TV sales abroad expected to hit $80 million in '66. p27
ABC-TV unveils new rate card at hearing on Hill. p50
Mutual goes to seventh owner for $3.1 million. p46
NAB clinics analyze hits, misses of radio programs. p70
Lassie, television’s most beloved and most publicized all-family show is now available to you. We are offering 156 first-time off-the-network episodes entitled “Timmy and Lassie.”

For information wire or phone collect to

Telesynd
375 PARK AVENUE NEW YORK, N.Y. 10022
HARDIE FRIEBERG, President 212 Plaza 2.3210
On the Go!

KTRK-TV abc HOUSTON
for soaring sales

Channel 8 brings color to a vital, growing multi-city market—Lancaster, Harrisburg, York, Lebanon, plus many other areas. All local programs are colorcast live, on film, tape, or via color tape recorders to a market with 18% color penetration.* Give your product the exposure, the advantage, the appeal of color-full WGAL-TV and watch sales soar.

*This statistic is based on Nielsen estimates and subject to inherent limitations of sampling techniques and other qualifications issued by that company, available upon request.
Fourth network?

Mutual may start television network if plans of its new owners work out. Buying group, which is expected to take over by July 1 (see page 46), wants to acquire both radio and TV stations, but recognizes that there's seller's market for both. It also has in mind eventual development of TV network, starting with relatively modest schedule of evening programming. Robert Hurleigh, who stays on as MBS president, has already conferred on plans with new principals.

Points of contact between Mutual's present owner, 3M Co., and Ohio-based group to which it's selling Mutual are William L. McKnight, 3M chairman, and Loren M. Berry, chairman of L. M. Berry Co., telephone directory firm in Dayton, Ohio. Messrs. McKnight and Berry are longtime winter neighbors in Florida. When Mr. Berry's son-in-law, John P. Fraim, who's vice president of Berry company, got notion of making bid for Mutual, Mr. Berry set up meeting with 3M principals through Mr. McKnight.

Auto business

Major auto company production cutbacks to adjust inventories are unlikely to hurt heavy advertising campaigns in TV or radio, Detroit station representatives feel. Situation actually may generate even more spot dollars if dealers need extra help in July-August period clearing decks for new models. Outlook for 1967-model drives may depend on buyer mood between now and then. So far this year auto money is well ahead of last year in both media, especially radio.

Head to head again

It's still unofficial, but it seems virtually certain all three TV networks, for second year in row, will kick off new programming for fall season on same date. Sept. 11 is penciled in as Premiere Day on ABC-TV, CBS-TV NBC-TV, weekend after Labor Day and virtual end of summer vacation season.

Petry goes abroad

Talks are approaching final stage on deal in which Edward Petry & Co., pioneer station rep, would become associated with major European rep and thus embark on what it expects to become fully international operation. Setup, believed to be first of its kind by independent rep, would give Petry stations services abroad similar to those provided by Petry in this country. New alliance would work at highest level to promote expansion of overseas businesses into U.S. market and, since most are now oriented toward newspaper or network TV advertising, would show them uses and advantages of spot broadcasting over others.

European company is Television International Enterprises (TIE), headed by Colonel David Sterling, one of Britain's biggest war heroes. Export-import officials are said to have indicated full support for efforts to get major European manufacturers to become more involved in U.S. economy. When deal is set, Petry's overseas operations will have headquarters in London with more than score of people working on broadcasting from beginning.

Room at the top

Change in top management of CBS-owned WNCN New York is in offing with expected resignations of Ralph W. Goshen as vice president and general manager of radio station. Top contender reported for Mr. Goshen's slot is John O. (Jack) Downey, vice president and general manager of CBS-owned WCAU Philadelphia. Mr. Goshen's plans are not known at this time.

Visitor's bureau

National Association of Broadcasters is aiming for fall start of plan to have U. S. broadcasters sponsor foreign broadcast newsmen in this country for extended stay. However, NAB is suggesting to Leonard Marks, director of U. S. Information Agency, father of plan, that 30-day visits might be more within range of U. S. broadcasters than originally proposed 60 days.

Mr. Marks made proposal last fall at Broadcasters Promotion Association convention, and NAB subsequently got in act to handle details. NAB inquiry among larger members indicated only about dozen that felt they could afford cost of bringing foreign broadcaster over and putting him on payroll for two months. Association thinks more broadcasters might go along with shorter visit period. NAB hopes to bring over all broadcasters at one time.

Help wanted

It will be few weeks before FCC takes up broadcaster Gordon McLendon's unprecedented proposal to transform KOLA(PM) Los Angeles, which he wants to buy, into all classified station. But there is considerable speculation that commission will hold oral argument on assignment-of-license application before deciding whether to approve sale or set application for hearing. There seems to be no hard-line, jeersome to proposal. (Former Chairman E. William Henry, for instance, who was tough on over-commercialization, had said his initial reaction to idea was "favorable"). But some staffers feel that uniqueness of McLendon proposal would bar routine grant.

Marshall called

Glenn Marshall Jr., WXRT(TV) Jacksonville, Fla., will soon be announced as chairman of National Association of Broadcasters American Values Committee. Last January NAB joint board approved committee to be made permanent to establish clearing house for collection and distribution of broadcast material—though without "editorial judgment." Charles Crutchfield, Jefferson Standard Stations, Charlotte, N.C., chairman of predecessor ad hoc committee, has agreed to work on permanent group.

Daytime sign-on

FCC staffs who feel they have grown old in effort to draft rule that would permit presunrise operation by daytimers (notice of proposed rule-making was issued in November 1962) now say end of project may be in sight. Details are being kept under wraps, but rule being put in final shape for submission to commission, possibly within next couple of months, would provide for uniform presunrise sign-on time (notice had proposed 6 a.m.) for certain daytimers, generally class IIIs. Drafters say rule would afford affected daytimers "substantial relief." Fulltime stations, however, will probably howl that such presunrise operation will cause them interference.
HIT OF THE SHOW

Once again the Norelco exhibition was outstanding in attraction and performance ... and the Norelco Plumbicon* is now firmly acclaimed the pickup tube for modern cameras.

The new Norelco PC-70 Color Camera introduced at the NAB, features operational simplicity, short warm-up time, stabilized deflection circuits, built-in test functions and newly designed solid state camera controls utilizing both transistor and integrated circuitry.

The Norelco PC-70 Plumbicon Color Camera permits hours of "hands-off" operation and precise color matching between cameras ... even for close-up flesh tones and over-wide variations of light levels—including highlights and shadows.

Performance at the show was obvious. The Norelco three-tube Plumbicon cameras functioned faultlessly throughout ... clearly demonstrating the advantages of the three-tube system in producing unmatched resolution, sharp and snappy pictures in both color and black-and-white. The color was magnificent under an array of textures and hues and lighting conditions. It can be magnificent for you too! That's why we say, "Color it Faithful"—with Norelco Plumbicon Color Cameras.

*PLUMBICON is a registered trademark
Overseas market for U.S. television programs should reach $80 million this year, increase of 6% over 1965's volume. At least $60 million will be tied up in current on-network series. See ...

WORLD MARKET UP ... 27

Mutual Industries will pay 3M Co. $3.1 million to take over Mutual Broadcasting System on July 1. John P. Fraim is president of new corporation. Hurleigh will stay on as MBS president. See ...

MUTUAL'S $3.1 MILLION TAG ... 46

Food-grocery advertisers, with $465 million outlay, were biggest category of television time buyers in 1965; spent 8% more than '64. TVB figures show TV, radio, phonograph and instrument spending increased 58%. See ...

TV CLIENTS ... 30

Sheridan recommends maximum fine of $10,000 be levied against McLendon's KABL Oakland for violation of city identification rule. FCC gives green light for full hearing to reply to charges. See ...

FACES MAXIMUM FINE ... 48

NAB radio clinics open 1966 road show to almost 200 broadcasters at Portland and Houston. Ideas flow freely. KIRO's Ash rips into general apathy of many radio men towards news operations. See ...

WHY SOME RADIO CLICKS ... 70

ABC-TV gets commendations from Capitol Hill as it announces new prime-time rate card with only one discount for long-term advertisers. CBS-TV's Reynolds says small businessman not hurt by networks. See ...

PULLS REINS ON DISCOUNTS ... 50

Upcoming four decades will bring about changes almost before they're identifiable, Scott tells NBC affiliates in Hawaii. Durgin indicates NBC-TV will have extra charge for color programs. See ...

LOOK AHEAD TO 2006 ... 58

Reaction to CATV copyright plan varies with point of view of broadcaster or system operator. Jeness says subcommittee's idea undercuts TV's structure. L'Heureux likes it, says it should go further. See ...

NEW APPROACH ... 62

NAB radio code board supports ban on intimate feminine hygiene product ads; agrees cautionary statement on hemorrhoid advertising unneeded; approves derogation amendment; urges movie advertising guidelines. See ...

FEMALE HYGIENE ... 31

Pulse to embark on three-month national radio station coverage study in '67's first quarter. Rodlow says survey will cost $750,000. Estimates 200,000 to 250,000 households in 48 states will be covered. See ...

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Broadcasting

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Subscription orders and address changes: Send to Broadcasting Circulation Dept., 1735 DeSales Street, N.W., Washington, D.C. 20009. On changes, please include both old and new addresses plus address label from front cover of magazine.
You say it's drier than dry? With lots more pleasure in every gulp?

KNX Radio says talk is cheap.

If you think it's easy to sell beer, you aren't in the beer business. Brewing companies spend more than $100 million each year on advertising alone. And they work hard to see that not a drop of it is wasted.

When they decide on media, naturally they include radio. They agree it's a sure way to tap lots of people at a low cost. But... they won't settle for just any radio.

They put down a good-sized chunk of their money for the kind of stations that make radio an even more efficient buy. The stations whose listeners pay more attention. News/Talk/Information stations. Audience Involvement Radio. Like KNX in Los Angeles. Like all the CBS Owned radio stations.

How do brewers know which stations listeners listen closer to? Until recently, common sense. A person will get involved in talk. But he'll let music fade into the background. Now, a new research study shows just how much more attention listeners pay to our talk stations.

Send for a free copy of our study, Mike and Mike. You'll find it brimming over with new facts and figures that show that these talk stations deliver more attentive listeners. And to the man who pays for these listeners, this means getting more for his money. Or as we say: talk is cheap.

THE CBS OWNED RADIO STATIONS
Audience Involvement Radio.

Creative radio for sales noted

Radio success stories tumbled over each other Friday (May 13) as commercial creators told International Radio and Television Society's annual radio commercials workshop in New York how some of radios best-known current advertising messages were developed (early story page 42).

John Bergin, BBDO, said "radio can still be the promise of what advertising should be," if it is "not researched to dullness," if it is "not so costly it scares the dare out of you or your client." Radio, he said, "is a great place for writing words that TV has no room for and print has no space for."

Mr. Bergin suggested advertisers use radio's imagery-transfer values to take advantage not only of advertising themes developed on TV but also those from other media. He also challenged contentions that advertising should be judged solely by its sales results and not by its quality. "What you do in this medium," he said, "can be a gift to the public as well as a profit to the client."

Ray J. Mauer, Geyer, Morey, Ballard, said in describing origins of Irish International Airlines campaign that radio "had much to do" with making Irish "major" airline. "And radio became increasingly important as time went by," he added. "Media analysis was partly responsible for this, but the big reason for choosing radio was the creative opportunity it offered this particular client to stand out in a highly competitive business."

Mel Blanc, of Mel Blanc Associates, said that when advertiser avoids radio it's because his agency "cannot put him in radio in an exciting way."

Chuck Blore, of Chuck Blore Creative Services, played series of commercials to demonstrate "that awesome power of radio when it is done well," and stressed what he called his "absolute and passionate belief in radio, the extreme mobility of radio, the immediacy of radio, the intimacy of radio and the power of radio."

Starkey heads 4A division

W. M. Starkey, vice president and regional manager of BBDO, Los Angeles, elected chairman of Western Region of American Association of Advertising Agencies Friday (May 13). He succeeds King Harris, executive vice president of Campbell-Ewald Co., San Francisco.


Naegele outdoor ad firm added to Mullins folio

Mullins Broadcasting Co. announced Friday (May 13) it had acquired assets of Naegele Outdoor Advertising Co., Denver, bringing its outdoor advertising division to 1,600 post cards (billboards) plus 200 painted bulletins.

Mullins's investment in outdoor business is now up to over $4 million, it was said.

Broadcast properties owned by John C. Mullins are: KBTR and KBTV(Denver) and KARK-AM-FM-TV Little Rock, Ark.

Network TV candy push

Beech-Nut Life Savers Inc., Canajoharie, N.Y., through Benton & Bowles Inc., New York, plans early fall network TV campaign for new candy, Yipes! Stripes!! sour bites. One 30-second color commercial will be used extensively on Saturday and Sunday morning children shows.

Pitch for Ford account

Leo Burnett Co., Chicago, this week is to make presentation to Ford Motor Co. for $8 million-plus corporate advertising account now handled by Kenyon & Eckhardt, New York.

Helping auto sales

WGN Continental Broadcasting Co. stations Friday (May 13) began campaigns of free promotional announcements to stir sales of autos and help overcome market softening which might affect economy. WGN-AM-TV Chicago, KDAL-AM-TV Duluth, Minn., and KWGN-TV Denver, are reminding listeners "now is the time to visit your friendly neighborhood auto dealer."

Senator Commerce group clears packaging bill

Ending week of delay, Senate Commerce Committee gave final approval to "truth in packaging" bill by 14 to 3 vote Friday (May 13). Officially titled "Fair Packaging and Labeling Act" (S 985), bill is compromise between original version by Senator Philip A. Hart (D-Mich.), and modifications by chairman, Senator Warren Magnuson (D-Wash.).

Aimed at giving consumers accurate information, bill sets requirements for description and display of weights and measures on product packages and labels, use of ingredient information and bans qualifying adjectives such as "giant economy size," "large" and "family-size" in references to quantities.

Major provision gives industry opportunity to use present Commerce Department product standards before weights and measures regulations would be drafted by federal agencies responsible for enforcing bill. It allows one year, with possible extension of six months, for voluntary implementation by industry. If they are not in use by then, Federal Trade Commission and Food and Drug Administration would establish mandatory measures.

Keep intra-industry fights in family, Wasilewski asks

Squabbles in private and unison in public. That is what broadcasters should strive for, Vincent Wasilewski, president of National Association of Broadcasters, said Friday (May 13) to Montana Broadcasters Association meeting.

NAB, he said, must act in best interest of entire industry and stand 100% of membership, "Occasionally, some members will inevitably feel they or their organizations have been injured," he noted.

Way to counteract forces is to argue differences in private and reach unified position so NAB does not become "public forum for intra-industry squabbles which destroy its effectiveness."

Real test of member, he added, is to put aside his differences in "larger interest of the whole industry's welfare."

