainly wasn't beneath the tail of the fish. Neither was it behind the bush. The girl barefoot in the rain didn't find it. Nor did the man in the revolving door. For that matter, "uncounted thousands" didn't find it.

One did. To see what it was that caused all the commotion, turn the page.
CHANCES ARE that if money doesn't grow on trees, it's only because WRCA New York has not yet gotten around to hiding one of its redeemable $1,000 gift coupons in the foliage.

Since the station's "Finder's Keeper's" give-away craze was launched July 23—on its early-morning (6-10 a.m.) Bill Cullen show, Pulse—WRCA has "bested" seven $1,000 "bills" to that many finders (out of uncounted thousands of searching New Yorkers). This week, citizens are hot on the trail of the eighth.

The station's management has been making the contest just hard enough to circumvent any possible charge that WRCA is conducting a lottery. Each weekday—Monday through Friday—Mr. Cullen spins out a series of progressively changing (to the easier) clues set to rhyme designed to give the location of the loot. Should the money be found before the end of a given week, no further bills are stashed away until the following Monday. Deadline is noon each Friday.

Although WRCA-AM-TV promotion chief Max Buck is credited with being the brains behind the gimmick, Mr. Buck says Todd Storz' Mid-Continent Broadcasting Co. came up with the idea in the first place earlier this year. The unsung hero of the station's drive to enlarge New York's leisure classes by at least one citizen a week is an anonymous post on WRCA's continuity staff. This poor soul, author of the clues, allegedly has not been home for close to two months, and spends his waking, eating and sleeping hours in splendid isolation, locked up in a New York hotel room with not even a telephone with which to ask for room service. Only he, and a bonded private eye specially hired by Mr. Buck to "plant" the $1,000 bill each week, know of the money's whereabouts.

It's been a mad summer, all right. Not only have the station's efforts been "loused up," to quote one official, by scads of counterfeit bills and bogus clues, but the cops have been heard from—more than once, although unofficially. One of New York's Finest, a bunion-scared veteran of the gang-wars that used to erupt once in awhile during the speakeasy days, said recently, "Oweny Madden's boys had nothing on these jerks," indicating with a scornful crook of the thumb a cluster of money-mad burghers climbing over the massive lions that decorate the city's main public library and tearing up the sod like so many cocker spaniels.

The money has turned up in some of the oddest places: inside a hollow bar of a Coney Island subway station turnstile, behind a toll-rate card in a Grand Central Terminal phone booth, inside the belly of a metal fish ornamenting Manhattan's Battery Park, under the very feet of William Cullen Bryant's stone edifice, to name but a few.

A coupon hidden within the vast confines of Rockefeller Center brought out the largest crowds. Nary a leaf in the area's neatly-manicured gardens was left untouched, but it took the native faculties of a 15-year-old Bronx butcher's apprentice—happily named "Marty" (Visconti)—to locate the item tucked behind the slots of a ventilator grill under the main Rockefeller concourse. Young Mr. Visconti said he spent the 28 minutes on the subway between his home and midtown Manhattan deciphering the following clue:

"There's a man in another bar nearby, but fish for me where it's warm and dry, the 'rock' in my name should give you a clue, so come on, fellers, it's up to you."

What did Marty do with money? Go out on a spree! Heavens, no. He went back home on the subway, gave Momma the money and plopped back into bed, his morning chore done.
Paul Revere had a snap when it came to warning the countryside of impending attack. A fleet-footed horse, a feeble lantern or two, and a sharp eye cocked seaward were all that he needed to alert an infant nation’s defenses. Today, danger moves swiftly on lightning wings, from any direction. Our security is measured not with an hour glass ... but with a stop watch!

TOWER designed, fabricated and erected major elements of the Distant Early Warning (DEW) line spanning the frigid wastes of northern Canada. Instant warning of any aerial attack is flashed from this radar barrier to assure our nation of those precious extra seconds.

Write for free illustrated booklet

TOWER

CONSTRUCTION CO.

Sioux City, Iowa

*Fictitious figure ... actual number is classified information
New Executive Assignments Made by Gordon Broadcasting

NEW ASSIGNMENTS for two executives and two air personalities of Gordon Broadcasting Co. have been announced by Sherwood B. Gordon, president. The company operates WSAI Cincinnati and WILD Birmingham.

Charles A. Black, vice president and managing director of WILD, has returned to WSAI in the same capacity. He had been a member of the WSAI staff for 13 years prior to moving to Birmingham last winter.

Thomas W. Thumao, since last January vice president and director of sales at WILD, becomes new managing director for that station. He formerly was national sales manager at WSAI.

Bill Burns, music director and air personality at WSAI, moves to WILD as program director and will continue on-the-air assignments there. Tom Clay, formerly a disc jockey at WILD, will take over Burns' shows at WSAI.

Ohio Firm Adds Stations

OHIO Stations Representatives, Cleveland, Ohio, which was formed in July, now represents 27 stations according to Leonard F. Auerbach, owner-manager. The latest additions include WFAH Alliance, WICA Ashland, WLDI Dayton, WEOL Elyria, WPTW Piqua, WTNL Toledo, WHHI Warren, and WHOT Youngstown, all Ohio, and WJET Erie, Pa.

REPRESENTATIVE SHORT

Harrington-Richards (Div. of Fletcher D. Richards Inc.) has opened new offices at 98 Sutter St., San Francisco 4.

REPRESENTATIVE PEOPLE


Lenn Curley, formerly radio-tv director and account executive with several San Francisco advertising agencies, to San Francisco office of George P. Hollingbery Co.

STATION PEOPLE

Jim Hanstreet, general manager, KFUP Belle- lingham, Wash., to KAYO Seattle as station manager. John D'Meo, assistant manager, KPUG, to manager. Al McDonald, KAYE Payzull, Wash., to KPUG as sports director and account executive.

W. O. Mogge, Alabama district sales manager, Joseph Schlitz Brewing Co., to WAPI Birmingham, Ala., as manager of radio sales.

Armand Grant, assistant general manager and director of sales, WAAM (TV) Baltimore, resigned effective Sept. 21. He will announce future plans at that time.

Saxie Dowell, disc jockey, WGN Chicago, resigns Oct. 1 to assume partnership and per-
Phyllis Ivers, assistant promotion manager, KPTV (TV) Portland, Ore., named executive secretary-office manager.

Jack Hessler, who returned recently to WKRC-TV Cincinnati after four years Navy service, named continuity director.

Addley Gray, WTVQ (TV) and WRRR Rockford, Ill., to WINN Louisville, Ky., as continuity director.

Brod Seymour, news director and chief announcer at WEHT (TV) Henderson, Ky., and WEOA Evansville, Ind., to staff of WSAZ-TV Huntington, W. Va.

Ted Haas, traveling tape reporter for show heard on KMMJ Grand Island, Neb., and KXXX Colby, Kan., to KOA Denver for nightly interview show.

Jack Pyle, WRCV Philadelphia, to WIP there for daily afternoon show.

Hal Childs, sports editor, KPTV (TV) Portland, Ore., to KOIN Portland, for sports show.

Roger Sklar, assistant continuity director, WOOD Grand Rapids, Mich., to WOOD-TV director.

Dave Lane, women's show commentator on CBS-owned stations in St. Louis, San Francisco and Chicago, to WLW Cincinnati for show connected with reactivated WLW Consumer Foundation.

Jack Murphy to news staff of WHIL Medford, Mass.

John M. Comley Jr., formerly with WMMW Meriden, Conn., to WKNB West Hartford, Conn., as staff announcer.

Patricia Searight, program director, WTOP Washington, traveling in France on assignment as special news correspondent for French Government Tourist Office, N. Y., which will distribute her tape reports on national basis. She continues with WTOP.

Bill Moyer, assistant news editor, KTVC-AM-TV Austin, Tex., taking one-year leave of absence to study communications history at U. of Edinburgh, Scotland, on Rotary International scholarship.

Joan Fisher, promotion manager, WICC Bridgeport, Conn., married Sept. 2, to Harold Komisar of New Haven, Conn.

Margret McDonald, director of publicity and promotion, WBAP-AM-FM-TV Fort Worth, Tex., and tv personality, married to Dr. Raymond J. Rimner.


Joe Kelly Jr., announcer, WSBT-AM-TV South Bend, Ind., father of boy, Gavin Michael.

Dick Lamoreaux, production manager, WOOD-TV Grand Rapids, Mich., father of girl, Kathleen.

Frank Allen, disc jockey-announcer, WOW-AM-TV Omaha, Neb., father of girl, Frances Irene.

Ken Reid, cameraman, KSBW-TV Salinas, Calif., father of boy, David.

Joseph A. Lynch, 25, sportscaster, WBRY Waterbury, Conn., died Sept. 3 at Clifton, N. J., home of his parents.

From where I sit by Joe Marsh

Why Not
A "Vacation Swap"?

The Bud Jenkinses have guests from New York City on their farm—a Mr. and Mrs. Freeman and their two children. It's part of a "vacation swap" and sounds like a good idea to try.

"We stayed at the Freemans in New York last fall," Bud says. "Had a grand time . . . didn't spend a cent for hotels. Now it's time to pay them back. Believe me, they're not going to lift a finger except to have fun.

"Most city folks are glad to escape to the country for a couple of weeks in the summer," Bud went on—"especially when it only costs them transportation. Next year we swap vacations with a New Orleans family."

From where I sit, it's a fine example of how people can co-operate. And we all can co-operate by respecting the other fellow's preferences. I've heard people talk because they didn't approve of a neighbor's choice of beverage! (They liked tea, while he preferred a glass of beer.) Whether we share the same house or the same community, "minding" other people's business is not the American way.
Canadian Agencies Put 25.4% Of All Billings in Radio-TV

COMMISSIONABLE billings of Canadian advertising agencies last year totaled $174,924,772, of which television accounted for $23,614,854 or 13.5% and radio $20,816,048 or 11.9%. This compares with $8,495,687 or 5.5% for television and $23,787,920 or 15.4% for radio in 1954. The figures are from the Dominion Bureau of Statistics report on Canadian advertising agencies.

Of the total commissionable billings last year, 11 agencies of the 104 accounted for $106,716,207 in billings. These agencies, each with total billings of over $5,000,000, had 15.4% of their billings in television and 11.5% in radio.

Last year there were 20 Canadian agencies doing less than $100,000 in billings for a total of $726,845; 35 doing between $100,000 and $500,000 for a total of $8,733,039; 14 doing between $500,000 and $1 million for a total of $9,700,124; 19 doing between $1 million and $2.5 million for a total of $29,807,452; and 5 doing between $2.5 million and $5 million for a total of $19,241,105.

Give Back Our Commercials, Plead Panamanian Viewers

CRITICS of that oft-maligned institution, the television commercial, take note: Panama's television audience is howling because there is not a tv commercial to be found in the Canal Zone.

The U. S. Armed Forces Radio & Television Service inaugurated tv broadcasts in Panama last May, using mostly films and kinescopes of popular U. S. programs with built-in commercials. The Panamanian government became "concerned," according to United Press, "when thousand of Panamanians bought tv sets and began to free-ride on the broadcasts intended for their American military and civilian neighbors in the Canal Zone."

In a formal diplomatic note, Panama claimed the commercials competed with its radio stations and possible future television station. AFRTS agreed to eliminate the commercials and in their place inserted musical interludes. Thereupon followed the deluge of demands for tv commercials.