'Stripe' to Ogilvy & Mather

Estimated $2 million Stripe Toothpaste account of Lever Brothers, New York, will leave J. Walter Thompson Co., New York, "by mutual consent"
ABC as radio budget officer in 1952 and was named business manager in November 1955; elected ABC Radio administrative VP in March 1957; VP and controller of ABC and assistant treasurer of American Broadcasting-Paramount Theatres Inc., parent company, in October 1957. In 1959 Mr. Riddleberger was elected VP of ABC's owned-and-operated stations and in May 1963 was appointed VP and general manager for ABC News. Marty Pompadur, director of business affairs in ABC legal department, is expected to be named to succeed Mr. Riddleberger as head of administration for ABC-TV.

Arthur M. Mortensen, whose resignation as VP and general manager of KTLA-TV Los Angeles was announced earlier this week (see page 77), appointed VP of Bonneville International Stations, broadcasting subsidiary of Corp. of President of Church of Jesus Christ of Latter Day Saints. Mr. Mortensen reports to Arch L. Madsen, president of KSL-AM-FM-TV Salt Lake City, KIRO-AM-FM-TV Seattle, KID-AM-FM-TV Idaho Falls and KBMI-AM-FM-TV Boise, both Idaho, WFRM-FM New York and international shortwave station WRL in Scituate, Mass. Before joining Golden West Broadcasters, Mr. Mortensen managed first KFMR-San Diego and then KERO-TV Bakersfield, Calif. In his new position, which becomes effective June 1, he will be stationed in Salt Lake City.

Bill Michaels, VP, television division of Storer Broadcasting Co., Miami, since Nov. 1, 1961, named executive VP, Mr. Michaels joined Storer in 1953. He began in broadcasting in 1940 at KABC, now KBAT San Antonio, Tex. He moved to WJLB-TV Detroit in 1954, and was elected VP of Storer in 1956. Mr. Michaels' successor as VP-television division is to be announced soon.


Mr. Michaels

For other personnel changes of the week see FATES & FORTUNES

and be reassigned to Ogilvy & Mather, New York, effective Aug. 15.

Geographic specials again


NAB's small market team

Seven broadcasters have been named to National Association of Broadcasters newly created small-market radio committee.


Committee will have first meeting Tuesday (May 17) in Washington.

Disney profit up for half

Shareholders of Walt Disney Productions, Burbank, were told Friday (May 13), that consolidated net profit of company and its wholly-owned domestic subsidiaries set new all-time high for U.S. in 1966. Earnings per share was $2.22, up from $2.15 in 1965.

Net income was $45,433,000, compared with $42,112,000 in 1965, representing a 7.9% gain. Consolidated net profit was $4,562,000, up 13.8%.

BROADCASTING, May 16, 1966
How do you know you're getting the truth out of Viet Nam?

Would you believe a Pulitzer Prize winner?

Would you believe three?

In a war as complex, scattered and confused as the current military and political struggle in Viet Nam, it's difficult to separate hard facts from wishful thinking - or reality from well-intentioned propaganda. How do you know you're getting the truth fully and factually? If you're a member of The Associated Press, you're getting the news from a remarkable AP team of reporters and photographers in Viet Nam. For three consecutive years, a member of this team has been singled out for the highest honor in journalism: The Pulitzer Prize. In 1964, it went to AP special-assignment writer, Malcolm Browne. In 1965, Horst Faas won. And this year, war correspondent Peter Arnett carried off the prize. All three have been part of a large contingent of courageous and skillful AP men covering the war daily from every angle. As fast as we know what's happening, you know. And you can believe it.

The Associated Press
The Prestige Service
A message to the Nations

“This is your 40th anniversary year, and as we gather with you at our annual meeting, there are a few sentiments we’re most eager to express.

“First, you really don’t look 40. And you certainly can’t feel 40—not the way you keep setting the pace in radio and television.

“But it was 40 years ago when you were formed to create something new—a regular daily national broadcast service. In showing it could be done, you got the whole broadcasting system this country started.

“Since then, you’ve been leading the way to all the big developments in broadcasting. For example, expanding radio in the early days...developing black-and-white television, when it was still risky and uncertain...pioneering color television.

“We’ve a lot to remember from the past 40 years. The innoce-merriment of Fibber McGee and Molly, Fred Allen, Jack Benny...
he creation of the magnificent NBC news service... the radio coverage of World War II.

"You helped make radio an American habit— and you helped modernize it when television called for such updating.

"As for television itself, you’ve made it come alive with new forms and approaches year by year—the creation of the "special" program...the development of operas-in-English specially adapted for television...history-through-art as in "The Louvre" and "The Kremlin" ...the unprecedented three-hour program on civil rights.

"We’ve been with you long enough to know this is only the beginning. With your habit of leadership, you’re sure to be in the forefront of all the great broadcast developments ahead.

"We congratulate you on your accomplishments. And—on this 40th anniversary—we compliment you for carrying the years as gracefully as you carry your honors."

THE INDEPENDENTLY-OWNED RADIO AND TELEVISION STATIONS AFFILIATED WITH NBC
DATEBOOK

More selling opportunities for you on the West Coast

CAL-ORE TRIO TELEVISION STATIONS

EUREKA—Ch. 3 MEDFORD—Ch. 5
KLAMATH FALLS—Ch. 2

A $873,826,000 EBI market on the California-Oregon border reached only from within

THE CAL-ORE TRIO

Adam Young

New York, Chicago, Atlanta, Boston, Dallas, Detroit, Los Angeles, St. Louis, San Francisco

A calendar of important meetings and events in the field of communications.

Aindicates first or revised listing.

May 15-17—Annual spring meeting and election of officers of Pennsylvania Association of Broadcasters. Speakers include Vincent T. Wasilewski, president of National Association of Broadcasters. The Inn, Buck Hill Falls.


May 19—Annual awards luncheon of the Staklon Representatives Association, Plaza hotel, New York.

May 18-20—Seminar on measuring TV audience including in-depth study of TV ratings and their use, sponsored by University of Nebraska Center for Continuing Education, university campus, Lincoln.

May 16-27—Seminar on earth station technology and space communications, sponsored by the U. S. in cooperation with the International Telecommunication Union. Richard T. Black, Office of Telecommunications, U. S. State Department, is coordinator, State Department, Washington.

May 17—Annual meeting of stockholders of Twentieth Century-Fox Film Corp. to elect directors and to transact other business. Waldorf-Astoria hotel, New York.

May 17—Annual meeting of stockholders of Foote, Cone & Belding to elect 16 directors and to transact other business. Statler Hilton hotel, Los Angeles.

May 18—Dinner meeting of the National Association for Better Radio and Television. Ralph Blumberg, WCBS-TV New York newspaperman who sold WBOX Bogalusa, La., after fight with Ku Klux Klan, receives Lee De Forest Award, Sheraton-Blackstone hotel, Chicago.

May 18—Annual meeting of the stockholders of The Outlet Co. to elect directors, approve an amendment to the qualified stock option plan, and transact other business. 176 Weybosset Street, Providence, R. I.

May 19—Broadcast industry forum presented by the Educational Foundation of American Women in Radio and Television at the state meeting of the Pennsylvania Federation of Women's Clubs, Sheraton hotel, Philadelphia.

May 19—Annual convention of the American Council for Better Broadcasts with Tact. Speakers include Edward S. Stapley, NBC, New York; Henry Alter, National Educational Television, New York; and Edward Bleier, ABC vice president in charge of public relations and planning, Sheraton Columbus hotel, Columbus, Ohio.

May 19—Annual meeting of the stockholders of Walter Reade-Stirling, Inc. to elect directors and to transact other business. 34th Street East Theatre, New York.

May 19-20—Annual spring meeting of Ohio Association of Broadcasters. Speakers include Sterling C. (Red) Quinlin, Field Communications, Chicago; Lionel F. Baxter, Shiner Broadcasters Co., Miami; Lee Pondren, KLZ Denver; Maurice (Doc) Flider, Radio Advertising Bureau; Alan Wagner, director, nighttime programs and development, CBS-TV; Gordon Coffman, National Association of Broadcasters legal department, Voyager Motor Inn, Youngstown.


May 19-21—Annual spring meeting of Illinois Broadcasters Association. Lincoln Continental hotel, Chicago.


May 20—Deadline for reply comments on the FCC's proposed rulesmaking to set aside channels 70 through 83 inclusive for a new class of 18-lw community TV stations with a 200-foot antenna limitation. The FCC also has invited comments in this proceeding on the proposal of the Association of Maximum Service Telecasters to reserve channels 70 through 83 for the exclusive use of educational TV stations.

May 21—Annual meeting of Chesapeake Associated Press Broadcasters Association. Speakers include Leon V. Skolnik, chief, Maryland state police. Awards dinner.


May 22—18th Annual Emmy Awards presented by the National Academy of Television Arts and Sciences, and telecast from 10 p.m. to 11:50 p.m. (EDT) over CBS-TV. Americana hotel, New York, and the Paladium, Hollywood.

May 23-24—Conference of the National Association of Television Program Executives. Ambassador hotel, Chicago.

May 24—Special meeting of stockholders of Metro-Goldwyn-Mayer Inc. to consider a proposed amendment which would result in a 2-for-1 stock split. Hotel Astor, New York.

May 25—Deadline for comments on FCC's proposed amendment of rules governing construction, marking and lighting of antenna structures. New rules would permit more expeditious handling of antenna tower applications and in particular would require applicants to file a statement certifying to the accuracy of the geographic coordinates.


Broadcasting, May 16, 1966
What are the real issues in TV versus CATV?

Television broadcasters have, with regard to other broadcasters outside their coverage area, exclusive access to the public's television sets in their coverage area. They seek to maintain this monopolistic position without regard for the wishes of the public. CATV breaks down this monopoly and offers the public a wider choice of signal reception, allowing broadcasters to compete with each other on a broader base.

The real issue is one of monopoly versus freedom of choice. The monopoly enjoyed by broadcasters was created by limited availability of channels and network affiliation. CATV provides the freedom of choice the public wants.

CATV regulations proposed by the FCC, the NAB and AMST would perpetuate existing broadcasting monopolies and deprive 90% of the American public of the freedom of television reception.

Monopolies are self-destroying. Monopolies seeking government protection must pay the price through regulation of their profit. Hence, the broadcaster loses money; CATV loses the right to do business, and the public loses the freedom of choice.

This may become an "everybody loses — nobody wins" situation — unless you call bureaucratic control over reception of TV a victory. I don't.
How can a radio commercial compare with this?
Compare? Why compare?
Why not say "how can a radio commercial add to this"? One way radio adds to a television commercial is by driving home the same sound message to a housewife when she’s about to make a buying decision. Radio and television are an effective team. Together they make the most natural... most powerful...media-mix of all.
A housewife can be transported to the Valley of the Jolly Green Giant one night while she’s watching her favorite television program. The next day, when she’s in her kitchen working up her shopping list nothing can take her back to that valley as fast and as well as a "Ho Ho Ho" Jolly Green Giant chuckle coming right from her radio. She may even hear that "Ho Ho Ho" when she’s just a minute away from the frozen food department. Because radio is the only media she can take right up to the parking lot of her favorite supermarket. Millions of housewives listen to Group W Radio when they’re seconds away from a shopping cart. They listen to Group W for a good reason. They like what they hear. Perhaps it’s time you asked yourself this question. What’s the last thing you want a housewife to hear when she’s driving her car into a supermarket parking lot? Your sales message— or your competitor’s?

GROUP

WESTINGHOUSE BROADCASTING COMPANY

BOSTON WBZ • NEW YORK WINS • PHILADELPHIA KYW • PITTSBURGH KDKA • FORT WAYNE WOWO • CHICAGO Wind

REPRESENTED BY AM RADIO SALES COMPANY

May 31—Deadline for comments on the FCC's rulemaking proposal looking toward adopting new field strength (propagation) curves for the FM and TV broadcast services. The proposal would update the F (50,50) curves now in the rules to take advantage of additional measurements, especially in the UHF television band.

May 31—Eighty-seventh annual dinner-awards telecast of Chicago chapter, Academy of Television Arts and Sciences. Emmy awards on WBBM-TV Chicago at 9 p.m. Martinique Restaurant and Drury Lane theater, Evergreen Park, Ill.

JUNE

June 1—New deadline for comments on FCC's proposed rulemaking which would authorize TV translator operators to use microwave relays to bring in TV signals. Former deadline was March 1.

June 1—New deadline for reply comments on FCC's proposed rulemaking to limit three major networks (ABC, CBS and NBC) to equity holdings in no more than 50% of all nonnews programming between 6 and 11 p.m., or to two hours of nonnews programming in same period, whichever is greater. Proposals would also prohibit three TV networks from domestic syndication and foreign sales of Independently produced Programs. Former deadline was May 16.

June 2—Luncheon of the Broadcasting Executives Club of New England. Theme is: "The critics meet the broadcasters." Boston newspaper TV critics will address the luncheon. Sheraton-Plaza hotel, Boston.

June 2-3—Annual summer meeting of Alaska Broadcasters Association. Speakers include Vincent T. Wierski, president of National Association of Broadcasters, Cordova.

June 3-5—Annual spring meeting of North Dakota Broadcasters Association. Speakers include George W. Bartlett, vice president for engineering, National Association of Broadcasters, Edgewater Inn, Detroit Lakes, Minn.

June 3-5—Annual spring meeting of Wyoming Broadcasters Association. Speakers include William Walker, director of broadcast management, National Association of Broadcasters, Sheridan.

June 4—Deadline for reply comments on FCC's proposed amending of rules governing construction, marking and lighting of antenna structures. New rules would permit more expeditious handling of antenna tower applications and in particular would require applicants to file a statement certifying to the accuracy of the geographic coordinates.

June 4—Spring meeting of the North Dakota Broadcasters Association. Speakers include George Bartlett, National Association of Broadcasters vice president for engineering, Edgewater Inn, Detroit Lakes, Minn.

June 5—Commencement exercises of Washburn University. Robert W. Sarnoff, RCA president, will receive an honorary doctor of fine arts degree and will deliver the commencement address. Topeka, Kan.

June 5-8—Annual spring-summer convention of New Mexico Broadcasters Association, Riviera hotel, Albuquerque.

June 7-9—Forty-second annual convention of the Electronic Industries Association, Continental Plaza hotel, Chicago.

June 7-9—Annual convention of the Armed Forces Communications and Electronics Association (AFCEA). Featured speakers will be Lt. Gen. K. Ziegler, chief scientist, U.S. Army Electronics Command; Leo Cherne, executive director, Research Institute of America; Dr. Edward C. Welsh, executive secretary, National Aeronautics and Space Council. Sheraton Plaza hotel, Washington.

June 7-11—Summer production workshop sponsored by the Broadcasters Promotion Association in collaboration with the University of North Carolina. University of North Carolina, Chapel Hill. For information write H. Taylor Vaden, Triangle Stations, 400 City Line Avenue, Pullman, Wash.

June 9—Annual spring meeting of Vermont Broadcasters Association. Speakers include President Robert E. Lee, Cupola motel, Burlington.


June 9-30—Broadcasters' European Symposium. Details are available from William J. Ballard, director of television, University Center, Mich.

June 10—Deadline for reply comments on the FCC's rulemaking proposal looking toward adopting new field strength (propagation) curves for the FM and TV broadcast services. The proposal would update the F (50,50) curves now in the rules to take advantage of additional measurements, especially in the UHF television band.


June 12-14—Annual summer meeting of North Carolina Association of Broadcasters. Speakers include former director of National Association of Broadcasters; William Carlisle, NAB vice president for legislation services, Jack Tar hotel, Durham.