CFCM-TV Plans to Seek All-English Tv Station

CFCM-TV Quebec City, Que., plans to apply to the Canadian Broadcasting Corp. for an all-English language television station, since the station has been placed on the CBC French-language tv network and now is unable to carry direct any of the English-language Canadian and United States network tv shows.

Prior to this fall CFCM-TV was able to schedule a large number of English-language network tv programs under CBC policy which then allowed optional use of French or English programs on Quebec provincial stations.

Associated-Rediffusion Plans Facilities Cutback

ASSOCIATED-REDFUSION, London, has announced a cutback in technical facilities to be effected Sept. 14. This includes the closing of three studios, placing another in reserve, cutback in remote units to two and closing of television at the firm's Television House.

In making the announcement, A-R expressed regret that "it is not, at this time, in a position to expand its programs so as to keep in its employ all the staff who have worked so well to get it (A-R programming) on the air with such success." The programming contractor said its share of the Monday-Friday transmissions in London will be approximately 65%.

Pye Plans Syria Station

PYE LTD. plans to install complete television facilities, studio and transmitter, in Damascus, Syria, this month for the coming International Fair there. The transmitter, which will use the 625-line system, is to operate on ch. 8.

WINSTON N. FRECKER (b.), executive director of Amalgamated Tv Services Pty., Ltd., Australia, is learning American tv operations during a two-month visit at WHO-TV Des Moines, Iowa, under the International Educational Exchange Service of the Dept. of State. Showing Mr. Frecker the WHO-TV operating procedures are (l to r) Ralph Evans, executive vice president, Central Broadcasting Co. (WHO-AM-FM-TV); W. W. (Woody) Woods, assistant manager, and Paul A. Loyet, vice president and resident manager.
French Language Group Meets

PROBLEMS OF French language radio and television stations will be aired at this week's annual meeting of the French Language Assn. of Radio & Television Broadcasters, opening today (Monday) at Alpine Inn, Ste. Marguerite, Que., and continuing through Wednesday. David A. Gour, CKRN Rouyn, Que., is chairman. Station managers from all parts of Quebec province and advertising agency executives from Toronto and Montreal will discuss sales and program problems at panel sessions.

Germans Show TV Sets

TWENTY West German set manufacturers are exhibiting a total of 110 different television set models at the current Television Show in Stuttgart. They expect to make a total of 550,000 sets in 1956, compared with 340,000 last year and an estimated 750,000 for 1957. Monthly set sales in West Germany are now between 20,000 and 30,000. German manufacturers admitted they are courting the U. S. as a market more than ever before and will export a total of 1.5 million sets during the current year.

INTERNATIONAL PEOPLE

Bruce M. Pirie, commercial manager, CKRC Winnipeg, Man., to manage, western division All-Canada Radio & Television Facilities Ltd., Winnipeg. Robert F. Tait, western supervisor of All-Canada Radio & Television Facilities, Winnipeg, to assistant manager of CKRC Winnipeg.

J. L. Sayers, general sales manager of CKWX Vancouver, N. B., to manager of CFUN Vancouver.

William O. Steer, formerly of MCA-TV Canada Ltd., and All-Canada Television, both of Toronto, Ont., to national sales supervisor, Screen Gems (Canada) Ltd., Toronto.

Rick Campbell, formerly announcer of CBLT (TV) Toronto, Ont., to broadcasting manager of Breithaupt, Milsom Ltd., Toronto, new advertising agency.

Kenneth P. Jensen, sales staff of CKXL Calgary, Alta., to sales staff of CKDA Victoria, B. C., replacing T. J. O'Neill, who becomes program director of CKDA.

John F. Hettle, CKBW Bridgewater, N. S., elected president of Atlantic Assn. of Broadcasters. J. A. Manning, CKCL Truro, N. S., elected vice president, with Jack Lewis, CKEN Kentville, N. S., and CFAB Windsor, N. S., as secretary, and Geoff Stirling, CION-AM-TV St. John's, Nfld., as treasurer.

INTERNATIONAL SHORT

CHED Edmonton, Alta., appoints Stephens & Towndrow Ltd., Toronto, representative.

Ban Movies for TV

A WEST GERMAN organization of distributors of theatrical films, Verband der Filmverleihen, has placed a ban on the sale of featurelength movies to German tv stations. Sequences from feature movies may be shown, however, if they are under six minutes. Short subjects may be shown on tv only if they are of "older vintage" and less than 20 minutes in length.

RCA to Give Scholarships, Fellowships to 53 Students

RCA, which for 11 years has been granting aid to college students and institutions, will award 20 fellowships and 33 scholarships to 53 students this fall, Dr. C. B. Jolliffe, RCA's vice president and technical director, reported Tuesday. Under the provisions, $117,900 will be distributed among 30 or more colleges and universities in 20 states and the District of Columbia.

The grants include 10 graduate fellowships to students now studying in the fields of science, industrial relations, dramatic arts and music, and 10 newly-established David Sarnoff fellowships for RCA employees selected to study for advanced degrees, six of which will be in science, three in business administration and one in dramatic arts. Each fellowship provides full tuition costs, $2,100 living expenses and $750 as an undisguised gift to the university attended by the student. The average fellowship's worth is set at $3,500. The 33 scholarships (each providing an $800 grant) will go to 20 undergraduates and to four students now enrolled at RCA institutes for advanced study at individually-selected colleges.

'The Smart Advertising Money is On Code 3'


Hundreds of thousands of advertising dollars have been allocated for CODE 3 by some of the country's smartest, most successful advertisers!

Many choice markets are already gone—others going fast! For big-time advertising results, put your advertising dollars on CODE 3.
WTMA AD ENTERS FOLK LORE

THE melodious radio signature of “The King Street Singer,” representing a Charleston, S. C., furniture house on WTMA Charleston has spread as far beyond the station's coverage limit as Tripoli, North Africa, according to reports reaching WTMA. S. I. (Sonny) Goldberg of J. L. Goldberg & Sons and his “Serenade of the King Street Singer” became so popular locally that his song was published and used as a merchandising device. Service personnel, hearing the strains on WTMA, picked up the theme and now use the idea in air-to-ground communications. When a plane approaching the North African base identified itself as “King Street Singer arriving at 10,000 feet,” the man on the ground knows it has come a long way since it left Charleston.

GEOPHYSICAL REPORTS FOR NBC

ROBERT EMMETT GINNA, NBC public affairs writer-producer, is attending meetings of the special committee for the International Geophysical Year in Barcelona, Spain, Sept. 10-15. He will interview leading scientists from 45-50 nations to obtain information for NBC programs, which will be devoted to IGY.

WLOO WINS PLACE ON CBS-TV

SAN FRANCISCO puppeteer “Wolo” last week began his 13 week contractual stint as a regular member of the cast of the two hour early weekday morning Panorama Pacific program on CBS Television Pacific Network. After winning an eight-city contest which drew over 100,000 votes, he earlier had won the local contest on KPIX (TV) San Francisco and became the official candidate of San Francisco Mayor George Christopher who proclaimed “I Go Wolo” day just before the Republican Convention. CBS-TV acknowledged the high returns to the early morning program contest as representative of TV’s influence and the extensive tie-in promotion which affiliated stations employed to boost their local candidates.

MORE PLANS ANNOUNCED FOR FOOTBALL COVERAGE

SEVERAL more radio and TV stations have reported on their plans for coverage of the coming football season since the first article in BT Aug. 27.

During the week of Aug. 27, Charlie Murdoch, WRVA Richmond, Va., sports editor, interviewed the coaches of five Virginia colleges on his Charlie Murdock’s Sports Roundup. They included Ed Merrick, U. of Richmond; Ben Martin, U. of Virginia; Jackie Freeman, William & Mary, Frank Mosley, Virginia Tech, and John McKenna, Virginia Military Institute.

WSAZ Huntington, W. Va., will air a 29-game schedule of high school and college contests, including all Marshall College and West Virginia U. games. Play-by-play will be handled by Jim Thacker, sports director, and Jerry Tolbert, while color will be given by Bert Shimp and Bos Johnson. The broadcasts started last Friday with a high school game.

The U. of Illinois’ nine-game schedule will be broadcast by WGN Chicago (in addition to WGN coverage of the Chicago Bears [BT, Aug. 27]) for the second straight year. Ron Krammer will again do the play-by-play with Cole-Finder Mercury, Chicago, as sponsor.

Shell Oil Co. and Armstrong Machine Works will co-sponsor all U. of Michigan football broadcasts this fall on WKZO Kalamazoo, Mich., the station has reported, giving it a complete setout for radio coverage of the games (BT Aug. 27). Shell agency is J. Walter Thompson Co., New York.

High school, college and professional football will be featured on WHBC-AM-FM Canton, Ohio. The station will carry 19 high school games, the Ohio State U. contests (in relay network) and all pro-season and conference games of the Cleveland Browns, whose schedule already has started. Jim Muzzy and Bob Krahling will be at the mike for the high school broadcasts and Bert Charles will handle the Ohio State games. In addition, three high school coaches and Coach Paul Brown of the Browns will have programs on MICHIGAN National Bank, sponsors of Michigan State football broadcasts both at home and away, renew with key station WJIM Lansing for the 10th consecutive year for broadcasts also to be carried over WELL Battle Creek, WFDF Flint, WOOD Grand Rapids, WTWH Port Huron, and WKNX Saginaw. Present at the signing were Hal Gross, president-general manager of WJIM; Clarence (Biggie) Munn, Michigan State athletic director; Howard Stoddard, president of Michigan National Bank, and Howard Finch, WJIM vice president who will air the games.
PLANS for the broadcast of Green Bay Packers games over WEMP Milwaukee are discussed at a dinner given by WEMP for agency and sponsor personnel. L to r are Jack Severson, radio director of Mathisson & Assoc.; Jerry Zoll, director of public relations, Clark Oil & Refining Corp.; Tony Flynn, assistant play-by-play broadcaster for the games; Hugh Boice, host and general manager of WEMP; Sherwood Rising, assistant sales manager, Miller Brewing Co.; Walt Krueger, executive administrator of Mathisson & Assoc.; Vern Lewellen, general manager of the football team; and Jerry Purtell, sales manager for the brewing company.

WIBC during the football season. WKRC Cincinnati also will carry the Browns and Ohio State games with Bill MacColgan at the microphone for the college games.

KSAL Salina, Kan., will broadcast 12 Big Seven Conference games featuring either Kansas U. or Kansas State. Bay Petroleum Corp. of Denver, through Galen E. Broyles Co., will sponsor the games.

KTWV (TV) Seattle will carry The Quarterback Club with Al Brightman during the football season. Featured will be area high school and college coaches and films of the U. of Washington games.

Shirtcraft Co. (sportswear), Hazleton, Pa., through Friend-Reiss Adv., New York, will sponsor 15-minute programs on KRON-TV San Francisco just prior to the NBC-TV NCAA football telecasts throughout the season.

A weekly series of filmed highlights of Big 10 games again is being offered tv stations this year on a syndicated or station-to-station basis. Production is being done in Chicago by Sports TV Inc. for a Sunday release date. Executive producer is John Brodhead with commentary by Tom Harmon, former All-American.

Tel Ra Productions, Philadelphia, producer of sports films for television, announced sales of the syndicated football show National Pro Highlights in 31 markets.