June 14-24—Educational television production workshops sponsored by University of Utah, Utah State University, Salt Lake City. For information write KUED-TV, University of Utah, Salt Lake City, or call (801) 322-0336.

June 15—New deadline for reply comments on FCC's proposed rulemaking which would authorize TV translator operators to use microwave relays to bring in TV signals. Former deadline was March 15.

June 16-17—Annual summer meeting and election of officers of Virginia Association of Broadcasters. Speakers include Charles Stone, manager, National Association of Broadcasters radio code, Hotel Roanoke, Roanoke.

June 16-18—Annual summer meeting and election of officers of Colorado Broadcasters Association. Speakers include FCC Commissioner Kenneth Cox, Alvin M. King, National Association of Broadcasters director of state association liaison. Stanley hotel, Denver.


June 20—Internation Day at Hollywood Advertising Club. Special guests include TV executives from Japan, Korea, Australia, England, France, Italy, Germany, Lebanon, Nigeria, Canada, Switzerland, South America and the United States. Continental hotel, Hollywood.

Indicates first or revised listing.

Phone your H-R salesman or call 314-617-6800 collect and ask for Don Hamel or John Lotz.
Go figure it.

"The Wackiest Ship In The Army" is the only hour series we know that delivered an average of 18.5 million viewers weekly and a 30% share of audience—and still was dropped by the network.

Certainly it had an awful lot going for it.

Jack Warden, Gary Collins and Mike Kellin were the stars. And the characters they played were real-life blood and guts types; no mamby-pamby, cardboard stuff. And the stories were finely written, exciting adventures spiced with just the right amount of humor. And each of its 29 episodes was filmed in magnificent color.

Need we say more?

Except that WPIX New York, WGN-TV Chicago and KCOP Los Angeles have already picked it up for this coming fall.

Which sort of restores our faith in television. 

SCREEN GEMS
Source: Nielsen's NTI, Sept. 11-April 1, Nielsen audience data are estimates only subject to normal statistical variations and other qualifications as described by Nielsen.
Color television, after kicking around in swaddling clothes and knickers for almost a decade, has done a lot of growing up, particularly in the past year.

With the color explosion in full force, I was struck in recent months by the numerous changes that have taken place in the production of color commercials. More than a decade ago I set forth my experiences in color TV production in an article in Broadcasting and in retrospect, I can say in all honesty: How much we have had to learn.

More than 11 years ago I produced and directed a series of color commercials for the Sunbeam Co. (Frypan, toaster, Shavemaster). At the time they were praised highly by the press and in advertising circles, but obviously they would suffer in comparison with color commercials in the 1966 style. But one must remember we were working, to a large extent, in the dark. It is surprising we achieved so much with so little.

Here are some of the noticeable changes and trends over the past decade:

• In 1956 there were few universal guides to follow—and some disagreed with the then limited color TV fundamentals. Now, for the first time, the Society of Motion Picture and Television Engineers has set forth recommended practices for all people—labs, designers, producers and agency men.

• The phenomenal growth of color programming, TV sets, station equipment and cameras is almost unbelievable in the short span of 10 years. The keen color consciousness of agencies and clients, the new packaging of many products are a direct result of this avalanche.

• The color camera, heavy and cumbersome in the old days, has been replaced by a new, light, much more mobile kind with sharper images, better color response and is much easier to handle (GE, Norelco, RCA).

• Color tape which was in its experimental stage 10 years ago has new, proved quality now. Color film is vastly improved, particularly Eastman (#5251), which, in my opinion, leads the field.

Of course, there are still things to learn. The primary mistake made through the years has been the experienced film man’s inability to study the color video system and its special requirements. As a result they frequently have not been cognizant of the color system’s limitations. Using theatrical motion picture standards for color TV just won’t do. This situation has played havoc with hundreds of thousands of dollars worth of film time and energy.

The limitations of the RCA color system remain the same, and although talented men have been making films for many years, they must carefully use the recommendations now set down by the SMPTE, and not go only by their theatrical film experiences.

“Print is too dark.” “That’s okay, we’ll thin it out in the lab.” No! To get optimum color, you must control all elements in your staging (on set), and not in the final printing. If this rule is followed, better color will be the result.

Not the same. Agency art directors, getting their feet wet in color TV, frequently fail to understand its limitations and intricacies. It comes as a shock to them when they cannot achieve the same color fidelity that they get from a four-color print ad. For example: Vibrant colors will saturate an entire frame, and dark colors will turn black. They fail to realize that the color tube is small, and that the eye responds with critical color judgment under these conditions. A color mismatch will be greatly exaggerated and enlarged, much more so than in a print ad or on the movie screen.

The use of color without a particular point of view is a common error. For example, when one has a product in the foreground, don’t back it up with a rich vibrant color that will take the eye away from the product you’re selling. Use something complementary and in keeping with the product. The garish look still prevails on many commercials. The mood of your commercial connotes the type of color to be used, always bearing in mind the limitations of the system.

After all these years, Hollywood’s experienced directors of photography have become aware that the networks keep a score sheet on cinematographers, rating their work as to its reproduction over the color TV system. The cameramen who want to do color TV film work have to adapt their methods to the requirements of the system. This tally sheet could be transposed to the New York scene. It would be interesting to see what ratings the commercial production giants of the East come up with. We might be shocked at the results!

A few standards that will prevail after 10 years of color:

• Only consider colors that range from pastel to medium value. Anything darker will not get optimum response from the system.

• The quality of color TV reproduction will be evaluated on the basis of the naturalness of skin tones.

• To get good reproduction of facial detail, make sure that your backgrounds are held down in brightness, or less bright than the skin tone.

• As a rule of thumb, daytime scenes (interior) should have a ratio of key light plus fill light to fill light alone of about 2:1.

In closing, we must ponder the interesting statement by one of Hollywood’s great cameramen, Hal Mohr. He said: “Video transmission today is not much more refined than motion picture sound was when I photographed The Jazz Singer in 1926. Sound has come a long way since then, and surely the video system will likewise become more sophisticated. But we must recognize the fact that there are vast qualitative differences between motion picture photography and video transmission.”

Elliott Saunders, a native New Yorker, was graduated from Columbia University and attended the Sorbonne in Paris. He has been a senior producer with Geyer, Morey, Ballard, New York, for more than a year, and previously operated his own production consultancy company, Saunders International, in Europe. Mr. Saunders also has been a senior producer and member of the radio-TV plans board at Kenyon & Eckhardt. Earlier he was a director and program executive at CBS-TV.
Connecticut General backed up its news program on WELI with this neat travel kit for policyholders.

Your best insurance in New Haven radio — and Long Island East, too — is WELI, the Sound of New Haven.

WELI
5000 Watts
960 The Sound of New Haven

National Representatives: H-R Representatives, Inc.
Boston: Eckels & Company
Cough...Gasps...Wheeze...Cough...

Sound familiar?
Many people have breathing problems—shortness of breath, persistent cough, too much phlegm—and they brush them off.

They hardly notice—until their fun and work are interrupted, their happiness threatened, even their lives.

Don't let it happen to you.
It might be emphysema or some other respiratory disease. See your doctor. Use the coupon.

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OPEN MIKE®

Good guys in mink hats

EDITOR: "Rolls-Royce gets its hub cap wet in TV" (broadcasting, May 2) ... states that this marked the first time that Rolls-Royce has been advertised on U. S. television.

While we do not question the belief of the parties concerned that they did, indeed, do the first Rolls-Royce TV commercials, I call attention to the fact that ... on Feb. 25, 1962, wptv(TV) West Palm Beach, Fla., had as a local co-sponsor of NBC's Meet the Press Taylor Imported Motors Inc., one of the largest Rolls-Royce dealers ...

The series of one-minute commercials ... were shot partially on film and along with live portions taped in the wptv studios.

To the best of our knowledge, this was when Rolls-Royce got its hub caps wet in TV.

During the course of the Taylor sponsorship, a commercial was prepared for a used Rolls-Royce. It ran the cash register before the close of business the following day with an out-of-town buyer to the tune of $17,500.—Stan Doyle, administrative assistant to general manager, wptv West Palm Beach, Fla.

Agency proud of Andy

EDITOR: With reference to your May 2 article, "Actor Aloofness to Selling Fades," please add the name of Andy Griffith to your roster of stars.

For the second successive year, the commercials Andy cut for our client, Hess & Clark, won top honors in the National Agricultural Advertising and Marketing Assn. competition.—herbert F. Grayson, vice president, Cooper, Strock & Scannell, Milwaukee.

Dodd or not, fact remains

EDITOR: Broadcasting May 2 claims that "whatever the outcome of charges of skuldugger y against Senator Thomas J. Dodd ... broadcasters shouldn't have to worry henceforth about [his] tirades against television as the cause of juvenile delinquency." Why not?

We have seen little evidence that broadcasters have "worried" about this up to now. But as long as they ignore the findings of experts, they are operating against the public interest.

If Senator Dodd is discredited, the fact remains, attested to by many qualified experts, that television programs are a cause of the alarming increase in juvenile crime and delinquency. —Mrs. Elizabeth Livingston, corresponding secretary, National Association for Better Radio and Television, Los Angeles.
Lowell Thomas is in a new movie that's quite revealing. It can only be shown to select groups of people. Like to know what's in it?

The facts, man. The facts. It's called "One of a Kind." And it's all about one-of-a-kind WJR.

We asked Lowell Thomas to introduce our 22-minute movie because he knows a thing or two about what it takes to be unique. (How many Lawrences of Arabia do you know?)

Our programming is known around Detroit as "something for everyone." We have DJ shows and news and sports. Of course. But we also have fine music, talk shows, farm programs, live studio music shows (yes, we have our own studio orchestra), business news, interviews, as well as CBS programming. If you can't find something to like on WJR—you're just not trying.

The market? Boomsville. Detroit has 15% more disposable income than the national average. It's the 5th richest retail market. And with total programming, we cover it like a chaperon at a teen-age dance. All in all, we cover 112 counties in four states plus southwestern Ontario (where 25% of all Canadians live).

But why not see "One of a Kind" yourself? Call your Henry I. Christal Co. rep. He'll even buy the popcorn.
On September 12, 1879
ABC will introduce
the Iron Horse.

The roistering, wide-open days of American empire-building return. The days when a man could make a fortune overnight—if he had the courage and the vision. And for the man named Calhoun, the "Iron Horse" was the way to do it... on 50 tons of steel barreling into a challenging wilderness. The man at the throttle: Dale Robertson as Calhoun, the gambler-adventurer who wins a railroad in a poker game... and sets out to build his own empire. This is the action program that will thunder into ABC's Monday night schedule at 7:30. And in color. The "Iron Horse" is just one of the many exciting new ABC television shows now in preparation for Fall '66.

ABC Television Network
CG can start things popping in Indiana. If you want it to put more fizz in your soft drink sales, uncap a schedule with ATS.
World market for U.S. TV up 6%

Overseas sales expected to total $80 million in '66; buyers wary of short-run series that leave their audiences abroad stranded when production is stopped

The selling season for U. S. television programs abroad was moving at a confortable pace last week amid expectations that international sales would reach a record high of $80 million this year.

There were a few "cool spots" emerging in the global market to temper the enthusiasm of American exporters, but overall prospects pointed to an approximate 6% increase over the estimated $76 million sales volume in 1965.

Springtime is traditionally the period for negotiating with buyers from abroad for the new and untried crop of network programs for series that have been dropped by the networks, for feature films and for syndicated product.

Same Problems: This is the time for decision for overseas buyers, who, like their counterparts at the networks and stations here, must decide, for example, whether Run, Buddy, Run, or Green Hornet, or Girl from U.N.C.L.E. will be a smash in Venezuela, Japan, Thailand or Australia.

The backbone of international program sales is the contemporaneous network program—the series that currently is carried on one of the three TV networks here. The markets that bring in the "big dollars" (the United Kingdom, Australia, Canada, Japan and Latin America) as well as some of the less well-heeled areas of the world want and demand the series that are being presented on the U. S. television networks.

To buttress this point, authorities estimated last week that at least $60 million (or about 75%) of the total $80 million projected for the world market this year will accrue from the so-called "on-network" series.

But this year, for the first time, the mania for concurrent programs may prove to be a deterrent to sales in some foreign markets. The reason: Many network series have been "bombing out" and some overseas buyers are being persuaded to take a second look at the growing movement toward a second season that is stockpiled with replace-

ment shows that too often fizzle, too.

Need Continuity: "It's pretty distressing," a representative of an overseas TV network said, "to buy a series that is cancelled out after 13 or 17 or even 26 weeks. Our people spend a lot of money promoting these shows, and then they're out. What's even more painful, some of these series do well in our country. And we can't get additional episodes. This seems to be happening more and more."

His lament can be documented with statistics. Of the 46 new programs scheduled by the three networks in 1965-66 for their premieres or during the so-called "second season" starting early this year, 29, or almost 70%, are being dropped (see below).

Though discontent over the high casualty rate of U. S. network programs has been expressed by all major overseas buyers, the most outspoken and critical have been representatives from Australia.

A contingent of Australian broadcasters visited the U. S. two weeks ago and made two salient points: They asked for a reduction in prices for U. S. programs, and they served notice that this year they would not make their purchases until fall, to guard against acquiring...
WORLD MARKET FOR U.S. TV

ing "failure" series.

Distributors here are understandably concerned over the Australian move though they are convinced that the "cable from down under," as one American described it, will "fall into line," with some concessions made on prices. Australia is a key international market, the number-two area behind Canada in total dollar expenditures, spending up to $16 million a year on U.S. product.

Though U.S. syndicators are pleased with the progress achieved to date in the Japanese market, they are reconciled to certain economic facts of life that they believe will tend to decelerate the rate of expansion. These are a few they cited:

* The major markets—Canada, Australia, Japan, United Kingdom and Latin America—seemed determined to hold the line on prices or press for reductions at the same time that costs for producing series in the U.S. and distributing them abroad are rising.

* The television audience is not likely to rise appreciably in the developed nations of the world over the next few years, because they have approached set saturation. Expansion will come in the emerging nations, but these are the areas that can afford to pay only modest prices.

* There are growing movements for increased local production in Canada, Japan and Latin America particularly. Though these overseas areas are not likely to attain the production goals sought by their governments or opinion-leaders, distributors believe that the impact of home-grown production will be felt increasingly.

Though precise figures on international sales are not available, authoritative sources provided this projected breakdown on U.S. business throughout the world for 1966.

<table>
<thead>
<tr>
<th>Market Values</th>
<th>Japan</th>
<th>$20 million</th>
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</thead>
<tbody>
<tr>
<td>Australia</td>
<td>$16 million</td>
<td></td>
</tr>
<tr>
<td>Latin America</td>
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</tr>
<tr>
<td>United Kingdom</td>
<td>$7 million</td>
<td></td>
</tr>
<tr>
<td>Western Europe</td>
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<td></td>
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<tr>
<td>Near East</td>
<td>$3 million</td>
<td></td>
</tr>
<tr>
<td>Far East</td>
<td>$3.5 million</td>
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</table>

U.S. distributors cited few significant changes in prices this year over 1965 but stressed that the "blockbuster" series will command above-average dollars. Canada and the United Kingdom are still the "price champ," paying an average of $3,000 for a half-hour show and $5,000 to $6,000 for an hour program. But American exporters mean that there are almost 14 million sets in Britain and the prices are exceptionally low because of quota restrictions that limit foreign product (meaning largely U.S.) to about 11% of the prime schedule.