In production for the ninth consecutive year, Highlights is a 30 minute weekly series featuring action highlights of all six National Professional Football League games of the previous week. Commentary for the 13-week series, starting Oct. 1, will be by Jim Leaming, sports director of WIP Philadelphia.

SIMPLE RATES AT KELE (FM)

TIRED-EYED timebuyers weary of coping with station rate cards so complicated they all but require a slide rule should welcome the simple rate schedule advanced by KELE (FM) Phoenix, Ariz. The "fine music station," established recently to fill an fm void in its area, has published a four-part plan from which the advertiser can choose the "Junior Concert," "Command Performance," "Philharmonic" or "Carousel of Music" schedule. The plans range from sponsorship of 30 minutes weekly for $30 to a two-hour weekly concert (or four half-hours) at $100 per month.

No rates were named.

FLMKS of the Georgia Tech football games will be shown this fall on WSB-TV Atlanta under the sponsorship of the Metropolitan Atlanta Chevrolet Dealers. Discussing the contract are (l to r) seated, Ed Danforth, sports editor of the Atlanta Journal, who will narrate the films; Dorothy Kirby of WSB-TV, and dealers G. O. Johnson and John Attikson; standing, dealers Ed Sherwood, Ben Brady and Wes Slate; John Outler, WSB-AM-TV general manager, and dealers C. V. Nalley, Jim Wilson and Alton Castleby.
SEEKS VOTERS VIA SHORTWAVE

JOHN C. CORNELIUS, president of American Heritage Foundation and sparkplug behind the AHF’s “Register and Vote” campaign, who last month addressed the GOP Convention and viewers all over the country on the importance of the franchise, addressed the world at large last Monday. He talked to thousands of eligible U.S. voters via WRUL Boston, international shortwave station, on its Labor Day broadcasts to Europe and Latin America, urging them to participate in November elections by acquainting themselves with absentee balloting procedure of their individual states.

TWO-EAR SHOW BY WOI-AM-FM

“ONE ear’s good... but two ears are better,” say WOI-AM and WOI-FM Ames, Iowa, in an ear-shaped promotion piece announcing that Oct. 7 the stations will start “stereophonic” broadcasts on a regular, weekly basis. Staff of the Iowa State College stations will promote two-ear-listening at the Iowa State Fair, illustrating the idea in a skit for fairgoers and passing out the pink ear brochures.

WNYC AIRS AFRICA SERIES

NEW YORK-owned WNYC has launched an eight-week series of programs titled Report on Africa, which is being presented in cooperation with the BBC (Sun., 3-4 p.m. EDT). The series, which explores present-day problems in Africa, will offer the varied viewpoints of representatives of racial, religious and political groups and outstanding Africans including Alan Paton, Stuart Cloete and Dr. T. E. Donges, Minister of the Interior of the Union of South Africa, and others.

CBS SPOT TV CHARTS BIG TOWN

“MANHATTAN in Your Pocket,” a circular slide rule mapping New York street and avenue relationships is CBS Television Spot Sales’ idea of how to help its friends, whether natives or visitors, “cover ground without wasting steps.” The reverse side of the dial, for “wide coverage without waste,” shows stations represented by CBS TV Spot in 12 major markets. By turning the dial, a buyer can find a set of 1956 Sales Management statistics for each station’s market.
Singer Boone Rescues
TWO WLCS Baton Rouge, La., disc jockeys have proved their point—that top name singers care a lot about the disc jockeys who play their records and would do almost anything to help them out of a jam. But one of them, Joe Holcombe, spent 14½ consecutive hours atop a 40-ft. pole before singer Pat Boone came to his rescue.

The whole thing started several weeks ago when disc jockey Bill Anthony made a bet with another announcer that recording stars do take Mr. Anthony's profession seriously, and offered to do his programs from the top of the aforementioned pole until singer Boone "rescued" him. However, after one week, Mr. Anthony caught a virus infection and friend Holcombe, who shared Mr. Anthony's convictions about popular singers, offered to take his place.

For two weeks, Mr. Holcombe did his daily two-hour program from a four-by-four ft. "studio" atop the pole and Aug. 20 at 4 p.m. went "up to stay" until Mr. Boone came to get him down.

In the interim, the popular singer had been contacted in Canada and promised to come to Baton Rouge to "rescue" one of his most ardent admirers, in spite of a full slate of personal appearances.

Mr. Boone made it Aug. 26 and rescued the pole-sitter at 12:30 p.m. as an estimated 6,000 persons cheered. In addition, La. Gov. Earl K. Long made him an honorary colonel on the governor's staff and he was made an honorary citizen of Baton Rouge and presented a key to the city.

Immediately after the "come-down," the East Baton Rouge Sheriff's Flying Posse flew Mr. Boone and his manager, Jack Spinnen, to Duquesne, Ill., to continue the personal appearance tour.

RUBIROS SHOW ON WITV (TV)
AN all-Spanish television series, Huespedes Familiares (Famous Guests), produced by Porfolio Rubirosa, made its debut on WITV (TV) Miami, Fla. The 13-week series, starring Jorge Manzano-Small and guest talent, is dedicated to the idea of promoting Latin American-U. S. relations.

WBUF (TV) DRAWS CROWDS
WBUF (TV) (ch. 17) Buffalo broke out a varied bag of tricks in its sponsorship of an eight-hour Safety Spectacular in the city's La-Salle Park. Estimated attendance at the outdoor fair, which featured local law enforcement officers and firefighters, plus Buffalo's Civic Opera, pyrotechnics, daredevil horsemanship, baseball games and other features designed to "pull" the citizenry into the park, was set at 50,000. The newest NBC o&0 station actively promoted itself throughout the day, with prizes, tours and special radio coverage on WKBW Buffalo, an independent.

CBS GIVES OLYMPIC CALENDAR
CBS Radio will pick up 1956 Olympic Games from Melbourne, Australia, Nov. 24, 25, Dec. 1, 2 and 8, featuring John Lardner reporting direct and Jim McKay with daily roundup from New York, William C. McPhail, CBS director of sports, has announced.

CD SERIES ON WKBW-TV
WKNB-TV Hartford, Conn., has launched a series of 13 weekly television programs titled What's New In Civil Defense? (Tues., 1:15-1:30 p.m. EDT). The series features Una King, chief of radio and television for the Connecticut Office of Civil Defense, and includes guest interviews, filmed segments and reports on latest civil defense developments.

LIVING A.M. MUSIC ON WOR
JUST to prove that not all things heard on early-morning radio are "canned," WOR New York last week reinstated "the greatest little orchestra in the world" to its John B. Gambling 6-8 a.m. wake-up program. The five-man aggregation was last heard two years ago on the Gambling show. Since that time, "live" music has not been heard on the show.
NO KDKA HEADS IN SAND

AN OSTRICH RACE at a county fair? Certainly not the ordinary way to promote your radio and TV stations, but as KDKA-AM-TV in Pittsburgh gives ample evidence, a successful one.

On Sept. 3, 10,000 spectators at the fair and thousands more before their TV sets saw personalities from KDKA's radio and TV staffs rival each other in what looks to become an annual event. Last year the two staffs staged a chariot race. This year, as last, the TV team won. More importantly, the stations came in for a wealth of publicity at almost nominal cost.

The idea for the races was conceived last year by the publicity managers of the two stations, Pete Thornton for television and Jack Williams for radio. They approached fair director George Kelly with the chariot race idea. Admittedly, he at first was cool to letting a commercial firm in on the fair—for free. But they impressed him with the value of the attendance publicity, and he agreed to the event.

KDKA-AM-TV came in for extra publicity this year when the Pittsburgh Press conducted a contest around the event. A picture of the rivals in their flowing Arab dress and beards (they originally were to race on camels, but the beasts proved too hard to handle) was run without caption in the paper, with prizes of Westinghouse radios awarded those who could identify the personalities. Over 5,000 entries were submitted in the one-day contest.

Pittsburgh educational station WQED (TV) televised the race itself, and a picture of last year's race was used on the front cover of the fair program.

Leaving no stone unturned, KDKA staged a motorcade, with police escort, through downtown Pittsburgh prior to the race. For a finale, the losing KDKA radio team vented their wrath on the winners by attacking them with meringue pies, seltzer bottles and feather pillows.

EYES OF BOWIE, TEX., ON ABC-TV

JIM BOWIE, memorialized in the name of a knife, a Texas city and an ABC-TV show, figured once again in a proclamation by S. L. Greenwood, Mayor of the City of Bowie, Tex., declaring Sept. 7 "Jim Bowie Day." The mayor called on all citizens "to participate in the observance of the day by watching the premiere performance of this new television series, The Adventures of Jim Bowie, on KFDX-TV Wichita Falls, channel 3, or WBAP-TV Fort Worth, channel 5, starting at 7 p.m. CST.

RENFRO FOLKS ON CBS-RADIO

PILLSBURY Mills Inc., through Campbell-Mithun Inc., both Minneapolis, launched new hillbilly music series last Monday on CBS Radio via WHAS Louisville, Ky. Titled Renfro Valley, the five-minute (4:05-4:10 p.m. EDT) weekday program originates in Kentucky's Renfro Valley settlement.

NEW TIME FOR COLLEGIANS

RUTH GERI HAGY's College Press Conference, heretofore seen Sundays on ABC-TV, 4:30-5 p.m. EDT, has moved back a half-hour to 4:40-5 p.m. EDT. The program originates from WMAL-TV Washington.
CBC PLAY BOUGHT BY BBC
A CANADIAN television play has been filmed and sold to the British Broadcasting Corp., said to be the first Canadian TV program to be aired in Great Britain. The Canadian Broadcasting Corp. has announced sale of the film of its dramatic production, “Flight Into Danger,” first seen in Canada on the General Motors Theatre program last April and telecast again this summer. The play, dealing with an aircraft in distress, was written by Arthur Hailey of Toronto, as his first TV drama, and production was partly filmed at airport control towers, with most of the action taking place in the cockpit of a salvaged DC-4 brought to the CBC studios at Toronto. The live production was filmed last April.

FILM USED TO SELL COLOR SETS
SYLVANIA Electric Products Inc., New York, in a move to aid its distributors and dealers in color TV salesmanship, has produced a 10-minute film strip, “Make Way for Color,” which is being circulated among local dealers by regional distributors for showing at sales meetings. The film takes up both technical and general phases of color TV.

WRCV-TV UNRUFFLED BY SCUFFLE
EXCLUSIVE local TV film coverage of the Aug. 29 narcotics raid in Atlantic City, N. J., was claimed by WRCV-TV Philadelphia, but it cost station cameraman Leroy Bell some anxious moments. When police and reporters entered a rooming house, a suspect broke away from arresting officers and fled down a hallway crashing into Mr. Bell. The two scuffled until the suspect broke once again and was stopped outside the house. Reports by several staffers were carried periodically on WRCV television and radio during the day of the raid.

WBTV (TV) INAUGURATES COLOR
REPRESENTATIVES of agencies in nine Carolinas’ cities turned out for the first of a series of color TV seminars held by WBTV (TV) Charlotte, N. C., last month. Station officials briefed 53 agency men and women on technical color questions, originated a live closed circuit colorcast and covered sales angles on color. WBTV originated local live color TV in the Carolinas last December and has followed up with twice weekly colorcasts for the past six months.

DIAPERS SIGNAL KFAB CHANGE
PRINTED replicas of diapers—50,000 of them—were showered over sixty towns in western Iowa and Eastern Nebraska Aug. 25 and 26 to herald the “Big Change” on KFAB Omaha. Each diaper was numbered and finders could listen to the “changed” programming on KFAB the following week to hear which lucky number holders were to be invited to lunch with KFAB personalities and visiting stars. The diaper shower was just one facet of an elaborate build-up given by the station to its new programming policy emphasizing music, talk and more frequent news, market and weather reports. A heavy schedule of air promotion and newspaper ads announced the Big Change to KFAB listeners, and trade ads and special mailings reached agencies and advertisers. The public was invited to the KFAB studios to meet staffers and visiting recording artists featured all last week.
FOR THE RECORD

Station Authorizations, Applications
(As Compiled by B T)
August 30 through September 5

Includes data on new stations, changes in existing stations, ownership changes, hearing cases, rules & standards changes and routine roundups.

Abbreviations:
CP—construction permit. DA—directional array.
FM—effective radiated power. VHF—very high frequency.
VHF—ultra high-frequency, uhf—ultra high frequency.
VHF—visual, kw—kilowatts. w—watts, mc—megacycles. D—day. N—

Am-Fm Summary through September 5

<table>
<thead>
<tr>
<th>Am, Fm, or Vm</th>
<th>Total Operating Stations in U. S.:</th>
</tr>
</thead>
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<tr>
<td></td>
<td>Comercial</td>
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<tr>
<td></td>
<td>VHF</td>
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<td>Commercial</td>
<td>322</td>
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<tr>
<td>Noncom. Educational</td>
<td>23</td>
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Grants since July 1, 1952:

When FCC began processing applications
after tv freeze

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<th>VHF</th>
<th>UHF</th>
<th>Total</th>
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<tr>
<td>Commercial</td>
<td>1,015</td>
<td>337</td>
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<tr>
<td>Noncom. Educ.</td>
<td>61</td>
<td>34</td>
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</tbody>
</table>

Total: 1,976, 879, 204, 1,444.

170 cps (32 vhf 137 uhf) have been deleted.
One educational vhf has been deleted.
One applicant did not specify channel.
Includes 41 already granted.

FCC Commercial Station Authorizations
As of July 31, 1952

<table>
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<th>FCC</th>
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<th>Total</th>
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<tr>
<td>619</td>
<td>615</td>
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Applications filed since April 1, 1952:

When FCC began processing applications
after tv freeze

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<tr>
<th>VHF</th>
<th>UHF</th>
<th>Total</th>
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</thead>
<tbody>
<tr>
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<td>337</td>
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<td>Noncom. Educ.</td>
<td>61</td>
<td>34</td>
</tr>
</tbody>
</table>

Total: 1,976, 879, 204, 1,444.

FCC Announcements
New TV Stations

CTIONS BY FCC


Minneapolis, Minn.—Western Montana Assn. is being advised that application for new satellite tv to operate on ch. 39 indicates necessity of hearing. Station would operate as satellite of KXLF-TV Butte, Mont. Announced Aug. 30.

Elmiras; Star-Gazette, Ithaca; Post, Wellsboro, Pa.; Times, Elmira, N. Y.—FCC in answer to first three applicants for new tv to operate on ch. 39, and WTVJ at New York City, that further action will be withheld pending outcome of rule-making process to delete that channel from Elmira. Announced Sept. 5.


For your Master Tape and deliver labeled records back to you in protective sleeves and hardboard jackets. Prompt service.

Large or Small Quantities

Exceptionally Low Rates

Sales Pitch for your Client-or Yourself

SEND FOR BROCHURE AND RATES

Crest Records, Inc.
220 Broadway
Huntington Sta., 12, N. Y.

Broadcasting • Telecasting

Your BEST SALES FORCE

in

BUFFALO

WGR-TV

BUFFALO

National Representatives

PETERS, GRIFFIN, WOODWARD, INC.

LISTEN to the New Sound of

KMBC-KFRM

The big news in Kansas City radio is the New Sound on KMBC-KFRM! By completely overhauling old programming concepts, KMBC-KFRM have introduced a new type of radio service that's tailored to today's audience's demands. New vanilla, new personalities, new formats, new impact—they're all woven into every hour of every broadcast day. This inspired local programming, combined with the best from the ABC Network, produces radio that sells as it serves! Your Free & Peters Colelon can tune in on the New Sounding of KMBC-KFRM.

KMBC of Kansas City
KFRM for the State of Kansas
in the Heart of America
Iowa; William D. McNabough (22%), 19% owner of WRMN and 28% owner of KXOL, and F. F. Meegan (19%), 19% owner of WCRA. Announced Aug. 30.


Walla Walla, Wash.—Walla Walla Television Co. is being advised that application for new satellite tv to operate on ch. 8 indicates necessity of hearing. Station would operate as satellite of KIMA-AM-TV Yakima. Wash. Announced Sept. 5.

APPLICATIONS

Alliance, Neb.—Frontier Bstg. Co., vhf ch. 13 (121,264 kw) ERP 23,894 kw vswr 12,947 kw A.m. ant. height above average terrain 222 ft, above ground 224 ft. Estimated construction cost $60,178, first year operating cost $25,050, revenue $35,000. Post office address is Alliance, Alliance, Nebraska. Application is being made for a 223 ft. tower, 22 ft. ground wire, 150 kw vertical and 27 kw horizontal. Legal counsel Koster, Throckmorton, Lincoln, Consulting engineer: Applicant operates KFBR-AM-TV Cheyenne and KSTP (TV) Scottsbluff, Neb. Filed Sept. 4.

San Angelo, Tex.—San Angelo Television Co., vhf ch. 8 (111,160 kw) ERP 1,66 kw vswr 74 kw A.m. ant. height above average terrain 223 ft, above ground 224 ft. Estimated construction cost $90,000, first year operating cost $46,000, revenue $56,000. Post office address First State Bank, Rio Vista, Tex. Studio location Hotel Cactus, Two Way Ave. & Oakes St. San Angelo, Trans. location same as studio. Geographic coordinates 89° 37' 46" N Lat. 100° 01' 41" W Long. Trans. Dubumont, ant. RCA. Legal counsel Koster, Throckmorton, Lincoln, Consulting engineer: Applicant operates KGKS-AM-TV San Angelo, and is a retail businessman, 83.3% owner of KTXJ, and former 15% owner of KTXJ-TV. Filed Aug. 30. (

Existing TV Stations...

ACTIONS BY FCC

WHBP-TV Rock Island, Ill.—Is being advised that the FCC will rule on the proposed changes (of ch. 4) to change trans. location to 15 miles from center of city. Application by Peoria, increase ERP from 40 to 70 kw and increase ant. height from 200 to 3,000 feet. No objections have been received to the proposed changes. FCC invited to consider the matter of rule-making proposal to delicense Petities. Proposed operations would place Grade B signal in Peoria. Announced Sept. 5.

KYSO-TV Ardmore, Okla.—Granted 90-day temporary authorization for new tv intercity relay system between Oklahoma City and Ardmore (14 miles) to relay programs of WYTV-TV Oklahoma City to KYSO-TV by line-to-air pickup near Byars. Announced Aug. 29.

KVTX (TV) Tyler, Texas.—Granted to change ERP to 215 kw vswr, 215 kw A.m. ant. make other equipment changes. Announced Sept. 5.

WMYS-TV Milwaukee, Wis.—By letter, FCC denied request of The Southwest Economy League, Milwaukee, for reconsideration of June 6 of non-commercial educational tv (WMYS-TV) to operate on ch. 10. Aug. 30.

WIPR-TV San Juan, P. R.—Granted mod. of ch. to change studio location, install new ant. system and make other equipment changes. Announced Sept. 5.

APPLICATIONS

WOW-TV Omaha, Neb.—Seeks to change type ant. Filed Sept. 4.

WAPA-TV San Juan, P. R.—Seeks mod. of ch. to change ERP to 56.25 kw vswr. 25 kw A.m. ant. install new ant. system and make other equipment changes. Filed Aug. 30.

Allocations...

Extend Date for Filing in Proposed TV Channel Changes

FCC extended, from Sept. 10 to Nov. 15, time for filing comments concerning local tv channel changes (dockets 1177, et al) pursuant to its Report and Order of June 25 in general tv proceeding (docket 11532). This is being done to resolve the many basic questions before proceeding with individual rule-making proceedings.


PETITIONS

KGPM-TV Sacramento, Calif.—Petitions FCC to allocate ch. 12 to KGPM-TV in lieu of ch. 46 and issue order to show cause why assignment should not be changed. Announced Aug. 31.

WMAZ-TV Warner-Robins, Ga.—Petitions FCC to assign ch. 13 to Macon instead of Warner-Robins and issue order to show cause why WMAT-TV’s authorization on ch. 13 should not be modified to specify operation on Macon in lieu of Warner-Robins. Announced Aug. 31.

WPAM-TV Lafayette, Ind.—Petitions FCC to change ch. 18, now assigned to Lebanon, Ind., to ch. 28, now assigned to Lafayette, and assign ch. 18 from Lebanon to Lafayette, and issue order to show cause why WPAM-TV’s authorization on ch. 18 should be changed to operate on channel 28, as requested by WPAM-TV requiring change to operating assignment from ch. 28 to ch. 18. Announced Aug. 31.

WXN-TV Saginaw, Mich.—Petitions FCC to change allocation of ch. 24 to Flint, Mich., to two kHz allocation for Saginaw-Bay City-Flint and to permit applications by all interested parties for channel as reallocated. Announced Aug. 31.

Clearfield, Pa.—Phillipsburg-Clearfield television petition FCC to allocate ch. 2 to Clearfield. Announced Aug. 31.

Translators...

ACTION BY FCC

Translator Equipment Rules—To expedite establishment of new translator stations, authorization of which became effective July 2, FCC postponed certain requirements for type approval of
New Am Stations...

ACTIONS BY FCC


Warren, Ohio—Voice, Fort E. Post office address 911 Main St., Warren. Estimated construction cost $12,450, first year operating cost $32,764, first year operating revenue $46,000. Principles are equal partners: John B. Wilson, 25% owner of WOHP Pensacola, Fla., and Medford W. Stacy, 25% owner of WBOP. Announced Aug. 30.

El Centro, Calif.—Ray Lapica granted 1430 kc, 1 kw D. Post office address 500 Main St., El Centro. Estimated construction cost $11,350, first year operating cost $35,000, revenue $55,000. Mr. Lapica, sole owner, is administrative and sales consultant, KPOL, Los Angeles. Announced Aug. 30.

Tulsa, Okla.—Fitzwille Best Co. granted 1900 kc, 1 kw D. Post office address 2144 S. Grand Blvd., St. Louis, Mo. Estimated construction cost $31,769, 01, first year operating cost $30,000, revenue $39,000. Principals are equal partners: Ed W. Spencer, 52% owner of WOGP Pensacola, Fla., and Medford W. Stacy, 25% owner of WBOP. Announced Aug. 30.

Bufford, Ga.—Gwinnett County Broadcast Co. granted 1460 kc, 1 kw D. Post office address 500 Piedmont Rd., N.E., Atlanta, Ga. Estimated construction cost $14,620, first year operating cost $40,000, revenue $65,000. Mr. Lapica, sole owner, is administrative and sales consultant, KPOL, Los Angeles. Announced Aug. 30.