They conceded that Australia to date had been paying equitable prices, based on set circulation of slightly more than two million (approximately $5,500 for an hour program nationally). The Australian "cartel" recently decreed that the top payment for 1966-67 product would be $3,000 for one-hour programs in the four main cities and approximately $1,000 more for the remainder of the country, which translates into a sharp cut.

Price Rise in Japan * Prices are expected to rise modestly in Japan, which has been paying $4,000-$5,000 for an hour program nationally. The Australian "cartel" recently decreed that the top payment for 1966-67 product would be $3,000 for one-hour programs in the four main cities and approximately $1,000 more for the remainder of the country, which translates into a sharp cut.

Color is making some strides internationally. It is set to begin in Canada next fall and is used in Japan on a limited basis. There is usage also in Puerto Rico. Distributors project color is about a year off in the United Kingdom, where it is set to begin on the second BBC network.

Among U.S. distributors, the sharpest gain internationally has been made by 20th Century-Fox, tied to its success in landing in prime network slots in the U.S. In 1963-64, Fox had no network programs; it gained four and-a-half hours in 1964-65, seven and-a-half hours in 1965-66 and 10 hours for next season (see page 29).

The following is a summary of comments and observations by leading American officials in the international field.

William H. Fineshriber Jr., vice president in charge of TV for the Motion Picture Association of America and the Motion Picture Export Association of America, voiced the view that U.S.

International TV men want satellite access

WORLDVISION MEMBERS TO START PROGRAM EXCHANGE

Assurance that communications satellites will be put to regular use for international television transmission was asked last week at the second annual Worldvision symposium in Mexico City.

The members of Worldvision, representatives of television stations from 25 countries, voted to move "to secure for television its inherent right of access and priority to the global communication satellite system."

The organization of independent international broadcasters also voted to undertake a programing exchange that would see each member contributing half-hour productions representative of its country's characteristics.

Donald Coyle, president of ABC International, moving force behind the Worldvision cooperative, said "development of a truly effective global television system calls for satellites with a much greater capability than those now planned."

The ABC-organized symposium, called "TV in the Space Age—New Opportunity for the Global Advertiser," followed three days of workshop meetings by Worldvision members planned in conjunction with the International Advertising Association's 18th world congress.

Lower Cost * Mr. Coyle called for a satellite system worthy of the tremendous international service it could provide and asked that it be provided to broadcasters around the world at a reasonable price.

The ABC International president took part in a panel discussion with Romulo O'Farrill Jr., vice president and director, Telesistema Mexicano; George Christie, Latin American coordinator, Communications Satellite Corp.; Edward Ney, executive vice president, Young & Rubicam; H. M. Connelly, Kraft Foods international division marketing and operations manager, and Miguel Aleman Jr., president of Teleprogramas de Acapulco.

Mr. Christie told the group he thought satellite costs to broadcasters would be reduced now that Comsat has solved many of its technical problems, noting that worldwide TV satellite communication should be a reality by the 1968 Olympic Games.

Young & Rubicam's Ney suggested that agencies that don't open their eyes to international "total selling" may lose out in expertise to those that do.

Olympic Plans * Mr. Aleman decribed Mexico's preparation of temporary ground stations to be used for Olympic coverage. There are plans, he said, for transmitting 150 hours of Olympic Games coverage over the world.

ABC International made a presentation to the Worldvision group entitled "The Known and the New" citing the growth of international televieing to the point where the world TV set count had reached 190 million last year. The presentation proposes a "world view" to the international advertiser, rather than a local view. It suggests coordination of an international television campaign rather than leaving advertising plans to local field managers.

BROADCASTING, May 16, 1966
These are the leaders in new international syndication

For the 1966-67 season, CBS Films and Twentieth Century-Fox Television are tied for first place in total numbers of hours of new prime-time TV series for international syndication.

Based on latest available information, here is a run-down of new series and their distributors:

**Twentieth Century-Fox TV:** The Man Who Never Was, Men Against Evil, Peyton Place, Batman, Them, Montrose, Lost in Space, Daniel Boone, Green Hornet, Time Tunnel, 12 O’Clock High, Voyage to the Bottom of the Sea, and Tammy Grimes Show. Total: 10 hours.


**MCA-TV:** Family Affair, Jean Arthur, Road West, Run for Your Life, Virginian, Chrysler Theatre, Andy Williams. Total: 6½ hours.

**ABC Films:** Combat, Fugitive, Phyllis Diller, Milton Berle, Hollywood Palace, Stage 67. Total 5½ hours.

**Screen Gems:** Iron Horse, Monkees, Jeannie, Love on a Rooftop, Occasional Wife, Bewitched, Hawk, Dean Martin. Total: 5½ hours.


**NBC International:** Roger Miller, I Spy, The Hero, T. H. E. Cat, Laredo, Get Smart, Bonanza. Total: 5½ hours.

**Desilu Sales:** Lucy, Star Trek, Mission Impossible.

United Artists TV: Rat Patrol, Gilligan’s Island, It’s About Time, Hey, Landlord! Total: 2 hours.


**Warner Bros. TV:** F Troop, F.B.I. Story. Total: 1½ hours.

**Paramount:** Shane. One hour.

**Four Star:** Big Valley. One hour.

**Van Bernard Productions:** Red Skelton. One hour.

**Ashley Famous:** Danny Kaye Show. One hour.

**Warner Corp.:** Walt Disney. One hour.

Sales abroad in 1966 would make “modest gains.” Because of “tightening situations” in the key markets abroad, the industry cannot look forward to substantial increases this year. But he added that with the advent of color, there should be definite advances in American sales in 1967 and in the ensuing years.

**Could Level Off** • Charles Michelson, who represents the buyers viewpoint as representative in the U. S. of Australian and Japanese broadcast interests, felt there would be a levelling off of business in those nations because of intensified competition and the clamor for local production. He reported that Australian officials have adopted the position that they will not buy new U. S. program series until next fall in order to “get a reading” on the popular shows here. He added they seem adamant on holding the line on reduced prices. Mr. Michelson noted that the U. S. faces sterner competition in the world market from overseas producers, particularly the British, who were active at the recent Cannes Film Festival.

Manny Reiner, executive vice president, Four Star International, projects comfortable gains this year for his company, based on sales achieved to date for The Rogues, Honey West and particularly The Big Valley. He said Valley may well be a record-breaker in terms of dollars per episode. He agreed that sales in Japan, Canada and Australia this year will be more difficult to make with buying becoming more sophisticated because overseas officials have gained considerable expertise and U. S. agencies with branches abroad are contributing their judgments and skills.

A spokesman for Warner Brothers TV division reported there has been a sales upsurge with their product overseas, including The Big Valley, F Troop and Mr. Roberts, which is coming off the network this season. He said he had noted little change in the buying pattern of major overseas markets this selling season. He added that color TV is gathering interest in the Far East and in England and noted that Puerto Rico already has an operating color system.

Art Barron, assistant general manager of Desilu Sales, noted that international sales at Desilu in recent months, largely because it has added Mission Impossible and Star Trek to its roster for 1966-67 whereas last year it had only Lucy, which it retains. In the two months of March and April, Desilu wrote about $1 million in syndicated sales, he reported, and the bulk was in overseas business. Lucy has been sold to the BBC and to the Canadian Broadcasting Corp.’s French network, in color, he pointed out, and Mission Impossible and Star Trek have also been sold in Canada.

**Sales are Good** • Lloyd Burns, president of the international division of Screen Gems, said business to date has been good. Screen Gems, he noted, is well represented in number of new series for next year, which always is a factor in success abroad. He pointed out that SG has done particularly well with The Adventures of Sea Spray, a series produced for overseas distribution. He said SG may sell it in the U. S.

Ralph Baruch, vice president, international sales, CBS Films, expressed the opinion that his company’s volume, which is already high, would be about the same in 1967. He pointed out that a plateau is being reached in the global market as set circulation levels off in the advanced countries that can pay the higher prices. He was optimistic about the coming impact of color, pointing out it will begin on Canada’s CBC in the fall and is in limited use in Japan.

George A. Graham Jr., president, NBC enterprises, predicted that overseas sales of NBC international film properties will show a healthy increase for 1966. He pointed out that 1965’s gain was about 22% over 1964 and said prospects for 1966 are even better. The figures show that Bonanza has been sold in 62 markets; Dr. Kildare in 58; Get Smart in 35 and I Spy in 24.

Alan Silverbach, vice president in charge of syndicated sales, 20th Century-Fox Television, was highly pleased with the progress of international sales to date, pointing out that they are “at an all time high.” With 12 prime-time series set for a total of 10 hours, he noted, Fox is in a particularly favorable position. The company has registered impressive sales in Canada, having signed contracts on Time Tunnel, The Green Hornet, Lost in Space, Voyage to the Bottom of the Sea, Batman, Peyton Place, Daniel Boone and Them Monroes.

Mr. Silverbach felt that at present color is a factor mainly in Japan, but said that country has not bought appreciably yet from the 1966-67 supply. He noted that Australia is attempting to reduce prices and is delaying purchases until programs have proved their worth in the U. S.
Television expenditures in 27 out of 31 product categories increased in 1965 over 1964, according to figures being released today (May 16) by Television Bureau of Advertising.

The food and grocery products class, once again the biggest TV investor, increased its television spending by 8%, to $465.5 million. Cosmetics and toiletries moved up 10.6% to $318.3 million, while drug products took the number three position by pushing ahead 6.7% to $212.8 million.

Others in the top 10, in rank order: Tobacco products and supplies, down 1.5%; confections and soft drinks, up 11%; automotive products, up 11%; household laundry products, up 3.3%; ale, beer and wine, down 0.1%; dental products, up 27.2%, and household cleaners, cleansers, polishes and waxes, up 11.6%.

Other Cutsbacks - The categories with reduced spending, aside from tobacco and ale, wines and beers, were consumer services, down 16.2%, and household furnishings, down 6.6%.

Among groups singled out by TVB as showing "outstanding" gains were amusement and entertainment, which cut back 17% in 1964 but increased 46% in 1965; household equipment and appliances, which went from minus 13% to plus 32%; pet products, from plus 19% to plus 28%; television, radio, phonographs and musical instruments, from plus 50% to plus 58%; and transportation and travel, from plus 21% to plus 39%.

The complete TVB estimates follow. The figures include both network and spot TV spending. The network figures, compiled for TVB by Leading National Advertisers-Broadcast Advertisers Reports, are estimates of net time and program costs; the spot figures, by N.C. Rorabaugh Co., represent gross time charges only.

**ESTIMATED EXPENDITURES BY PRODUCT CLASSIFICATIONS—JANUARY—DECEMBER 1965**

<table>
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<tr>
<th>Product Category</th>
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<th>NETWORK TV</th>
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<td>Anti-freeze</td>
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<td>Batteries</td>
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<td>Cans</td>
<td>32,167,000</td>
<td>71,909,600</td>
<td>104,076,600</td>
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<td>Tires &amp; tubes</td>
<td>4,002,000</td>
<td>14,092,700</td>
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<td>Trucks &amp; trailers</td>
<td>188,000</td>
<td>4,284,800</td>
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<td>Misc. accessories</td>
<td>1,554,000</td>
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<td>BUILDING MATERIALS, FIXTURES, PAINTS</td>
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<td>21,717,000</td>
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<td>Fixtures, plumbing</td>
<td>31,000</td>
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<td>Materials</td>
<td>1,400,000</td>
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<td>Paints</td>
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<td>Power tools</td>
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<td>Miscellaneous</td>
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<td>2,352,000</td>
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<td>CLOTHING, FURNISHINGS, ACCESSORIES</td>
<td>11,181,000</td>
<td>25,799,900</td>
<td>36,980,900</td>
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<td>Footwear</td>
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<td>11,250,500</td>
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<td>Footwear</td>
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<td>Hosiery</td>
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<td>2,574,900</td>
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<td>Miscellaneous</td>
<td>531,000</td>
<td>392,000</td>
<td>923,000</td>
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<td>CONFECTIONS &amp; SOFT DRINKS</td>
<td>113,544,000</td>
<td>29,662,500</td>
<td>143,206,500</td>
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<td>Confections</td>
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<td>Soft drinks</td>
<td>62,577,000</td>
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<td>CONSUMER SERVICES</td>
<td>27,544,000</td>
<td>28,382,400</td>
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<td>Dry cleaners &amp; laundries</td>
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<td></td>
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<td></td>
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<td>Financial</td>
<td>5,031,000</td>
<td>1,665,800</td>
<td>6,716,800</td>
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<td>Insurance</td>
<td>5,676,000</td>
<td>15,345,300</td>
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<td>Medical &amp; dental</td>
<td>847,000</td>
<td>768,500</td>
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<td>Moving, housing &amp; storage</td>
<td>35,000</td>
<td>117,800</td>
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<td>Public utilities</td>
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<td>9,637,400</td>
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<td>Religious, political, unions</td>
<td>2,147,000</td>
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<tr>
<td>Religious, political, unions</td>
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<td>Schools &amp; colleges</td>
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<td>Miscellaneous services</td>
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<td>COSMETICS &amp; TOILETRIES</td>
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<td>7,800,000</td>
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<td>Deodorants</td>
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<td>Hair tonics &amp; shampoos</td>
<td>17,866,000</td>
<td>38,581,500</td>
<td>56,447,500</td>
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<td>Hand &amp; face creams, lotions</td>
<td>9,279,000</td>
<td>13,930,500</td>
<td>23,209,500</td>
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<td>Home permanents &amp; coloring</td>
<td>21,137,000</td>
<td>47,676,400</td>
<td>68,813,400</td>
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<td>Perfumes, toilet waters, etc.</td>
<td>3,477,000</td>
<td>2,143,400</td>
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<td>Razors, blades</td>
<td>5,781,000</td>
<td>23,551,700</td>
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<td>Shaving creams, lotions, etc.</td>
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<td>Toilet soaps</td>
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<td>5,651,000</td>
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<td>DENTAL PRODUCTS</td>
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<td>57,323,500</td>
<td>86,322,500</td>
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<td>Dentifrices</td>
<td>15,101,000</td>
<td>39,373,600</td>
<td>54,474,600</td>
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</tbody>
</table>

**Continues**

**BROADCASTING, May 16, 1966**

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**College to study radio**

A full-day seminar on radio as a marketing tool will be held in Chicago June 8 at the Conrad Hilton hotel by the American College of Radio Arts, Crafts and Sciences. The date was announced last week by ACOR's president, Ed Wallis, general manager of wnn Chicago. Midwest agency executives will conduct the sessions on "Radio: Salesmanship In Sound," Mr. Wallis said.
HOMETOWN NEWS

... 9216 miles away from home

On Jan. 16th, WHIO-TV and WHIO Radio newsmen Don Wayne and Chuck Upthegrove left Dayton, destination Saigon. On Feb. 14th they returned to Dayton having visited military installations throughout South Vietnam, and interviewing on film and tape large numbers of Dayton-area servicemen. Result: among other things, more than three miles of film resulting in more than eight hours of television reports, over five hours of radio time. Mighty welcome reports, we might add, to the families and friends of a host of local soldiers, sailors, airmen and marines, and to an entire market eager for on-the-spot news about local men participating in the Asian conflict. How far does WHIO-TV and WHIO Radio go to cover local news? In this case, around the world.