Huntington, Ind.—Huntington Valley Broadcasters granted 1280 kc, 500 w. D. Post office address 2300 Lake Dr., Cressyville, Ind. Estimated construction cost $22,760.87, first year operating cost $30,000, revenue $45,000. First year operating cost $45,000 includes equal partners: T. M. Nelson and David S. Linnell, owners, and Frankers, K. G. and WOHP Bellefontaine, Ohio. Mr. Nelson also is owner of WFME TV (Trenton, N.J.). Announced Aug. 30.

Clinton, Iowa.—Mississippi Valley Broadcasters, co. granted 1390 kc, 1 kw D. Post office address 104 S. Clinton. Estimated construction cost $30,000, first year operating cost $48,000, revenue $48,000. Principals include equal partners: Wharton L. Murray, manager, KBH-V (Trenton, N.J.), KBH-V (KIAS TV, Hastings, Neb.; Kenneth W. Evans, treasurer, along with Ken Register and Trubine, and H. Richard Peterson, insurance agent. Announced Aug. 30.

Hazard, Ky.—Frank L. Jones and Claude P. Stephens (Kris Perry County Besty. Co. granted 1390 kc, 5 kw D. Post office address Whitesburg, Ky. Estimated construction cost $12,500 first year operating cost $35,000, revenue $45,000. Mr. Stephens is attorney. Announced Aug. 30.


Fallon, Nev.—Lahontan Valley Best Co. granted 1250 kc, 1 kw D. Post office address 411 W. Main St., Winnemucca, Nev. Estimated construction cost $14,469, first year operating cost $37,000, revenue $70,000. Principals are equal owners Lester W. and Katherine E. Pearce, joint owners of 1/7 interest in KWNA Winnemucca. Interest in KWNA will be sold, Mr. and Mrs. Pearce said. Announced Aug. 30.


Anaardko, Okla.—FCC designated for hearing application of Indian Fest Co. for new am to operate on 1250 kc. 500 w. D. made KFIV Parsippany, N. J. the translator for a new am to operate on 1250 kc. 500 w. D. Announced Aug. 30.

Clifton, Tex.—Boysc Radio's application seeking cp for new am to operate on 1420 kc. 500 w. D. designates hearing. Announced Aug. 30.

Wenatchee, Wash.—Queen Best Co. granted 1410 kc, 1 kw D. Post office address 204 S. Lena St., Wenatchee, Wash. Estimated construction cost $45,000, first year operating cost $39,000, revenue $48,000. Principals are equal partners: Edil E. Johnson, who also owns and operates KGPI Kastg. 930 kc. 1 kw W. Wenatchee; and W. R. Leach, owner of WING Blissfield, Mich., and 50% owner of WKGK and KDMP Buckeye Radio. Announced Aug. 30.

APPLICATIONS


Pompano Beach, Fla.—Gold Coast Radio Inc., 1400 kc, 250 w. 500 w. u.l. P. O. Box 325, Pompano Beach, Fla. Estimated construction cost $10,000, first year operating cost $7000, revenue $9000. Applicant is equal ownership of D. Casanova, Real estate and furniture store owner; Vice Pres. Gloria Ramos Neves, real estate agency, Neves City Radio, Inc., 1410 kc, 250 w. Pompano Beach; and Carlos Pirala-Lopes, 15% owner WISO Ponce, P. R., and Carlos Pirala-Lopes, 15% owner WISO. Announced Aug. 30.

Carmel, Calif.—Seaside Electronic Assn., 1410 kc, 500 w. 500 w. u.l. P. O. Box 1144, Seaside, Calif. Estimated construction cost $35,000, first year operating cost $45,000, revenue $60,000. Principals are equal owners Albert R. Pearl, retired banker, and Paul F. Hanson, freelance radio-television producer. Filed Aug. 30.

MOST AM BROADCAST TRANSMITTERS IN USE

Witt BROADCASTING, TELECASTING
The perfect companion piece for the Ampex 600 tape recorder is the matching Ampex 620 Amplifier-Speaker. The two were designed to complement each other's performance (but are available separately). Both are portable—weigh 23 and 25 pounds respectively, in Samsonite cases about the size of overnight luggage. The applications for this "walking hi-fi system" are unlimited. Both units have fidelity that equals studio console performance. Full details and a demonstration can be gotten through your nearby Graybar Broadcast Equipment Representative. A phone call is the fastest way to prompt attention.

Send us your name and address for literature shown below.

Send for these free catalogs

These booklets will answer most of the questions you have concerning the Ampex 600-620 combination. They illustrate and describe features and applications—important performance characteristics and specifications. Contact Graybar today!
m. 17.18 kw unl. Post office address 313 N. Mich- igan Ave., Chicago, L. Estimated construction cost $2,700, first year's estimated revenue $14,000, and net profit $15,000. Principals include Secy-Treas. Marie L. Drenthe (25%); Vice Pres. Laura Drenthe Magginis (30%). Announced Aug. 30.

Patchogue, Long Island, N. Y.—FCC amended its fm application to shift ch. 278 from New York City to Patchogue. This channel was deemed more profitable than ch. 283 as proposed July 11. Announced Aug. 30.

Existing Fm Stations

ACTION BY FCC

WFMT (FM) Chicago, III.—Granted up to change ERP to 2,53 kw, change antenna and FM and change ant. system. Announced Sept. 5.

CALL LETTERS ASSIGNED

WXPN (FM) Philadelphia, Pa.—The Trustees of the U. of Pa., 91.3 mc, .01 kw. (Noncommer- cial, educational outlet.)

Ownership Changes

ACTIONS BY FCC


KFOX-AM-FM Long Beach, Calif.—Granted assignment of license to Hogan Bostg. Corp. for $285,500. Hogan Bostg. Corp., 50% owner, is Arthur B. Hogan, 50% owner of KULA-AM-Muroc, Calif. Offer has been made by Crowell- Collier to purchase KULA and accepted. Mr. Hogan is also 50% owner of Albert D. Crowell, Corp., which owns 26.6% of Continental Tele- vision Corp., license of KHDM-AM-FM Los Angeles. Continental also owns Cosmopolitan Magazine Co., license of KIFO San Bernardino, Calif. Mr. Hogan plans to dispose of his KIVD-FM, minority ownership in Continental. Mr. Hogan also owns 75% of Interest in Bostg, Tex., and license application seeking purchase of KVSF San Mateo, Calif., also approved by FCC (see separate item). Announced Aug. 30.

KWIP Merced, Calif.—Granted assignment of ownership to KJQY Inc. (July 22). Corporate change, no change in control, announced Sept. 5.

KBOX Modesto, Calif.—Granted assignment of up to half of license to McClatchy Bostg. Co. for $75,000. McClatchy is licensee of KFBK-AM-FM Sacramento. (See Aug. 30.)

KVSM San Mateo, Calif.—Granted assignment of license to KFBK-AM-FM, San Bruno. (See Aug. 30.)

KVBF Winston-Salem, N. C.—Granted assignment of license to Mrs. Fuller (30%) and Clinton Esch (25%); Vice Pres. Frank O'Kane (15%), and C. Rains (10%). (See Aug. 30.)

KDB Santa Barbara, Calif.—Granted assignment of license to $100,000. Principals are James Harvard, Jr., partner in WMTS San Antonio, Tex., and Arthur Morey, Jr., partner in KGHM Brookfield, Wis. (See Aug. 30.)

KROU Dayton, Ohio —Granted assignment of license to KFJF-FM Dayton, Ohio. (See Aug. 30.)

WROD Dayton, Ohio —Application for permission to issue license to WRDU, Inc., owner of WRDU-FM, Cleveland. Application was filed by WRDU, Inc., owner of WRDU-FM, Cleveland, Aug. 29.

WQYF (TV) Tampa, Fla.—Application for preliminary license to Tampa Television Co. to WQY Television Co. (See Aug. 30.)

KSDM Des Moines, Iowa—Granted assignment of license to Des Moines Bostg. Co., for $85,000 cash. Principals are Pres. Walter F. Messenger (50%); T. B. Landford (10%); Richard Knowles (12.5%); and E. A. Rains (12.5%). (See Aug. 30.)

KIRMD-AM-FM Shreveport, La.—Granted assignment of license to T. B. Landford's Trust for Radio Station KIRM-FM; $7,362,275.21 in liabilities. Mr. Landford is buying out his partners H. H. Dean and Viola Lipe Dean Trust. Approved Oct. 7. (See Aug. 30.)


K. VORT, Chicago, Ill.—Application for permission to issue license to Chicago Bostg. Corp., through gift of 1% to her daughter, Barbara B. Tindal, and by Mrs. Alma J. C. Bowles is selling his 33.3% interest to other shareholders. Barbara B. Tindal and Hugh B. Witt landis will sell $27,500. Mr. Kendrick and Mr. Witt Landis will hold 30% each. Approved Sept. 5.


KNKX Las Vegas, Nev.—Granted assignment of license to Drake Mortg. Corp. for $120,000. Principals are equal owners David H. Margolis, owner of KCJY Palm Springs, Calif., and his wife Lucille A. Margolis. Announced Aug. 30.

WTKI Suricich, N. C.—Granted assignment of license to Mid-Carolina Bostg. Corp. for $38,000. Text Co. 1953. (See Aug. 30.)

KBCN Oceanaks, Ore.—Granted assignment of control of license by William Circle and Clayton S. Cutler, as family group through purchase of 55% from Robert G. Beattle for $50,000. Announced Aug. 30.

WKBW-AM-FM Kenmore, N. Y.—Granted license to Star Broadcasting Inc. for $80,000. Principals are equal owners Arthur D. Smith Jr., and Mrs. Mary P. Smith. Mr. Smith will hold 50%, Mrs. Smith will hold 30% Interest in station. (See Aug. 30.)

WDEN Sweetwater, Tenn.—Granted assignment of license to WEDR Inc. for $52,500. Principals are equal owners Arthur D. Smith Jr., and Mrs. Mary P. Smith. Mr. Smith will hold 50% Interest in station. (See Aug. 30.)

WKGK Knoxville, Tenn., and others, noted here- above. (See Aug 30.)

WTSD Sweetwater, Tenn.—Granted assignment of license to WDER Inc. for $52,500. Principals are equal owners Arthur D. Smith Jr., and Mrs. Mary P. Smith. Mr. Smith will hold 50% Interest in station. (See Aug. 30.)


WOKX Knoxville, Tenn.—Granted assignment of cp and license to Gulf Television Corp. (See Aug. 30.)

MILESTONES

FOR OCTOBER

The MILESTONES are series of program con- tinuities are full half-hour presentations... simple to assemble, excellent listening. Each. each in the October package commemorates a special event of national importance.

"KEEPING FIRE IN ITS PLACE" (Fire Protection Week) October 7-15, 1956

"COLUMBUS DAY" October 12, 1956

"IT'S YOUR WORLD, MISTER" (United Nations Day) October 24, 1956

"HALLOWEEN PARTY" October 31, 1956

"Milestones" is available for commercial sponsorship—see your local stations for details.

BROADCAST MUSIC, INC.