Represented by Petry

Don Wayne did the interviewing
Chuck Upthegrove got the footage

Cox Broadcasting Corporation stations: WSB AM-FM-TV, Atlanta; WHIO AM-FM-TV, Dayton; WSOC AM-FM-TV, Charlotte; WIOD AM-FM, Miami; KTVU, San Francisco-Oakland; WIIC TV, Pittsburgh

BROADCASTING, May 16, 1966
IT'S OUT OF THIS WORLD...

MY FAVORITE

3 TOP-RATED SEASONS ON CBS-TV • STARRING RAY WALSTON

107 SEGMENTS 32 IN COLOR
BUT YOU CAN BUY IT NOW!

MARTIAN

- BILL BIXBY • PAMELA BRITTON • Produced by JACK CHERTok

CONTACT: WOLPER TELEVISION SALES

555 MADISON AVENUE
NEW YORK, NEW YORK 10022
(212) HA 1-5322

8544 SUNSET BOULEVARD
LOS ANGELES, CALIFORNIA 90069
(213) OL 2-7075
Audio in color boom

The accent on color is spurring an expansion in personnel and facilities at Audio Productions, New York, and contributing heavily to projected 25% increase in business this year over 1965.

Peter Mooney, president of the 33-year old industrial film-TV commercial production organization, reported in an interview last week that Audio has grown gradually over the past three decades and now encompasses 120 full-time staffers. The emphasis on color, which now totals about 90% of Audio's activity, has prompted the establishment recently of the company's own optical and stop-motion departments and the addition of several directors, cameramen and salesmen.

Audio's business is approximately 50% in the TV film commercials field and 50% in industrial and public relations films. Mr. Mooney recalled that the firm was established in 1933 by Western Electric to produce films that would promote developments in the sound recording field. Since 1942, Audio has had no connection with Western Electric.

He estimated that color will account for about 15% of Audio's increase in sales this year over 1965 and added that color is having the effect of improving the business of long-established companies which are staffed and equipped in depth. Mr. Mooney noted a decided swing toward the employment by the larger producers of their own staff cameramen and directors and added:

"The same cameramen and directors provide a continuity of effort. These are high-priced, skilled specialists and production companies have realized that there are financial and aesthetic advantages in having them on staff rather than risking that they will be available for free-lance assignments."

Among the prestige clients for which Audio has produced commercials during the past year have been Eastern Airlines, Bristol-Myers, General Foods, AT&T, Atlantic Oil, Traveler's Insurance Cos., Procter & Gamble, General Mills, Vick Chemical, Gulf and General Electric.
GET MORE CATV SYSTEM FOR THE MONEY

From one basic, solid-state design a full range of 8 trunkline and bridging amplifiers can be developed. Plug-in interchangeability permits custom design at mass-production prices.

ALL THESE MODULES ARE INTERCHANGEABLE!

SPECIFICATIONS

<table>
<thead>
<tr>
<th>BRIDGING AMPLIFIERS</th>
<th>TRUNKLINE BRIDGING AMPLIFIERS</th>
<th>TRUNKLINE AMPLIFIERS</th>
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<tr>
<td>TRUNKLINE FEED 1</td>
<td>30 db, max.</td>
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<td>TRUNKLINE FEED 2</td>
<td>30 db, min.</td>
<td>30 db, min.</td>
</tr>
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<td>FEDER LINE PULL 1</td>
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<tr>
<td>FEDER LINE PULL 2</td>
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<td>TRUNKLINE OPERATIONAL GAIN</td>
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<td>MAX. OUTPUT CAPABILITY @ 1 MC</td>
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<td>35 mV</td>
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<td>FEDER LINE</td>
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<td>RESPONSE FLATNESS</td>
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<td>AGC RANGE</td>
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<td>Range: 0, 3, 6, 9, 12 db (steps)</td>
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<tr>
<td>TILT METER</td>
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<td>Range: 0-3</td>
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<td>FEDER LINE CONTROLS</td>
<td>Range: 0 to 3 db (continuous)</td>
<td>Range: 0 to 3 db (continuous)</td>
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<tr>
<td>INPUT ATTENUATOR</td>
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<td>ISOLATION BETWEEN BOOSTER INPUT</td>
<td>25 db</td>
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<td>IMPEDANCE MATCH</td>
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<td>TRUNKLINE BALANCE</td>
<td>25 db</td>
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<tr>
<td>TEST POINTS</td>
<td>0, 6, 12 db</td>
<td>0, 6, 12 db</td>
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<tr>
<td>AMPLITUDE RANGE</td>
<td>0 to 120 db</td>
<td>0 to 120 db</td>
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<tr>
<td>POWER REQUIREMENT</td>
<td>15 to 30 watts RMS</td>
<td>15 to 30 watts RMS</td>
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<tr>
<td>INSTALLATION</td>
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</tr>
<tr>
<td>SHIPMENT WEIGHT</td>
<td>15 lbs.</td>
<td>15 lbs.</td>
</tr>
</tbody>
</table>

Make us prove it! Write, phone collect or visit KAISER-COX CATV for details:

KAISER-COX CORPORATION / P.O. Box 9728, Phoenix, Ariz. 85020, Phone (602) 944-4411

Depend on KAISER-COX for CATV Leadership Today and Tomorrow

Broadcasting, May 16, 1966
Y&R's Bond looks at regulation, ad image

The government is getting deeper and deeper into regulation of advertising matters and the trend is not apt to be halted unless advertising people regulate themselves more effectively, Edward L. Bond Jr., president and chief executive officer of Young & Rubicam, New York, asserted last week.

He predicted congressional passage of a modified "truth in packaging" bill this year and foresaw, among other regulatory moves, new efforts to require health-hazard warnings in cigarette advertising.

Specifically in the broadcasting field, Mr. Bond anticipated an investigation of TV's volume discounts, possible hearings on TV programming and on the length and frequency of commercials, closer scrutiny of broadcast ratings, and continued efforts by the FCC to limit TV network ownership of programming and to concern itself with what it "seems to feel is a conspiratorial avoidance by national advertisers of UHF stations."

In the current Washington climate, Mr. Bond said, "it would behoove everyone in any way connected with advertising to be straightforward and truthful. It is slickness and borderline honesty that leads to complaints, investigations and unfriendly legislation."

Positive Side • Addressing a meeting of the Magazine Promotion Group in New York last Wednesday (May 11), Mr. Bond also called upon media to maintain high advertising standards and to pay more attention to advertising's "positive" side in their editorial pages and programs.

Instead of depicting the advertising man as "something you wouldn't want your daughter to marry," he asked, why don't media take a more constructive approach? How come the only ones who ever defend the ad man and advertising are the ad men themselves? For my dough, the various media have been pokin the wrong keys too long."

Female hygiene banned on radio

NAB code board action approves amendment on derogatory ads

Personal-product advertising continues to be a major problem area for the National Association of Broadcasters radio code. Meeting in Washington last Wednesday and Thursday (May 11-12), the code board supported a ban on intimate feminine hygiene product advertising and agreed that a cautionary statement on hemorrhoid advertising was not needed.

The code board also approved an amendment on derogation, and urged the code authority to come up with guidelines for movie advertising.

Feminine-hygiene products were included in the personal-product category, which had been banned until last June when the NAB radio board lifted the ban (BROADCASTING, June 28, 1965). Last week, however, Howard Bell, code director, in an interpretation said the advertising for products such as sanitary napkins, Tampons and vaginal products are "unacceptable under the taste standards" of the code.

He added that advertising of such products "would be objectionable to a substantial segment of the listening audience and would offend listener sensitivities, particularly in mixed audiences."

Oral Hygiene OK • The code director distinguished between the intimate feminine-hygiene products and those taken orally for relief of feminine pain or distress. He said advertising for the latter category would be acceptable as long as it is presented in accord with the code's standards of good taste.

The cautionary statement on hemorrhoid advertising—to see a doctor if symptoms persist—was dropped from the guidelines issued last year. Robert Hurleigh, MBS president, appeared before the code board to express the radio board's concern over the statement. At its January meeting the radio board had suggested that the code authority re-evaluate the need for such a statement.

Mr. Hurleigh had been successful last June in getting the radio board to lift the personal-product ban. Following that action, Mutual accepted a $140,000 order from American Home Products for its Preparation H hemorrhoid remedy. That one-year buy runs through Aug. 1.

The new language on derogation would allow factual product compar-
What Syndicated Show Beat All Competition* \{including network shows\}
Saturday, April 16 at 10:30 p.m.
In The Nation's No. 1 Market?

answer: 'AN EVENING WITH ... ALLEN & ROSSI'

*NEW YORK ARBITRON WEEKLY REPORT April 10-16, 1966

"AN EVENING WITH..."
high rated...star studded...versatile...appealing

Each half-hour show features one of the following: Pete Fountain • Julie London
Phyllis Diller • Xavier Cugat & Charo • Back Porch Majority • Louis Prima • Gretchen Wyler
Arthur Lyman • Earl Wrightson & Lois Hunt • Hilda Garde • Roberta Sherwood
Eddy Arnold • Jean Pierre Aumont & Marisa Pavan • New Christy Minstrels
Jane Morgan • Phil Ford & Mimi Hines • Johnnie Ray • Billy Daniels • Sarah Vaughan
Gary Lewis & The Playboys • Gene Pitney • Allen & Rossi • King Sisters & Alvino Rey
Chita Rivera • Rosemary Clooney • The Serendipity Singers

available in color or b & w videotape
contact Brad Eidmann
2501 Bradley Place • Chicago, Illinois 60618
Telephone 312 528-2311 • TWX: 910-221-1324
"By any standards, the two-hour production was a masterpiece...Last night's 'Death of a Salesman' was better than the original stage play, far superior to the motion picture... The cast, headed by Lee J. Cobb and Mildred Dunnock, was brilliant."

CLEVELAND PRESS

"An evening of exalted theater came to television...a veritable landmark in studio drama, an occasion of power so shattering and poignancy so delicate that there is no earlier parallel to cite... The two-hour presentation over the network of the Columbia Broadcasting System was more than a revival; it was a work of fresh interpretation."

THE NEW YORK TIMES

"Unquestionably the outstanding single program of the television sea a glorious, thrilling, awesome event that should live forever as a TV classic, the greatest American television drama to date."

BOSTON RECORD AMERICAN
"I saw last night's magnificent Arthur Miller's 'Death of a Salesman' should be richer for it the lives... Alex Segal's crowning achievement was his imaginative direction."

"A splendid television special... especially remarkable for impeccable casting and flawless direction."

"As fine a drama as the medium has ever presented... It emerged as a television landmark. It is a standard by which all television drama will be judged for years to come."

"CBS where television is really special."
sons and identifications of competing products but bans advertising used for “discrediting, disparaging or unfairly attacking competitors, competing products, other industries, professions or institutions.” This language is considered softer than the terminology adopted by the TV code board. The TV language does not allow any comparisons by product name. The derogation amendment must be approved by the radio board at its June meeting.

Movie Ads - Concern over motion-picture advertising on radio led the code board to urge development of guidelines for such advertising similar to those developed in other areas. The code board said efforts should be continued in this direction through work with interested groups and individuals in the motion-picture industry.

The code board also agreed with a code authority interpretation that opening and closing billboards under 10 seconds and confined to the sponsor’s name, address and established slogan not be included as commercial time. Billboards containing other material are considered advertising time.

Charles M. Stone, radio code manager, reported a 4.9% increase in subscribers from April 30, 1965, to April 30, 1966. During that period subscribing stations went from 2,244 to 2,355 (42.6% of all stations on the air).

Robert L. Benwitt, assistant to Mr. Stone, reported that 1,652 stations had been monitored in the fiscal year ended April 1, compared to 1,479 for the previous year. He said 3,000 station monitorings are planned for the current fiscal year.

Jonah Gitlitz, assistant to Mr. Bell, said a new promotional record with Jack Benny (Broadcasting, April 11) would be out in about two months, and that a booklet, “The Challenge of Self-Regulation”, would be published in about a month.

RCA computer starts automation at NH&S

RCA’s newest entry in the computer field, the Spectra 70, went into action last week at Needham, Harper & Steers, Chicago, and ultimately will become a central data bank and media research tool linking together all of the agency’s offices.

Initial use will be for processing of media estimates, billing, accounting and other internal “housekeeping.” RCA plans to use the NH&S installation as a demonstration model in the Midwest. It is described as the first such computer of its type in an agency.

Paul C. Harper, Jr., president of NH&S, explained that the value of the computer is “limited only by the imagination of the people who plan its use.” He said the agency plans extensive programming of the machine in the areas of media research, market research and the management sciences.

Blair Vedder, senior vice president of administration and corporate media at NH&S, also cited the unlimited potentials of the computer for media research and planning. He emphasized, however, that the computer will not replace human judgment and evaluation in the final selection of media.

Giving their new RCA Spectra 70 a test run are Needham, Harper & Steers’ executives (l to r) Paul C Harper Jr., president; Blair Vedder, senior vice president of administration and corporate media, and William R. Schumacher, electronic data processing manager.

“In other words, we do not intend to set up mathematical models and automate our media buying," he explained, but the system will enable various media approaches and mixes to be studied and considered.

The Spectra 70 will store all of the available demographic information for all the different media, Mr. Vedder said, so that advertising program selection can accurately match the demographics of the product being advertised. “Another important feature will be the ability to compute almost instantaneously the correlation between audience delivery and sales on a market-by-market basis,” he added.

Wide Use • Other possibilities cited for the system: determining what factors or attitudes are related to brand purchase behavior; determining which of several alternate advertising strategies to employ, and finding and ranking the factors of brand preference and brand changing.

William Schumacher, the agency’s electronic data processing manager said NH&S spent two years in an exhaustive study of computers before making its final decision. The system will be expanded in succeeding years, it was noted.

President Harper and other agency executives are going to computer school to learn how to get the most out of their new device.
If it's a producer, 5 of our companies can get into the act.

The petroleum industry is typical of the many process industries ITT supplies. Five ITT companies in the U.S. and Europe make or service what is needed. This includes valves, pumps, heat exchangers, actuators, flow tubes, meters and recorders, as well as microwave communications systems.

Once out of the wellhead, petroleum takes a long trip. All along the way—from pipeline to refinery to customer—ITT devices and equipment meter, measure, pump and control the petroleum and its by-products.

These devices and equipment are known by such brand names as Barton, General Controls, Hammel-Dahl, Henze, Marlow, Bell & Gossett.

ITT microwave systems are used for voice, data, telemetry and supervisory-control transmissions along pipelines, from offshore rigs and remote sites.

ITT's broad-range capability for the growing needs of the process industries stretches into hundreds of fields—wherever raw material is processed into a finished product.

International Telephone and Telegraph Corporation, New York, N.Y.
Creative enthusiasm for radio

IRTS commercial workshop hears about

medium's most successful sales approaches

Leading creative specialists from advertising agencies in New York, Chicago and Hollywood shared their know-how in radio commercial production last Friday (May 13) as the International Radio and Television Society held its second annual radio commercials workshop in New York.

The use of music, humor, testimonials and interviews in commercials, the length of campaigns and how often the commercials ought to be changed were explored with case histories documenting the dollars-and-cents success of the commercials under study.

During the luncheon session of the all-day workshop Bob Elliott and Ray Goulding, the "Bob and Ray" of numerous humorous commercials, presented awards to the creative supervisors on the 21 commercials picked by the Radio Advertising Bureau as "most effective" of 1965 (Broadcasting, May 9).

Maurie Webster, vice president and general manager of CBS Radio Spot Sales, who was chairman of the workshop, cited a "growing creative enthusiasm for radio," that he said was evident in "agency after agency."

He cited the trend toward specialization among radio stations, saying it enables advertisers to reach specialized audiences more easily and makes it possible "to tailor commercials to the type of station, just as you vary copy and layout in magazine ads for certain types of books."

More 10-Second Spots • Mr. Webster predicted that 10-second commercials, used relatively little in radio in recent years, "will become more popular in the next year, as stations and advertisers realize that this is one way to get a client into a time period that is otherwise 'sold out."

"Good stations," he explained, "are tough about commercial restrictions, but it is worthwhile to drop one 60-second spot for two or three 10's."

Emery T. Smyth, vice president and division copy director of Needham, Harper & Steers, cited the success of his agency's campaign for Campbell's V-8 juice in undertaking to answer the question "How Many Commercials Make a Campaign?"

The 1961 campaign to distinguish V-8 from tomato juice in the public mind was so successful the company cancelled it after 22 weeks because it was running out of product. Since then, he said, execution of the commercials has been improved "but the personality of the commercial remains the same."

Mr. Smyth said: "We work hard to keep it fresh, keep it contemporary, keep it in the idiom," but "to change a solidly based winning campaign just for the sake of change—never."

Double Awareness • He also cited NH&S's campaign for Humble Oil's heating oil, based on the "watch dog" theme, as "an example of how radio can be used to build a distinctive image for a service." In a single year, he said, "in cities where Humble had previously established a benchmark for heating-oil advertising awareness, we saw the awareness double."

State Farm Insurance, Mars Candy, Kraft Margarine and Household Finance Co. were other companies cited by Mr. Smyth as having "clear-cut stories of success in the use of radio."

"We've learned," he said, "that our...
most successful campaigns have had as their common denominators soundness, single-mindedness, uniqueness and intrusiveness."

Michael Davenport and Martha Everds, Grey Advertising copywriters, described the use of "happenings" in commercials for Revlon. Martin Solow, president and creative director of Solow Wexton Inc., reported on a campaign for Vita herring, and Ray Mauer of Geyer, Morey, Ballard on one for Irish International Airlines.

Uses of music, humor, testimonials—interviews and imagery were examined respectively by Roy Eaton, Benton & Bowles; Mel Blanc, Mel Blanc Associates; Dominic Cerulli, W. H. Schneider Inc., and John Bergin, BBDO; Richard Mercer, Clyne-Maxon Inc.; Chuck Blood, Chuck Blood Creative Services, and Thomas Laughlin, Leo Burnett Co., participated in a series of afternoon panel sessions.

Rep. appointments ...
- KADO-TV Colorado Springs-Pueblo: National Television Sales Inc., N. Y.

ABC daytime, nighttime sales grow in April

ABC-TV's April sales totaled $42 million, James E. Duffy, vice president in charge of TV network sales, announced last week. He said $20 million was in nighttime programming, $18.5 million in daytime shows and $3.5 million in sports.

Biggest buyer was Singer Sewing Machine Co. ($3 million), through J. Walter Thompson Co., both New York, in ABC Stage 67. Other major nighttime sales were by S. C. Johnson & Son ($2.5 million), Racine, Wis., through Needham, Harper & Steers, Chicago; Brown & Williamson Tobacco Corp. ($2 million), Louisville, Ky., through Ted Bates & Co., New York, and Carnation Co. ($1.3 million) through Erwin Wasey Inc., both Los Angeles.

The daytime buyers included General Mills ($2.5 million), Minneapolis, through Needham, Harper & Steers Inc., Chicago; The Sweets Co. of America ($1.75 million), Hoboken, N. J., through Henry Eisen, New York; International Latex Corp. ($1.3 million), through Ted Bates & Co., both New York; and Calgon Corp. ($1.2 million) through Ketchum, MacLeod and Grove, both Pittsburgh.

A combined daytime-nighttime sale totaling $5 million was made by Armour & Co., through Foote, Cone & Belding Inc., both Chicago.

TV up 5%, radio 3%
in Blair's '66 forecast

Advertisers will spend $900 million in radio and $2.35 billion in television this year, according to estimates released last week by John Blair & Co., radio and TV station representatives.

The figures were contained in 1966 Statistical Trends in Broadcasting, an annual Blair & Co. review and projection covering 32 segments of broadcast advertising, revenues and expenditures. It was prepared under the direction of Melvin A. Goldberg, vice president for planning and research.

John Blair, chairman of the sales organization, predicted that total advertising in 1966 would reach $15.36 billion, a gain of about 4% over 1965 levels. The estimated gain for television was put at about 5%, for radio at about 3%. Spot television was expected to reach $845 million in 1966, network television $1.265 billion and
local television $440 million.

The 36-page report, second in Blair's annual series, also includes such data as estimates and projections of population from 1950 through 1985, a profile of U. S. population by age and sex, color TV set circulation, relationships between advertising expenditures and national economic statistics, market-by-market reports on radio and TV station revenues, expenses and income as reported by the FCC.

Maurie Webster sees radio liked by all

Radio so far in 1966 not only looks brighter to agencies and advertisers but it must look so to customers too, if the trend in set purchases is any indication, Maurie Webster, vice president and general manager, CBS Radio Spot Sales, told the Broadcast Advertising Club of Chicago last week.

"The listeners like what they hear so well they'll spend another $900 million this year for sets ..." Mr. Webster said. "This may well make radio the only major medium where the investment by consumers is greater than the investment by advertisers," he added, noting last year's radio billings estimates total about $800 million.

Mr. Webster observed that advertisers and their agencies now are giving radio more attention, creative effort and money. "The first four months of 1966 are well ahead of last year in national sales and I hear the same thing locally," he commented.

Mr. Webster's talk was titled "Pictures in the Air—By Radio." So naturally, the only man to introduce him, the BAC said, was another picture salesman, Jacob Evans of the midwest office of the Television Bureau of Advertising. Mr. Evans also is BAC program chairman.

Business briefly . . .

General Electric Co., through Clyne-Maxon Inc., both New York, will sponsor a 12-week color series, Sportman's Holiday, on NBC-TV, beginning June 19 (5:30-6 p.m. EDT). Baseball player Ted Williams and sportsman Lee Wulf head list of experts who will film activities such as big game tracking at Mount McKinley, Alaska, and fishing in Argentina.


Institute of Life Insurance, through J. Walter Thompson Co., both New York, has purchased time in NBC-TV's

The Girl from U.N.C.L.E. and Star Trek, both new entries for the 1966-67 season, and in Tuesday Night at the Movies, I Spy, The Virginian, Laredo, Please Don't Eat the Daisies, all of which start the 1966-67 season during the week of Sept. 11.

Also in advertising . . .

Agency's demise . . . Wade Advertising Inc.'s Los Angeles office has closed its doors after a two-month struggle to stay alive. Last straw was last month when two of its more important local accounts switched to other agencies. Signal Oil Co., Los Angeles, went to Campbell-Mithun Inc. and Barbara Ann Baking Co., Los Angeles, moved over to the San Francisco office of Young & Rubicam Inc. Wade Advertising disbanded its headquarters office in Chicago in April (Broadcasting, Jan. 31).

Merger . . . Frye-Sills & Bridges Inc. (Gibert C. Frye, president), Denver, will merge with the Dean Faulkner Co., public relations specialists. Mr. Faulkner will be director, public relations division.

Chicago production group expands studios

A large new film production studio that will specialize in "authenticity" or documentary type commercials and programs has been opened formally in Chicago by Hedman, Gray & Shea. The company, formed earlier this year, already is producing for both New York and Chicago agencies.

The 11,000-square-foot plant at 430 West Grant Place has been under construction since January and represents an investment of about $300,000 for renovations and new equipment. It features advanced motion picture sound mixing facilities as well as sound stages and editing rooms. Hedman, Gray Inc. and Mike Shep Films Inc. had merged to form the present operation. Lars Hedman is president. Phone: 528-1500.

Smith heads new Gardner post

Gardner Advertising, St. Louis and New York, has established a western division with headquarters in Los Angeles at 1717 North Highland Avenue, where the agency has had a broadcast service office. The new division is headed by Mel Smith, formerly of Erwin Wasey. Don Forbes continues as Los Angeles manager and radio-TV di-rector for Gardner.

Commercials in production . . .

Listings include new commercials being made for national or large regional radio and television campaigns. Appearing in sequence are names of advertisers, product, number, length and type of commercials, production manager, agency with its account executive and producer.

Keitz & Hendon Inc., 3601 Oak Grove, Dallas 75204.

Dr. Pepper Co., Dallas (soft drinks); one 60 for TV, live on film, color. L. F. Hendon, production manager. Agency: Grant Advertising, Chicago. Floyd Sease, account executive. Approximate cost: $7,500.


Orkin Exterminating, Atlanta (termite and pest control); 10 60's for TV, live and animation on film, color. Tom Young, production manager. Agency: Kinro Advertising, Atlanta. Jim Llewellyn, account executive and agency producer. Approximate cost: $60,000.

WXKY Inc., commercial videotape division, 20777 West Ten Mile Road, Southfield, Mich., 48076.

National Brewing Co. of Michigan, Detroit (10's beer); one 60 for TV on tape, Lyle Rees, director. Agency: W. B. Doner, Detroit. Brud Doner, account executive. Don Solomon, agency producer.


Leges Teleproduction, 3220 South 27th Street, Arlington, Va. 22206.

Philadelphia National Bank (services); one 60 for TV, live on tape. Agency: Albert Frank-Guimater Law, Philadelphia. Tony Trezza, agency producer.

Pittsburgh National Bank (services); six for TV, live on tape. Agency: Ketchum, MacLeod & Grove, Pittsburgh. John Murphy, agency producer.

Society National Bank, Cleveland (services); one 30 for TV, live on tape. Bob Johnson, production manager. Agency: Griswold-Eshelman, Cleveland, Ken Calfee, agency producer.


Ashworth Chemical Co., Memphis (hair preparation); one 60 for radio, jingle. Bud Smalley, production manager. Placed direct.

Pilgrim's Laundry, Houston (laundry and dry cleaning); one 60 for radio, jingle. Gerald Clements, production manager. Placed direct.

Snelling & Snelling, Richmond, Va. (employment service); one 60 for radio, jingle. Joe G'Orlando, production manager. Placed direct.

Colonel Sanders, Pittsburgh, (Kentucky fried chicken); one 60 for radio, jingle. Hub Atwood, production manager. Placed direct.

BROADCASTING, May 16, 1966
Is your advertising getting second-class treatment?

The new Number One way for you to reach the Advertising Market is through a Network: The Printers’ Ink Network of Magazines.

A magazine Network is a new idea. A first-class idea.

To establish one, you need a number of magazines designed to complement each other, not compete. They need to work together to cover a market better than any single publication can, and to do it more efficiently than any other combination of publications serving the field.

The Printers’ Ink Network has three magazines: Printers’ Ink, Business Advertising, Consumer Advertising.

Each magazine in the Network serves a separate and distinct segment of the Advertising Market. There’s practically no duplicated circulation in the total of 83,500. Less than four per cent. That’s what makes the Network a first-class advertising buy.

What’s more, the magazines in the Printers’ Ink Network even look first-class — from their fascinating four-color covers (almost every issue) to editorial pages throughout that are styled by a top graphic designer. Editorial and advertising communicate better than ever.

You work hard to make your advertising first rate. Send it first class, the new Number One way. Buy the Printers’ Ink Network of Magazines.
Mutual’s price tag: $3.1 million

July 1 set for takeover by newly formed Mutual Industries Inc., which is expected to expand into ownership of stations

The Mutual Broadcasting System is scheduled to be sold on or about July 1 to a new corporation, Mutual Industries Inc., at a price of approximately $3.1 million (CLOSED CIRCUIT, May 9).

The 3M Co., St. Paul, the present owner, distributed a memorandum to MBS employees last week advising them of the projected sale. It was reported that Mutual Industries Inc., incorporated recently in Delaware, has paid $100,000 for an option toward the acquisition of the radio network.

It was widely expected that the new ownership would seek to expand into the ownership of stations, an area that the 3M Co. apparently did not consider feasible.

When the sale is completed, as is expected, Mutual Industries will become the seventh owner of the network in nine years. The 3M Co. has held Mutual for six years. It bought the network in April 1960 for an estimated $1.3 million from a group headed by attorney-industrialist Albert Gregory McCarthy and attorney Chester H. Ferguson.

Robert F. Hurleigh, president of MBS, will continue in his present capacity as will other key executives, according to the memo issued by the 3M Co.

John P. Fraim is president and chairman of the board of Mutual Industries Inc. He is vice president of L. M. Berry & Co., Dayton, Ohio, a nationwide telephone directory advertising company. Mr. Fraim has been active in aviation, education and business management, having served as director of the Louisiana State University’s school of aeronautics 1933-40 and in a variety of Air Force assignments, including assistant Air Force chief of staff in charge of personnel; deputy commander of the Ferry Command (later the Air Transport Command), and commander, U. S. Armed Forces in the Greenland-Iceland-Canada area.

He holds membership in many professional groups, including the American Society of Mechanical Engineers, the Harvard Graduate School in Dayton and the American Association of University and College professors.

Before joining the Berry organization in 1957, Mr. Fraim owned automobile dealerships, insurance and finance companies in California and other western states.

During the 1964 presidential election campaign, Mr. Fraim was vice chairman of the Republican national finance committee.

The key financial figure in Mutual Industries is reported to be Loren M. Berry, founder, board chairman and principal owner of L. M. Berry & Co., and Mr. Fraim’s father-in-law.

Mr. Berry is considered to be one of the richest men in Ohio, with a net worth estimated at $100 million.

Until about five years ago, he was associated with Ronald B. Woodyard, now retired, in a number of broadcasting ventures. According to FCC files, Mr. Berry still has a 10% interest in WXKO-AM-FM Columbus, and a 20% interest in WEOI-AM-FM Elyria, Ohio, which he is selling. In the past he had ownership interests or has been an officer or director of WONE-AM-FM TV Dayton, WTVQ(TV) Pittsburgh (ch. 47 never went on the air), and in a radio application for Indianapolis.

He holds major interests and directorships in a number of independent telephone companies, some in Ohio, but also in other states.

Mr. Berry is considered a staunch Republican, and was a Taft supporter during the late senator’s now-famous battle with Dwight D. Eisenhower for the 1952 political campaign. He is retired and spends most of his time in Florida.