589 FIFTH AVE. NEW YORK 17, N. Y.

NEW YORK • CHICAGO • HOLLYWOOD • TORONTO • MONTREAL

FOR THE RECORD

Page 124 • September 10, 1956

HOWARD E. STARK

BROKERS AND FINANCIAL CONSULTANTS

RADIO AND TELEVISION STATIONS

50 EAST 58TH STREET NEW YORK 21, N. Y.

EL. 5-0405

All Inquiries Confidential
Cleveland, Tenn., to Fitch & Kite Inc. and has another application pending for purchase of WSKQ-WHFC-FM Nashville, Tenn. (see separate item). Filed Sept. 4.

WAKY Erie, Pa.—Seeks license of assignment of WTVK-WTVQ to Joseph P. Warshaw Jr., for $61,000. Mr. Wardlaw is former salesman for I. B. M. Corp. Filed Aug. 30.

WGBI-TV Scranton, Pa.—Seeks transfer of control of license committee to WQCA Inc. for $500,000. WQCA Inc is licensee of WQCA-AM-FM file, Philadelphia, Pa. Filed Sept. 4.

WSKQ-WHFC-FM Nashville, Tenn.—Seek transfer of control and assignment of license to Rounsaville Inc. for about $600,000. Principal is multiple station owner, Robert W. Rounsaville. (For Rounsaville transfer of this purchase on his purchase of WSKQ-Tampa, Fla.) Filed Sept. 4.

KGUL-TV Galveston, Tex.—Seeks assignment of broadcast and permit to corporation, to Gulf Television Co. Corporate change, no change in control. Filed Sept. 4.

Hearing Cases . . .

**FINAL DECISIONS**

**KBOX Modesto, Calif.—FCC made effective immediately Initial Decision and granted application of Sunnibies County Broadcasters for assignment of license of KBOX to McClatchy Bestg. Co. Announced, Aug. 30.**


Coos Bay, Ore.—FCC gave notice that, since no objections have been filed to Initial Decision which looked toward grant of application of KORD Inc. for new tv to operate on ch. 9 in Coos Bay, and Commission has not ordered record hereon, initial decision became effective Aug. 29. Announced Sept. 4.

**OTHER ACTION**

Hazard, Ky.—FCC denied petition by Perry County Bestg. Co. for reconsideration and grant without hearing of its application for new am to operate on 1380 kc. 3 kw P.I. in Hazard, removed same from hearing and returned to processing line, and vacated scheduled Sept. 10 hearing. By separate order, denied petition by Hazard Bestg. Corp. to declare Chief Hearing Examiner’s ruling which denied motion to accept its letter of Aug. 21 as application with prejudice for failure to prosecute; дал дальнейшее рассмотрение. Hazard’s petition for stay of further proceedings on application. Announced Aug. 30.

**NARBA Notifications . . .**


**Mexican Change List #1**

<table>
<thead>
<tr>
<th>Date</th>
<th>Change</th>
<th>Callsign</th>
<th>Type</th>
<th>City</th>
</tr>
</thead>
<tbody>
<tr>
<td>July 30, 1956</td>
<td>600 kc</td>
<td>XEZ Merida, Yucatan—Increase power. 10 kw unl., DA-1. Class III. 7-30-56.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>1870 kc</td>
<td>XREM Morelia, Michoacan—Change frequency from 1580 kc. 500 w. D. Class II. 1-30-57.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>929 kc</td>
<td>XRED Culiacan, Sinaloa—Delete assignment. 5 kw. unl. DA-N. Class III. 7-30-56.</td>
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<td></td>
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</tr>
<tr>
<td>1010 kc</td>
<td>XEWS Culiacan, Sinaloa—New. 5 kw D, 250 w. D. Class IV. 1-30-57.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1320 kc</td>
<td>XEJD Montemorelos, Nuevo—Change call letters from XEHW. 150 w, 25 w. D. Class IV. 7-30-56.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1440 kc</td>
<td>XEHV Roserlee, san—Change call letters from XEJL. 250 w unl. Class IV. 7-30-56.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1589 kc</td>
<td>XEMX Zamosa, Michoacan—Change frequency from 870 kc. 1 kw D, 160 w. N. Class II. 1-30-57.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>1870 kc</td>
<td>XEQL Zamosa, Michoacan—Delete assignment (vide 1580 kc). 1 kw D. Class II. 7-30-56.</td>
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<td>929 kc</td>
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</tbody>
</table>

**Routine Roundup . . .**

**August 30 Decisions**

**Broadcast Actions**

By the Commission

Following were granted renewals of licenses on regular basis:


**Followed noncommercial, educational stations, granted renewal of licenses on regular basis:**


August 30 Applications

**Accepted for Filing**

**Modifications of cp**

**KYAT (TV) Yuma, Ariz.—Seeks mod. of cp which authorized IKB Phoenix advertisers get fat, bald and prosperous.**

**IN TEXTILE CAPITAL**

The Earl of Country Music… number one disk-jockey by NEWSPAPER survey. Earl masters ‘Wake Up Carolina’ 8:00 to 8:40 AM and ‘Country Music’ 10:00 to 11:00 AM daily. Ratings? They’re tops! He’s a 105 county favorite.

5000 WATTS

Represented by RAMBEAU

In the WHBF coverage area are 1,102,500 people with an EB of 1 cent per capita of $1627. They’re able to spend 1 and 0.5 billion (S. M. Buying Power)

**CBS FOR THE 60S**

**IN DIXIE**

**Personality Sells**

**PERSONALITY Sells**

**CBS FOR THE 60S IN FIRST GREENVILLE, S.C.**

September 10, 1956 • Page 125
August 31 Decisions

**ACTIONS ON MOTIONS**

By the Commission

Amendment motions 1 and 17—By order of Aug. 29, Commission, on request by A. Earl Calum Jr., Dallas, Tex., extended from Sept. 3 to Nov. 1 all pending motions in Docket 1468 (proposals to amend Parts I and II to locate tail radio towers on "antenna farms") with rebuttal comments to be filed within 20 days thereat.

By Commissioner Richard A. Mack

Broadcast Bureau—Granted petition for extension of time to and including Sept. 24, to file exceptions to Initial Decision in Pittsburgh ch. 4 proceeding (Pecos City Inc., McKeesport, Pa., et al.) Action Aug. 29.

Television East Bay, Oakland, Calif.—Granted petition filed Aug. 28 for extension of time to and including Aug. 30, to file exceptions to Initial Decision, and time for filing replies to such exceptions is and including Sept. 21, in ch. 2 proceeding, involving it and Channel Two Inc., et al. Action Aug. 29.

By Hearing Examiner Jay A. Kyle

KLFT Golden Meadow, La.—On Hearing Examiner's own motion, ordered that prehearing conference and hearing presently scheduled for Sept. 7 and Sept. 19, respectively, are continued without date, re am application of KLFT. Action Aug. 29.

September 4 Applications

Accepted for Filing

License to Cover CP

KBVM Lancaster, Calif.—Seeks license to cover CP which authorized increase in power and changes in antenna system.

KLGA Algona, Iowa—Seeks license to cover CP which authorized increase in power and changes in antenna; and remote control from Hirschfeld, 606 N. Dewey St.

WPBT Frestenburg, Ky.—Seeks license to cover CP which authorized increase in power and changes in antenna system.

WINX Rockville, Md.—Seeks license to cover CP which authorized change in hours of operation; installation of DA-N, and remote control equipment; and remote control from K. E. Baltimore Md., Rockville, while using NON-DA.

WMAX Grand Rapids, Mich.—Seeks license to cover CP which authorized increase in power and changes in antenna system.

September 5 Decisions

**BROADCAST ACTIONS**

By the Commission

**ACTIONS ON AUGUST 31**

KLFT North Platte, Neb.—Renewal of Licenses Returned in BA—WINS-McKee, N. B. (No name of license); KTOY (FM) Tacoma, Wash. (Improperly filed).

**SEPTEMBER 5 DECISIONS**

**BROADCAST ACTIONS**

By the Broadcast Bureau

**ACTIONS ON AUGUST 31**

KLJT North Platte, Neb.—Granted authority to operate trans. by remote control from Hirschfeld, 606 N. Dewey St.

KPOO San Francisco, Calif.—Granted extension of completion of time to and including Sept. 30, 56 conditions.

**ACTIONS OF AUGUST 30**

WWDC Washington, D. C.—Granted license covering changes in DA-D and change from DA-1 to DA-2, conditions.

WUSC-FM Columbia, S. C.—Granted authority to operate trans. by remote control from 1318 Pendleton St.

Following were granted licenses for am stations: WSHW Hillsboro, Ohio, condition; WPFT Columbus, WCHL Columbus, Ohio; WRLD Fisher, W. Va.

KSQN De Queen, Ark.—Granted license for am station.

Following were granted licenses for tv stations: WSHW Hagerstown, Md., to 11-1-56; RHF TV Malibu, Calif., to 11-1-56, condition; WTBO-TV Winston-Salem, N. C., to 3-3-57, condition.

**ACTIONS OF AUGUST 28**

WTVH Shavano, Wis.—Granted authority to operate trans. by remote control from 107-113 E. Green Bay St., while using NON-DA.

Following were granted licenses for completion dates as shown: WTCH WWDC-14; WTVF WLBT-14, condition; WTVF (TV) Jackson, Miss., to 3-22-57.
Opportunity — New York sales. Man or woman experience. Send photo, resume, wage demand. Box 697A, B-T.

Opportunity knocks. Chance for aggressive salesman to be own boss and make a little money. Box 706A, B-T.

Help Wanted — Cont’d

**Radio**

**Salesman**

Salesman for one kilowatt, well established in single station market. Progressive management, sales aids to support honest effort. If you want income and career opportunity this is for you. Also opening for sales trainee. Send photo and resume. Box 718A, B-T.

Salesman now working in small market and desires to move to one of the nation’s wealthiest—largest markets. Guarantee, commission, numerous benefits. Washington, D.C. area. Box 617A, B-T.

Salesman-announcer for growing west coast market. Excellent opportunity, located in college town with good schools, churches, recreation facilities. Frank Flynn, KCOV, Box 886, Corvallis, Oregon.

**Salesmen**


Little Rock, Arkansas—KOKY—New all negro programmed station staffing—need 2 experienced white sales managers and sales managers—accepting applications through September 15th. We can’t afford to lose you and want to move up with rapidly expanding organization. Send complete resume and photograph first letter or application will not be considered. John McLeod, Box 1955, Little Rock, Arkansas.


Little Rock, Arkansas—KOKY—New all negro programmed station staffing—need experienced white sales manager. If you like money and want to move up with rapidly expanding organization, send resume and photograph immediately. John M. McLeod, Box 1955, Little Rock, Arkansas.


Florida fulltime 5000 watt NBC affiliate has openings for experienced salesman. Good draw on commission. WFLA, Lakeland, Florida.

Announcer—Excellent opportunity for man with selling voice who can build musical shows from list of nation’s top favorites and keep “intro” to selections bright and fresh. Must have tape. Write Box 697A, B-T.

Florida fulltime network station needs good announcing engineer with list of tape. Must have good voice. Send resume. Box 617A, B-T.


RCA needs trained broadcast engineers who can direct and participate in the installation and service of AM and television broadcast equipment. Here’s an excellent opportunity for young, well-trained engineers, with experience in the field, to continue their training and experience with color TV transmitters. Opportunities exist in Atlanta, Chicago and suburban Philadelphia.

**Opportunity at RCA for Broadcast Field Engineers**

**RCA**

**FOR**

**BROADCAST FIELD ENGINEERS**

RCA needs trained broadcast engineers who can direct and participate in the installation and service of AM and television broadcast equipment. Here’s an excellent opportunity for young, well-trained engineers, with experience in the field, to continue their training and experience with color TV transmitters. Opportunities exist in Atlanta, Chicago and suburban Philadelphia.

**Can You Qualify?**

You need: 2-3 years’ experience in broadcast equipment, including work on TV or AM transmitter installations. You should have: good technical schooling and 1st Class Radio-Telephone License.

**Enjoy RCA advantages:**

- Top Salaries
- Many Liberal Company-Paid Benefits
- Relocation Assistance

For personal interview, please send a complete resume of your education and experience to:

Mr. James Ball, Employment Manager, Dept. Y-3-J
RCA Service Company, Inc.
Cherry Hill, Camden 8, N. J.

RCA SERVICE COMPANY, INC.

**Radio**

**Help Wanted—Cont’d**

**Salesmen**


**Announcers**

Wanted—Glenn DJ with sparkle and pep, bright and breezy, adlib with flow and momentum, clever, quick, novel broadcast. Send photo, resume and application to IVI, Mich., Wlue, Upper N.Y. state, Penna. area. $125. Box 699A, B-T.


Immediate opening in southeast Florida station now in 21st year. Top salary in an area with good morning man, versatility, personality able to handle taped paced, busy morning show. Send resume and photograph to CBS station. Operation. Want no drifters. This is an experienced opportunity if you can qualify. Send full first letter, including salary expectations. Write Box 783A, B-T.

Cemco man needed September 15th. Box 786A, B-T.

New England, versatile DJ who believes there are records other than top 30. Good knowledge music and flair for programming New England resident only. Small station in resort area. Send details and salary desired to Box 786A, B-T.


Wanted: Experienced announcer. Best working conditions, good pay. Good personality. Write Box 697A, B-T.

Announcer—wanted; first phone—accent on announcing. Write stating basic salary expected to Simon Gold, WCHT, Washington, New Jersey.

Announcer wanted by kilowatt daytimer, progressive station, suburban territory. Send tape, photo, qualifications, expected salary first letter. Doyle Satterwhite, WXKC, North Wilkesboro, North Carolina.

**Radio**

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**Announcers**

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Florida fulltime network station needs good announcing engineer with list of tape. Must have good voice. Send resume. Box 617A, B-T.


**Top pay for two sharp DJ’s. Must be production minded and know pop music. Include any gimmicks and five minutes of news on tape, work history, references and small snapshot. No drunks or drifters. $5000000 contract. Send tape to Bob King, WYZE, Henry Grady Blvd., Atlanta, Ga.**

**Technical**

Wanted—engineers with first and second phone licenses. Salary will depend on qualifications and experience. Range $65.00 to $105.00 per week. Radio and television jobs available immediately. Experience not required. Box 617A, B-T.

Studio technical personnel for radio and television operation in midwestern metropolitan market. Radiotelephone first license required. Very good of equipment, and excellent employee relationship. State experience, education, draft classification and provide a recent snapshot. Box 698A, B-T.

Wanted—first class engineer who can serve as disc jockey. Send picture and state experience. Box 883A, B-T.


Engineer with first class license. Experience desired in am and fm transmitter operation and maintenance. Single station city in medium sized town. Box 782A, B-T.
**RADIO**

Help Wanted—(Cont’d)

**Technical**

Engineer with first class license. Experience not necessary. New England daytimer. Write Box 764A, B.T.

First class engineer needed at once Ohio 5 kw. $89 to $100 weekly. 48 hours. Box 752A, B.T.

Kentucky station needs first class engineer immediately. Salary  $90 to $100 weekly. Full details. Box 784A, B.T.

Chief engineer for small market, 250 watt independent. Emphasis on maintenance. No announcing. First class license necessary. Full details. Box 798A, B.T.

Chicago, 8,000 watt daytime station with remote control. Apply WRLC, North Wilkesboro, North Carolina.


**Programming-Production, Others**

Copywriter, receptionist needed immediately. Missouri outlet. Experience should have limited experience in bookkeeping and traffic duties. Includes phone calls. Full details to The Radio Man, 250 Main South, Kansas City, Missouri.

Little Rock, Arkansas.—KOYK—new negro program manager. Experiences, white live "program" directors preferred. Salary plus reasonable commission. Send resume and photographs immediately to John M. McDaniel, Box 1656, Little Rock, Arkansas.

Copywriter, female—wonderful opportunity, metropolitan, long-established station. Opportunity for your own TV studio. Send resume and sample of copywriting or call for appointment to Ralph Kenna, WKNX, 142 West New Britain Avenue, West Hartford, 10, Connecticut.

WJND, Chicago, interested in top-quality office girls with radio, experience for key positions to handle expanding business volume. Write Program Director.


Situations Wanted

**Managerial**

Top-flight general manager available immediately. Industry veteran with excellent working knowledge of television. Looking for medium to medium-large market where there is opportunity to black. In a short time have one of the finest sales records and a top show which has been a model for many other stations with similar operations. For complete details and background, write Box 616A, B.T., Confidential.

Well-Known producer for present post. Would like thrilling, competitive medium market, where sales experience will pay dividends for both you and myself. Have finest industry references and top record. Write Box 619A, B.T.

Manager with go-getting sales ability proven record, continuous enthusiasm for radio plus chief engineer. Moderate salary, plus percentage. Best character, technical and other references. Box 685A, B.T.

Sales manager who "loves to sell." New Jersey independent has immediate opening. Right man can earn good five-figure income. Box 737A, B.T.

General manager-sales manager. Currently head- ing top independent in mid-eastern medium market. Wishes to relocate with progressive operation. Excellent entertainment record, fine references. Box 760A, B.T.

Manager with go-getting sales ability proven record, continuous enthusiasm for radio plus chief engineer. Moderate salary, plus percentage. Best character, technical and other references. Box 695A, B.T.

Manager, experienced independent and network. Small or medium market. Box 827A, B.T.

Manager with go-getting sales ability proven record, continuous enthusiasm for radio plus chief engineer. Moderate salary, plus percentage. Best character, technical and other references. Box 685A, B.T.

**Commercial**

Manager for small market. Young, aggressive, proven sales, program, ideas. Box 919A, B.T.

6 years radio announcer, program director. Wants more sales experience. Box 734A, B.T.

Commercial manager. High caliber salesman, as good as the opportunity. Better. Announcer, first class license, experience, work anywhere. Box 741A, B.T.

DJ-News-sports, presently employed—married. Want to relocate to larger market in the east. Box 668A, B.T.

Announcer-DJ, No great talent, just steady, dependable, moderate salary, 2 nights work per week. Box 717A, B.T.

Broadcasting school graduate, strong on hard sell commercials, news, sports, DJ. Board, play-by-play, Excellent qualifications, married, ambitious. Tape, photo, resume. Box 679A, B.T.

Announcer-radio-TV. On-camera commercials. 9 years sales experience. Must be experienced, aggressive. B.T.

Tape available. Box 760A, B.T.

Announcer-radio. Negro, thoroughly trained, news, commercials, DJ board, tape available. Box 682A, B.T.

Announcer-radio-TV. On-camera commercials. 9 years sales experience. Must be experienced, aggressive. B.T.

Tape available. Box 760A, B.T.

Stop—look—experienced announcer—single—veteran—network experience—have suitcase. Box 765A, B.T.

Top announcer, first phone. 6 years experience, presently employed, with location to northeast. Box 772A, B.T.

Personality shows by man experienced as program director, writer, assistant manager. College trained, knowledge of commercials, association after adult listeners. Excellent references. No holliby, junk gospel music. Serious inquiries only. Box 422A, B.T.

DJ-news. 1 1/2 years present station. Married, Vet. 29, B.A. Speech. Minimum $75. Prefer Texas. Gulf or San Diego area. Tape and resume on request. Box 747A, B.T.


Presently employed 250 watt southeast network. Work a good job. Has long sales experience. Interested in opportunities adjacent to present. Box 770A, B.T.

**Advertising**

Announcer, Peg, real gay disc jockey, some experience. Tape available. Box 760A, B.T.


Experienced DJ 7 1/2 years experience. Strong on news, commercials, Married. Veteran. Permanent. Box 293, Monona, Eau Claire, Wisconsin.

**Technical**

Engineer, announcer. Versatile announcer, 12 years experience. College grad. Has always been chief engineer. Contact Jim Robinson, 2786, Muleshoe, Texas.

**Programming-Production, Others**

Former Wisconsin TV-sm newsmen seeks to re- turn to Badger state. Currently employed metro- politan news department. Box 413A, B.T.

Representation on the west coast available for agency with limited budget. 25 years old. A "real" available for follow-through on all details concerned with tv and radio production; media, research; surveys; publicity; public relations; etc. Eight years experience as sales and/or line of advertis- ing listed, plus shorthand, typing and agency billing procedure knowledge. Married, no chil- dren. Located in Los Angeles. Replies confiden- tially.


Newman. 7 1/2 years experience. Seek am-com- tv or radio producing position. Married, vet- eran. Box 262, Eau Claire, Wisconsin. Phone Tipple 5-8914.

**TELEVISION**

Help Wanted

Salesmen

Immediately available for sale well established southeastern NBC-TV outlet. Should either be experienced in tv or radio sales. Starting salary based on experience. Will receive on-going billings and cream accounts. Box 768A, B.T.

Wanted: TV times salesman, in the nation's fast- est growing market. Must have sales experience however tv experience is not necessary. Liberal salary, commission and commission. Contact Mike Kiley, KTVV, Sherman Oaks, or Hugh Laroe, WINS, New York.

Let us show you an exceptional opportunity for experienced Salesman. No experience needed. Send resume and we will send details. General Manager, W3XX, Top Hard working TV, East Pennsylvania.

Announcer


Continues on next page
Engineer—1st phone for large, expanding tv station. Heavy on maintenance desirable. Central New York State. Excellent opportunity. Box 964A, B-T.

Transmitter experience preferred, however will consider any man with good technical background. Send details, schooling experience, family status, photo, salary, Chief Engineer, KERO-TV, 1420 Trixton Ave., Bakersfield, California.

California network vhf. Engineering opportunity. We need engineers at once for expanding operation in two of California's finest small coastal cities. Must be fully qualified and experienced in maintenance and operation, both studio and transmitter. Excellent opportunity for right men. Periodic raises and profit sharing plan demands initiative and cooperative attitude. Give complete experience and references. Send full information to Bill Hargan, Chief Engineer, KSBW-TV, Post Office Box 1631, Salinas, California.

Need first-class men for transmitter-operating-maintenance. Full resume first letter to Chief Engineer, WBTN-TV, Huntington, West Virginia.

Programming-Production, Others:

Experienced continuity writer for large eastern network affiliate. Forward copy samples and complete resume with salary requirements. Box 506G, B-T.

Experienced news photographer for local sound and silent coverage. Must be able to process small amounts of news footage. Some newwriting experience helpful. State salary requirements with resume. Box 506G, B-T.