Reached at his Dayton headquarters last week, Mr. Fraim declined to discuss his plans for MBS. He said it was too early for that.

The board of Mutual Industries consists of Mr. Fraim, chairman; Mr. Berry; George C. McConnaughey Jr., secretary, and Neil F. Campbell, vice chairman for finance.

Mr. McConnaughey, an attorney in Columbus, Ohio, is the son of the late George C. McConnaughey, former
McConnaughey, and Stradley, specializes in corporation and communications law. He is a director and secretary of North American Broadcasting Co., which owns and operates WMNI Columbus, an MBS affiliate.

Mr. Campbell is owner and president of Neil F. Campbell Co., Los Angeles, investment and financial consultants. He formed his company in 1959. Before that, he had been with Dean Witter & Co., Los Angeles, and Paine, Webber, Jackson & Curtis, Beverly Hills, Calif., both investment firms. He is a director of the Bislett-Berman Corp., Santa Monica, Calif., in which capacity he holds a top security clearance. He is a graduate of Princeton University and was a U. S. Navy officer in the Pacific in World War II.

Mutual began to go through changes in ownership in 1957 when RKO-Teleradio (now RKO General Broadcasting) sold the network to Dr. Armand Hammer (oil interests) and associates. Dr. Hammer sold MBS in September 1958 to Hal Roach Studios. Shortly before the transaction, Roach Studios had been bought by Scranton Lace Corp., controlled by A. L. Guterma's F. L. Jacobs Co.

Mutual was operating at a low point during this period and early in 1959 Mr. Hurleigh was given an option by the ownership of the network. In March 1959 Mr. Hurleigh negotiated the sale of Mutual to Malcolm Smith (recording interests), who, in turn, sold out later that year to the McCarthy-Ferguson combine. They bought the network on condition that Mutual would go through bankruptcy proceedings to clear past obligations and this action was completed in December 1959.

Under the 3M stewardship, Mutual's prospects brightened. The network is reported to have netted $300,000 after taxes in 1965 and its projected net income for this year is $400,000.

Early this year, 3M pleaded "no contest" to five of nine counts of an antitrust indictment charging the company with unfair trade practices. The indictment was returned in 1961. In the consent judgment, in which 3M paid a $190,000 fine, the federal judge recommended that the Department of Justice keep a close watch on 3M in the future.

It is speculated that 3M closed its mind at that point to any expansion into station ownership that would cause antitrust questions to be raised by the FCC or the Department of Justice.

In a May 9 memorandum to all MBS officers and staffers, Bert S. Cross, president; Harry Heltzer, group vice president, and Walter S. Meyers, vice president, of the St. Paul firm told of the projected sale of MBS and said in part:

"Six years ago (April 16, 1960), as a public service, the 3M Company acquired Mutual Broadcasting System—then and now the nation's only major all-radio network—in order to give it financial stability.

"We hoped to give Mutual's exceptional management, staff and talent—all of you—the opportunity then needed to preserve and further develop one of America's great national radio networks.

"This you have achieved. You have made the network the world's largest in number of affiliates (515), reaching all 30 of the nation's top 30 markets, 97 of the top 100, and 312 markets which no other network serves.

"You have done this through consistently exceptional news and special events programing: More newscasts and news reviews than any other radio network, more closed-circuit news service to affiliates for their own use than any other network, and such newsmaking programs as The World Today, Reporters Roundup, Capital Assignment and The American Consensus.

"We're proud of you. This achievement, however, regrettably ends the need for 3M participation by attracting the kind of ownership described above. While such an ending was inevitable, since broadcasting has always been your art and your business rather than ours, nonetheless we find it also regrettable, since we have enjoyed so much the association with you.

"You have earned the right to a parent organization dedicated to expanding in the broadcast field, and which will be as concerned as we have been with stability and security for the network and its people.

"We believe Mutual's new ownership represents such an organization, and we wish you and them even greater success in the years to come."

The many hands that controlled MBS in 32 years

The original Mutual Broadcasting System, established in October 1934, was owned by its member stations. They were WOR New York, WLS Chicago and WXYZ Detroit. The membership list grew in the next seven years with the addition of WFBF Baltimore, WIP Philadelphia, WCAE Pittsburgh, the Don Lee Network, and the Yankee and Colonial Networks.

General Tire & Rubber Co. bought the Yankee and Colonial Networks (1943), Don Lee (1950) and WOR (1951). Properties were combined into General Teleradio which gradually acquired the balance of the Mutual stock.

With the purchase of RKO Radio Pictures in 1955, General Teleradio became RKO Teleradio.

In August 1957, Mutual began three years of rapid changes in ownership when Dr. Armand Hammer (oil interests) and associates bought the network.

In September 1958 Hal Roach Studios became the next owner. Shortly before that time Hal Roach had been purchased by A. L. Guterma's F. L. Jacobs Co. The network, plagued by money losses for some time, was near bankruptcy after Mr. Guterma and his associates became involved in stock manipulation charges in 1959. [A New York federal court convicted Mr. Guterma in January 1960.]

Messrs. Guterma and Roach gave an option to Mutual President Robert Hurleigh, who negotiated still another sale to a group headed by Malcolm Smith (recording interests) in March 1959.

A little more than a year later, Mr. Smith sold to a combine of Albert G. McCarthy Jr. (investor) and Chester Ferguson (lawyer). The Minnesota Mining & Manufacturing Co. purchased the Mutual network in April 1960.

The Mutual ownership at times bounced like a ping-pong ball, but the service of Mr. Hurleigh has been constant. He joined the network in 1944 as Midwest bureau chief in Chicago, became a vice president in 1957, was voted a vice chairman of the board in 1958, and took over the presidency on July 1, 1959.
McLendon faces maximum fine

Its Oakland station found in violation of sponsor, city identification rules

McLendon Stations would have to pay a $10,000 forfeiture, the largest fine the FCC can impose, under the terms of an initial decision handed down by FCC Chief Hearing Examiner James D. Cunningham.

The examiner held last week that McLendon’s KABL Oakland, Calif., violated commission rules and the Communications Act by identifying itself as a San Francisco station and by failing to identify the sponsor of 57 separate spot announcements.

The commission had cited KABL as liable for a $10,000 fine in a notice of apparent liability issued in September (Broadcasting, Oct. 4, 1965). However, in a departure from normal procedures, it afforded KABL an opportunity to reply to the charges in a full-scale hearing rather than in written pleadings.

In proposing a $10,000 forfeiture, Examiner Cunningham rejected a recommendation of the commission’s Broadcast Bureau that the amount be reduced to $4,000. The examiner’s decision becomes final if it is not appealed or if the commission does not review it on its own motion. An appeal is expected.

The case grew out of the complaints of Oakland city officials who said the station was serving the interests and needs of San Francisco rather than of Oakland, a neighboring city, but one that is distinct and separate from San Francisco. Much of the hearing was held in Oakland.

Examiner Cunningham rejected complaints that the station has neglected the programming needs of Oakland. He said the evidence indicates the station has made efforts to determine the city’s needs and to meet them.

Which City? But he also said that KABL identification announcements, as well as the station’s promotional statements, “obviously” are designed to create the impression that it is a San Francisco rather than an Oakland station.

“On balance,” he said, “it is impossible to avoid the impression” that the station has placed the interests of San Francisco above those of Oakland.

The station used as an identification announcement the message, “This is Cable, K-A-B-L Oakland—960 on your dial, in the air everywhere—in San Francisco,” followed by the sound effect of a cable-car bell.

The examiner said it was “significant” that the call letters that McLendon Stations adopted when it acquired the station in 1959 identified the outlet with the cable cars of San Francisco, and that the thousands of station identification announcements made since then contained the clang of cable-car bells.

He also quoted a KABL manager as stating, during a commission inspection of the station in 1962: “The station stresses its association with San Francisco because that is where the money is.”

Money Talks = And he adopted a Broadcast Bureau proposed conclusion that “in addition to its intensive programing for San Francisco, KABL has used stationery, business offices, advertising contracts, advertising in newspapers and trade publications to create the impression that it was affiliated with San Francisco.”

The issue involving violation of the commission’s sponsor-identification rule resulted from the station’s failure to identify the sponsor of 57 announcements spread over a 19-day period involving a total payment to the station of $2,280. The station said the failure resulted from “inadvertence.” But the examiner said that in the repeated broadcast of the spots, each without proper sponsor identification, “it should have been evident even to the most negligent or apathetic licensee that an important requirement . . . was not being fulfilled.”

He said the circumstances can only be equated with “wilfulness.”

The examiner, in recommending the full $10,000 forfeiture, said no credit could be given the station for ascertaining and meeting the programming needs of Oakland. “The mere fact” that the station discharged the “normal obligation” that is incumbent upon all broadcasters provides no basis for reducing the fine, he said, “particularly in light of [KABL’s] flagrant disregard of statutory and regulatory requirements . . . .”

He also said McLendon had jeopardized its status as a licensee by KABL’s actions. But he added that no further proceedings in the matter were needed.

Rev. Hartke cites TV as commercial medium

Deliverance from the “good intentions” of amateur educational television and keeping ETV free from sponsorship were listed last week as major goals in forging the television of the future.

The Rev. Gilbert Hartke, chairman of the drama department, Catholic University, Washington, charged that TV is “primarily an advertising medium—whose purpose is neither to entertain nor inform, but simply and almost exclusively to sell products—under one guise or another. Any presentation that inhibits that function will not long be tolerated.”

Addressing the Catholic Communications Seminar in San Francisco last week, Father Hartke called “the rumblings of desire to extend commercial or sponsor involvement into educational television” a “frightening” thing.

Television, he said, is nothing to bought and sold “at the whim of salesmen who can pay more than anyone else; it is above all a service, a service of communication among men which belongs not to the few, not to the many, but to all.”

In this area he praised the court of appeals decision in the license renewal case of WLBT TV Jackson, Miss., as a reaffirmation that “the good of the public must be the paramount consideration in both the awarding and the renewal” of licenses. (The court ruled that representatives of the “listening” audience have standing and that when they ask for a hearing they should be granted one. [Broadcasting, March 28].)

Father Hartke called for professionals to take the lead in programming, particularly in ETV where the products too often show “the evils of amateurism: affected art, dilettante drama, pretentious poetry.” However, he singled out for credit, the work of National Educational Television network “which has been steadily improving over the years . . . their general approach is proving itself to be increasingly tasteful and professional.”

ETV and instructional TV, he maintained, desperately need professional skills. He suggested that the Catholic Broadcasters Association, co-sponsor of the seminar, “interest itself in scholarship programs, workshops and continuing subsidies or outright grants to institutions that are preparing future generations to take your place in mass media.”

Henry in Tennessee

Former FCC Chairman E. William Henry is now the executive director of John J. Hooker Jr.’s (D) campaign for governor of Tennessee. Mr. Henry left the commission April 30 to work in his friend’s campaign. Mr. Hooker will face Buford Ellington, former U.S. Director of Emergency Planning and a former Tennessee governor, in the Aug. 4 primary.
15 Years Old and Still Ahead of the Times!

It may not look revolutionary today, but fifteen years ago the E-V 655 shown here was unique. Then it was the only truly omnidirectional dynamic microphone on the market. And it offered ruler-flat response from 40 to 20,000 cps, plus plenty of output for critical broadcast applications.

Even today, those specs are first rate. Many of the early 655's are still proving that in dependable daily service. But during the years, E-V has continued to refine and improve so that today's Model 655C can set even better records for performance and service.

Having proved the point, the 655 inspired a complete series of Electro-Voice omnidirectional microphones that serves every need over a wide price range. The full benefit of our fifteen years of design leadership is lavished on even the most modest model in the line.

For instance, every slim E-V dynamic microphone uses the famed Acoustalloy® diaphragm. This E-V exclusive insures more uniform response while withstanding the effects of high humidity, temperature, corrosion and shock. It makes E-V omnidirectional microphones almost indestructible.

You'll learn the real value of engineering leadership when you put any of these slim E-V dynamics to work in the field. You can do it with the extra assurance of a lifetime guarantee against defects in materials or workmanship. See them now at your franchised E-V microphone headquarters, or write for complete catalog today.
ABC pulls reins on discounts

TV network reveals new rate card at Hill hearing, leaves only one rate cut; CBS-TV defines stand against change in program-production practices

ABC-TV used a congressional hearing last Thursday (May 12) to announce that a new prime-time rate card was in the works, one that would have only one discount: "a small continuity discount for the advertiser who buys for an extended term."

The announcement was made by Thomas W. Moore, ABC-TV president, as he faced the House Subcommittee on Regulatory and Enforcement Agencies, which wants to learn more about network discount practices and the FCC's proposed 50-50 rule of network program control, among other subjects.

Mr. Moore said the new card will be completed shortly and will provide, in essence, that each commercial minute on the network be offered at a flat price; i.e., all-inclusive basis; that all frequency and volume discounts will be eliminated; ... and that each network program and time period within which these commercial minutes are sold will be evaluated and the prices determined according to our estimate of its value.

Although no ABC official made a comparison, the new card appears to have some of the characteristics built into CBS-TV's new one which goes into effect Sept. 11. The CBS plan, announced in February (BROADCASTING, Feb. 7), establishes two sets of prices which vary according to time period and time of year to reflect varying levels of TV set usage. The only discount is one of about 3% for a 52-week continuity.

The subcommittee heard details of the CBS plan when John T. Reynolds, president of CBS-TV, testified on Tuesday (May 10). He said that "at any given time, there will be one price to all advertisers purchasing commercial time on the same network program, regardless of the amount of their CBS advertising budgets."

Don Durgin, president of NBC-TV and David C. Adams, senior executive vice president of NBC, are scheduled to testify before the subcommittee Thursday (May 26). An NBC spokesman last week said he didn't know if they would discuss any changes in the NBC-TV rate card.

Future Probabilities • ABC-TV's decision, according to Mr. Moore, was based on the "basic change in the buying pattern of most advertisers" and the "highly competitive nature of our business." The resultant rate card, he said, will conform more closely to present market conditions, and will stress future probabilities rather than past practices.

Mr. Moore noted that the trend in network television is to buy participations rather than full sponsorship. About 83% of all network TV is now sold as spot carriers, he said, with ABC-TV using 94% of its programs in this manner.

The ABC-TV announcement was warmly received by the subcommittee, whose chairman, John D. Dingell (D-Mich.), called it a "progressive step ... in the public interest."

However, the discount practices seemed of lesser interest to the subcommittee members. They were more interested in network practices regarding independently produced programs and just how much control the networks have over their programs.

Stating a belief that his testimony would "dispel any notion that the networks are standing athwart the TV programming market, eliminating producers, advertiser-supplied programs and denying equal access to the airwaves," Mr. Reynolds outlined what he called "a vital function" performed by the networks in offering programs to the public, and operations of CBS and its affiliates.

Better For Small Businessman • Referring to the availability of prime-time advertising to the small businessman, one of the subcommittee's primary concerns, Mr. Reynolds explained that the CBS program schedule is available to about 95% of the potential audience served by the network. He further asserted that this "enhances," because of "wide public appeal," rather than detracts from the value of prime-time advertising to the small businessman. He also said that these and other advantages attract revenue to affiliates from both national spot and local advertisers. He then described the nonnetwork prime-time periods available to affiliates as approximately 50 station breaks per week, in addition to the six-and-a-half hours of weekly prime-time during which CBS offers no network service.