Established midwest tv station wants aggressive newscaster. Must have broadcast experience. Complete film facilities available. Must be good writer, have knowledge of studio operation and photo required. Salary open. Box 670A, B-T.

Account opportunity in network for man experienced in general or program cost accounting in station in medium sized or larger market, willing to relocate in major market. College degree in Accounting, Finance or General Business. Experience in public accounting preferred. Age limit 32. Send detailed resume to Box 671A, B-T.

CHICAGO TV PRODUCTION CLASS AT WORK

NORTHWEST RADIO & TELEVISION SCHOOL

1221 N. W. 31st Avenue

Portland, Oregon • CA 3-7246

Page 130 • September 10, 1956

Broadcasting • Telecasting
FOR SALE—(Cont'd)

Stations


For the best station buys in the east and south, call John Hanly, 1377 De Sales Street, N.W., Washington, D.C. Executive 3-2165.

One American 5 kw modulation transformer, Electric Telephone & Telegraph, Terminal, Primary 1870-1878 mc., Secondary 2000-4000 mc., Cost approximately $1,400.00. Make offer. Box 723A, B-T.

Complete fm station $2,850. GE BT-1-B 230 watts with monitor and G.E. BV-4-A4 four bay antenna. 500 ft. 3/4-inch coax tuning condenser for use on fm tower. Box 731A, B-T.

For sale, 4 ten foot diameter and 5 six foot diameter solid reflectors, make offer. Frank C. Curman, Radio Station, Salt Lake City, Utah.

For sale—150 ft. self-supporting IDECO tower, insulated. Call or write WARK, Hagerstown, Maryland.

REL type 695 50 watt transmitter and receiving unit, Whip and receiving dipole, 35 ft. windup mast and trailer. Now operating on 153.11 meg. Contact WFTC, Rocky Mount, N. C.

Keep working capital free. Lease needed studio, transmitter, office fixtures, aircraft, etc., Anywhere in the U. S. A. Gene O'Fallon & Sons, Inc. 629 Grant, Denver. Am 6-2397.

Next offer for ultra-insulated self-supporting 150 ft. tower. Call Republic 7-8000, Washington, D. C.

WANTED TO BUY

Stations

Private sales, dignified personal service. Texas, Colorado, Oklahoma, Arkansas, Kansas, Minnesota, Ralph Erwin, Licensed Broker, 1443 South Trenton, Tulsa.

Equipment

Wanted: One used live camera chain. Prefer field power supply and control unit. Box 858A, B-T.

Wanted: One TK-26D film chain. List components included. Station condition and price first letter. Box 960A, B-T.

Used five or six bay superturnstile antenna for channel four. Give all information first reply. Box 757A, B-T.


INSTRUCTION

FCC first phone in 12 weeks. Home study or resident training. Our schools are located in Hollywood, California and Washington, D.C. For free booklet, write Grantham School of Electronics, 5850 Lankershim Blvd., Los Angeles 18, California, or 621 17th Street, N.W., Washington 6, D.C.


RADIO

Help Wanted—(Cont'd)

SALES ENGINEERS

Broadcast equipment manufacturer has openings for sales engineers in various territories as well as for non-travelling positions for sales engineers in midwest home office. Technical radio background is essential, preferably as Chief Engineer of AM radio station. These are permanent positions with a future with a growing company. Please send complete resume and photo to Box 753A, B-T.

Top Rated Disc Jockey and Top Air Salesman with Impressive List of Sponsors in Major Metropolitan Market Desires to Better Himself Financially. Box 763A, B-T

FOR SALE—Equipment

TOWERS

RADIO-TELEVISION

Antennas-Coastal Cable

Tower Sales & Erecting Co.

6100 N. E. Columbia Blvd.

Portland 11, Oregon

INSTRUCTION

FCC 1st Phone Licenses in 5 to 6 Weeks

William B. Ogden—10th Year

110 9th Street, Box 1241

Burbank, Calif.

Reservations Necessary All Classes

Over 1700 Successful Students

MISCELLANEOUS

NOTICE

One Shure Microphone, Model 300. Ser. 2642
Two Atlas Microphone System Model 290. Ser. 1129
One Electro Voice Filter-type Microphone
One Electro Voice Microphone. Also clip type
One Metcalfe Amplifier, Model 150A. Ser. 7214
Two General Electric Amplifiers, A1329

These items were stolen from Recorders, Ltd., Suite 107, Million Realists Building, Denver 2, Colorado.

Any information of the above listed items should be sent to this office or to Detectives O. E. Torres or G. P. Curran, Detective Division, Police Department, City of Denver.

CALIFORNIA NETWORK VHF ENGINEERING OPPORTUNITY

We need engineers at once for expanding operation in two of California's finest small coastal cities. Must be fully qualified and experienced in main- tenance and operation, both studio and transmitter. Excellent opportunity for right men. Periodic raises and profit sharing plan demands initiative and co- operative attitude. Give complete experience and references. Send full information to Bill Hargan, Chief Engineer, KSBW-TV, Post Office Box 1651, Salinas, California.
Now Playing: Celler-ama

LAST month, at its national convention, the Democratic party solemnly reaffirmed its faith in the American free enterprise system as a cornerstone of its platform. One of the architects of that platform was Rep. Emanuel Celler of New York, chairman of the House Judiciary Committee and of its subcommittee on antitrust.

On Thursday Mr. Celler will lift the curtain on his committee's television investigation which has all the earmarks of a frontal attack on the very free enterprise system his party is pledged to foster.

It has been traditional, irrespective of party, to honor the confidentiality of business contracts in competitive fields, except where evidence is evident. Mr. Celler a fortnight ago held an "executive session" of his subcommittee in New York. Only three Democratic members, along with the staff, were present. He insisted that CBS and NBC produce all contracts with talent, outside packagers and advertisers.

Failure to produce these documents, along with memoranda, reports of conversations, and all else, he cautioned, would bring citations for contempt. The fact that the networks would themselves be culpable if they disclosed the terms of certain confidential contracts evidently made no difference.

Mr. Celler is a lawyer. Would he spread the public records the fees his firm has collected from clients who took advantage of his legal talents? Would he vote to disclose the amounts the government spends for junkets the world-over by members of Congress, who also are handed "pocket money" to be spent in each country they visit?

There is no monopoly in talent. Nor can there be. Talent comes around. The Walt Disney story is well known. ABC took a flyer on it. The other networks could have had the Disney contracts. And whatever happened to Kate Smith? Or Rudy Vallee?

NBC and CBS should resist the outrageous demands of Rep. Celler. Let him subpoena the records, if he dares. And then let the networks challenge him before the full committee, with Republican as well as Democratic members present. Then, if need be, let them challenge the committee's authority in the courts.

During its 10 days of public hearings, the Celler committee obviously intends to cover much of the ground previously explored by the Senate Commerce Committee and the Evans House Small Business Committee. Even before it gets to the network phases, it will hear witnesses representing the film syndicators, the antitrust division of the Justice Dept. and spokesmen for uhf broadcasters.

Mr. Celler, along with his committee colleagues, is running for re-election. He obviously wants to make publicity hay while the television sun shines. His constituency is in New York.

The timing here is all too obvious. A subdivision of government is using questionable authority for political gain through enblazoned headlines from the world's talent center.

Deintermixture Progress

THE FCC apparently has saved itself time and trouble by intercepting the engineering proposals of its staff incorporated in the June 25 deintermixture order. It develops that a number of basic engineering errors were made, thus changing the ground rules governing propagation, with the ultimate effect of throwing the whole allocation plan out of kilter. It would have made the FCC vulnerable to legal attack on over-all tv allocations.

Upon recommendation of new Comr. T. A. M. Craven, an engineering expert, the FCC has postponed the deadline on the deintermixture comments from Sept. 10 to Nov. 15. This will allow time to revise the engineering curves, after consultation with practical consulting engineers. Reply comments are due 15 days later.

There are those who see political overtones in this postponement action because it defers action on the controversial deintermixture proposals until after the Nov. 6 election. But that was not in the minds of the FCC members. It was felt that at least 60 days would be needed to correct the errors and devise a legally impregnable formula.

There should be no further postponements, however. The FCC should render its final judgments with greatest possible dispatch. The public in the areas affected is being deprived of needed service. And the applicants should not be kept on tenterhooks.

Fall and Rise

THERE are mounting signs—dollar signs, than which there are no signs better—that radio business is beginning to perk again with more of its oldtime vigor.

Station Representatives Assn., looking over its radio spot billings figures for the year to date, sees a distinct chance that spot radio not only will bill more than last year, but perhaps will even edge ahead of its all-time peak year of 1953 [BT, Sept. 3]. If gains continue at their current pace, says SRA, a record-breaker is sure to result. Radio Advertising Bureau gets much the same report from its member stations around the country—and these bullish accounts apply to local business as well as national spot.

Parenthetically, it would be unjust to pass over the representatives and RAB without a word for the role they have played in radio's comeback. With aggressive, imaginative broadcasters at all levels—from local to network—they have worked manfully and long, through pessimistic times and against the voices of gloom and doom, in pouring away at radio's fundamental ability to reach the most for the least.

Network business generally is by no means out of the woods yet, but there too the renewed activity of advertisers—many of them returning to radio after long absences or stepping up current budgets—is more encouraging than at any time in recent years. In all, there seems good cause to think that, for broadcasters, radio once more is beginning to come in loud and clear—just as it has always done for the advertisers who have used it right.

STEADY increases in television billings are taken for granted. New national advertisers are coming into tv, some of them at the skillful persuasion of Television Bureau of Advertising whose presentations in major cities have begun to pay off.

New local and regional accounts also are being developed.

This process is considerably aided by the great wealth of program product which has come on the market in recent months. The acquisition of impressive libraries of feature films will enable many stations, independent and affiliate alike, to strengthen their appeal to sponsors. Additionally, of course, network schedules promise to reach new levels of perfection, and syndicated programs will be abundant and good.

The optimistic outlook is reflected in recent television station transfers. Prices of tv properties have never been higher. Vhf stations are commanding huge sale prices, and several uhfs have been sold for substantial money.

This is not to say that business throughout television is universally good. There are still uhfs struggling to keep afloat and indeed a few vhfs that find the going difficult. The problems of station scarcity in some areas have yet to be resolved.

On the whole, however, television is going to be a good business to be in in the fall of 1956 and indeed into the foreseeable future.
KPRC-TV has sold Houston Gulf Coast folks since 1949 by givin’ em what they want. Its top local programming is tailored to fit this Southwest audience . . . planned to entertain and sell every income group in Houston’s expanding market . . . delivered with a Southwestern accent.

Buy programming experience that best serves the advertiser by first serving the audience . . . buy KPRC-TV.
are you

GOING PLACES?

WINS offers for the first time a completely new travel concept—"Creating the MOOD to Travel." The atmosphere of all the world's most popular spots will be recreated on WINS. Ten 1-minute spots every day, 7 days a week, or a total of 70 spots per week; plus three one-half hour programs each weekend will round out the schedule. The programs will be hosted by the celebrated Maggi McNellis and the renowned husband-and-wife travel team, Paul and Rosa Andrews.

With the greatest increase in consumer spending (13.5%) going for travel, you will want to be sure to get on board for your share.

As 50% of the total U.S. travel market is in the WINS signal area, this new travel format will absolutely make WINS the leading source of travel information in the nation.

WINS, 28 W. 44th Street, New York 36