Mr. Reynolds also responded to previous charges that the major networks have discouraged independent or non-network program production, made in earlier hearings by producer-actor Robert Montgomery (BROADCASTING, April 25). The one-time producer of Robert Montgomery Presents told the subcommittee that network practices and control of programing were leading to the deliberate elimination of independent producers, stifling "good" programing, alienating advertisers who preferred to deal with independents and dictating the surrender of control and much of the profits of both independent and advertisers-produced programs.

Refuting the charge, the CBS executive observed that scheduling of independent programs had increased from 75% of the total prime-time schedule in 1957 to 90% in 1964. He also outlined the numerous disadvantages and risks involved in a network's production of its own shows, stating that independently produced shows offer less of a financial gamble for the network.

Size of Risk • Mr. Reynolds pointed out that few programs today are sponsored by one advertiser because few want to take the "all-the-eggs-in-one-basket" risk of sole sponsorship. Instead, he said, major advertisers who once developed a program or two of their own and purchased time for these programs from the network, have become aware of the risk and have chosen to minimize it by scattering their advertising. Most of these programs are independently produced and sold to the network, which then must assume the risk of acquiring enough sponsors to cover the purchase cost.

The sale of these participations, according to Mr. Reynolds, has made television available to many small advertisers who could not afford to sponsor a program alone. As evidence, he cited statistics indicating that no advertiser placed spots in more than six programs in 1957, while 39% bought time in more than six programs in 1964.

Mr. Reynolds then described the CBS program The Defenders as an example of the risk assumed by the networks. Independently produced, it was broadcast for four seasons beginning in 50 (THE MEDIA)
1961. Despite the fact that it was a multisponsored program of critical and award-winning success, with 36 participating advertisers in the 1964-65 season, he said the program lost $826,000 over the four-year period.

Asked for clarification of his example by Representative Charles L. Weltner (D-Ga.), substituting for subcommittee Chairman Dingell, Mr. Reynolds explained that The Defenders cost CBS a total of $29 million for the four years. He said that total income from time sales failed to cover the costs due to sponsor cancellations over disagreements on subject matter, unsold spots and decreasing ratings. He also stated that unless the networks continue to perform this risk function, the advertisers and independent producers would be forced to assume it, shouldering the risk of serious injury. 

One Of Several Cases — Referring again to his statement that networks welcome advertiser-supplied programs, Mr. Reynolds told the subcommittee that The Defenders was only one of many similar losses. He said that CBS losses alone, over the 1960-64 period, due to network program development costs and sales to advertisers, exceeded $61 million. Further evidence, he said, was indicated by the fact that the three major networks enjoyed $650,000 more revenue, per half-hour series, per season, on advertiser-supplied programs as opposed to network programs.

Everett H. Erlick, vice president and general counsel of ABC Inc., appearing with Mr. Moore, noted that of current prime-time shows on his network, ABC-TV does not have financial interest in 11 of them. These, he said, were all supplied to the network by producers or advertisers.

The FCC's proposed rule, he added, would have "anticompetitive effects" on ABC-TV since the network still has fewer prime affiliates than either CBS or NBC. Therefore the producer or sponsor trying to get into the most markets would be more likely to go to the other networks before ABC, he said.

Mr. Moore noted that ABC is "making a strong effort to find new independent suppliers," adding that "unlike the other networks we have had a very liberal open-door policy to independent producers" particularly in the nonfiction area.

A Take-Over — Questioned on the allegation that networks want to take over some control of an independent production which already has a sponsor, Mr. Moore said: "We do not, as policy, request or suggest that ABC get any ownership or profit participation" in such shows. There has been no deviation from this policy, he added.

Mr. Erlick touched briefly on ABC's petition to the FCC that the network be allowed to put up its own communications satellite. The principal interest, he said, was not for pride in ownership but to see a satellite system operating as soon as possible. ABC, he added, realized that its own satellite would provide "great opportunity for improving access to affiliates for 24-hour service" that is not presently available through land lines.

This service would be enormously important to station management and to news departments and also would give direct access to Hawaii and Alaska, he noted.

The Moore announcement at last Thursday's hearing came at a time when there are charges by Senator Philip A. Hart (D-Mich.), that network discounts were "discriminatory" and placed an "unreasonable burden"...
FCC sticks to its Estes decisions

The FCC last week again reaffirmed its decision revoking the license of WMOZ Mobile, Ala., and denying a license-renewal application for WPFA Pensacola, Fla., both owned by Edwin H. Estes. The commission, however, tempered its decision by giving Mr. Estes 90 days to sell WPFA.

In February 1964 the commission first denied the station a renewal of WMOZ, and revoked the license of WPFA on the grounds that Mr. Estes falsified logs that he sent to the commission with his license-renewal application (Broadcasting, Feb. 10, 1964.)

The commission gave WMOZ until July 31 to conclude its affairs and leave the air.

After the commission denied a petition for reconsideration of its original decision the case was remanded to the commission by the U.S. Court of Appeals for the District of Columbia so that the testimony of two additional witnesses could be heard. They claimed that Mr. Estes was framed by a local competitor into sending false program logs to the commission with his renewal application.

The commission said that one of the witnesses, Lester Foster, recanted his affidavit and the other, Jordon Ray Jr., was found "unworthy of belief." Both are former employees of WMOZ.

FCC approves biggest FM station transfer

In what is considered the largest price ever paid for an FM station, $850,000, the FCC last week approved the sale of WRFM (FM) New York by William H. Reuman to a subsidiary of the Mormon Church.

The sale is to Radio New York Worldwide Inc., licensee of international shortwave WRUL at Scituate, Mass. Radio New York Worldwide Inc., is wholly owned by Bonneville International Corp., the broadcasting arm of the Church of Jesus Christ of Latter Day Saints, which owns KSL-AM-FM-TV Salt Lake City and KIRO-AM-FM-TV Seattle. It also holds interests in KID-AM-FM-TV Idaho Falls and KBOA-AM-FM-TV Boise, both Idaho.

The FCC approval was contingent on the resignation of Mark Evans Austad, vice president of Metromedia Inc., owner of WNEW-AM-FM-TV New York, as a director of WRFM.

Commissioner Robert T. Bartlett dissented, calling for a hearing.

WRFM, founded in 1953, operates on 105.1 mc with 20 kw.

Changing hands

ANNOUNCED = The following station sales were reported last week subject to FCC approval.

* KLOK San Jose, Calif.: Sold by E. L. Barker and associates to M. Philip and W. Thomas Davis for $1 million. The Davies own KWIZ Santa Ana, Calif. KLOK, founded in 1946, specializes in foreign language programs (Spanish, Chinese, Japanese among them). It operates on 1170 kc with 10 kw day and 5 kw night.

* WGMA Hollywood, Fla.: Sold by Dan Enright and Jack Barry to Hollywood Community Service Radio Inc., group of Hollywood (Fla.) businessmen, civic leaders and broadcasting personnel for $350,000. Hollywood Community Service Radio is composed of Henry D. Perry, C. Edward Little (presently general manager of WGMA), Tom Kearns, George Pallatto and Edward Foster. Mr. Little will continue to be general manager as well as president of the station. WGMA is a 1 kw daytimer on 1320 kc. Broker: Blackburn and Co.

* WTTT Amherst, Mass.: Sold by Augustine L. Cavallaro to Robert K. McConnell and Edward H. Peene for $250,000. Mr. McConnell is an Amherst-Northampton business man; Mr. Peene has been station manager of WTTT since its establishment three years ago. The purchase also includes a 55-acre tract of land on which are located the studio and transmitting facilities of the station. Mr. Cavallaro is an applicant for a new broadcast station in Bayamon, P. R. (for 1030 kc). WTTT is a 5 kw daytimer on 1430 kc.

* WMVR-AM-FM Sidney, Ohio: Sold by G. Dale Wilson and associates to Dean C. Stuhlmueler (Dean Miller) for $125,000. Mr. Stuhlmueler owns WLMJ Jackson, Ohio, and 42% of WNOP Newport, Ky. Mr. Wilson and his group own WERT-AM-FM Van Wert, Ohio. WMVR is a 250 w daytimer on 1080 kc. WMVR-FM operates on 105.5 mc with 3 kw. Broker: R. C. Crisler & Co.

* WNYY Pensacola, Fla.: Sold by Theodore Kupferman and Robert Price, 52% of Atlantic States Industries Inc. (parent corporation of licensee Pensacola Broadcasting Corp.), to Ralph Guild for $114,500. Mr. Kupferman is a U. S. congressman; Mr. Price is deputy
Krebs would extend licenses to 6 years

The possibility of a substantial extension of the present three-year term on broadcast licenses became greater last week.

According to congressional aides of Representative Paul J. Krebs (D-N.J.), a bill that would double the present term, from three to six years, is being drafted by congressional supporters of the proposal, with Representative Krebs leading the way. And if he has his way entirely, a sizeable proportion of license holders will never have to file for renewal again.

Among the other provisions of the rough-draft bill that are aimed chiefly at slashing away some of the government's propensity for paperwork, and increasing the efficiency of its numerous agencies that deal with the public, part of the bill would provide for permanent "open-end" broadcast licenses that would not require renewal at all, but only for civic and government agencies. An example of such agencies, the congressman's aides said, would be law enforcement bodies that operate public-owned broadcast facilities. Those agencies whose functions qualified as civic or government oriented would be given permanent licenses. The bill would, however, provide for revocation of the license if broadcasting regulations or laws were violated, in the same manner that commercial broadcasting violators are dealt with.

The extension for longer licenses has been the subject of heated debate within government agencies, particularly the FCC, the House Subcommittee on Census and Statistics, which has been hearing testimony on the subject, and numerous organizations representing the broadcasting industry. But until last week, little progress had resulted.

The FCC, has shown indecisiveness on the extension issue. FCC Commissioner Kenneth A. Cox has gone on record as opposing any increase in the current three-year license period at a subcommittee hearing conducted late in April (Broadcasting, May 2).

Yet former FCC Chairman William Henry had previously approved suggestions that the period be extended. According to Commissioner Cox, a final FCC policy will be developed from a study of the problems and benefits of extension, due to be completed sometime next month.

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On tap: ambitious radio circulation study
PULSE MULTI-FACETED SURVEY SET FOR NEXT WINTER

The Pulse Inc. is planning the first nationwide radio station coverage study since 1960, which it says will also be the first ever based exclusively on personal interviews (with recall). Pulse estimates the cost at $750,000.

Dr. Sydney Roslow, director of the research organization, announced last week that the new circulation study would be conducted from January through March 1967, and be published early that fall. Pulse expects some 300 radio stations to sign as subscribers.

Dr. Roslow indicated the study's coverage will include the 48 continental states. An estimated 200,000 to 250,000 households, representing 500,000 to 700,000 people, will be studied, he said. Pulse will tabulate findings with computer methods similar to those used in its local radio syndication service.

Three reports will be published: station, state/county, and state/station. Subscribers will also be offered special-order reports.

Information in the station report will show the number of homes reached separately for daytime and nighttime on daily, weekly and total week scales. This measure will also include the number of men, women, teen-agers and total people reached by the station during a total week.

The state/county report will encompass the 48 continental states, showing configurations of homes and persons for each county that individual stations reach.

Another state survey will include total homes and persons per county for each station licensed in a state, with totals for within and beyond the state.

The Selling Prices * The three reports will be sold to stations at rates expected to range from $750 to $6,500, depending on the station's highest one-minute rate.

Pulse said two advertising agencies have already purchased the entire study package: Sullivan, Stauffer, Colwell & Bayles and Dancer-Fitzgerald-Sample, both New York.

Rates in this category run from $3,000 for agencies with radio billings under $7 million to $4,000 for those with billings over that amount. The agency subscribers will receive both state/station and state/county reports, with the individual state reports also available.

Some neighbors oppose GWB copter pad site

Golden West Broadcasters, which wants to put a helicopter landing pad on top of its proposed $4.5-million headquarters building in North Hollywood, is running into double-barreled flak before the first brick is even laid. Property owners in the neighborhood where the three-level building is to go up, are afraid the helicopters are going to bring unwelcomed noise along with morning and evening traffic reports. Last week a group of objectors made their views known to the Los Angeles city planning department at a hearing held in the San Fernando Valley.

Herb Green, vice president and general manager of Sigalert-Airwatch Inc., the GWB helicopter operation, testified that Golden West, which operates KMPC and KTLA(TV) in Los Angeles, would fly its helicopters only twice a day on weekdays and probably not at all on weekends. He added that an occasional flight would carry executives to local airports.

Gerald Barton, attorney for MCA Inc., which operates its Universal City movie and television studios near the site of the Golden West complex, said his company had been concerned about helicopter noise interfering with critical production work at the studios. He indicated, though, that a satisfactory agreement had been reached with GWB on the necessity of not flying over the stages.

Meanwhile the Federal Aviation Agency said that it's inviting written comments on GWB's application for the landing pad. The deadline for written comments is June 2.

The GWB building is scheduled for completion in April 1967 (BROADCASTING, Jan. 31). Besides the helicopter pad, plans call for the housing of a color-TV production facility and for the complete operations of KTLA.

Mississippians say Hyde should head FCC

Although naming of new FCC chairman is a presidential prerogative, Mississippian broadcasters feel seniority should play a role in the decision and have so told the President.

The Mississippi Broadcasters Association is pushing for acting chairman Rosel H. Hyde, senior member among the commissioers, to get the job on a fulltime basis. The MBA formally urged his appointment in a resolution sent to President Johnson and members of the Mississippi congressional delegation.

MBA says Commissioner Hyde "has distinguished himself with meritorious service ... through exemplary, efficient and courteous service, both as commissioner and acting chairman; and ... his vast experience has highly qualified [him] to a full term as chairman."

Commissioner Hyde has been a commissioner for 20 years. His current seven-year term ends June 30 and he is expected to be reappointed.
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KOB yells whoa on ABC merger

Reminds FCC that its fight with network over 770 kc isn't settled

A case that has been before the FCC for 25 years popped up last week as a possibly complicating factor in the already complex proceeding involving the proposed merger of ABC and the International Telephone and Telegraph Co. KOB Albuquerque, N. M., which has been fighting with the network's WABC New York over their joint occupancy of 770 kc since 1941, petitioned the commission to deny or defer the application for the assignment of WABC's license from ABC to the corporation which is to merge with ITT.

Commission officials, who had expected the KOB case to become a factor in the ABC-ITT proceeding, say that it constitutes only "the least of the hurdles" ABC and ITT will have to clear to effect this merger. "Considering the dimensions of the issue," the merged company would be larger than CBS Inc. and close to the size of RCA - the fact "that one station is in a controversy with another pales into insignificance," one official said.

KOB based its petition on the ground that it is in competition with ABC for use of the 770 kc frequency in New York. KOB filed application for the facility in 1960, "on top of" ABC's application for renewal of WABC's license.

Application Pending • A hearing has not yet been held on the mutually exclusive applications, but neither has ABC's renewal application been granted. Accordingly, KOB said, the company has "nothing to assign." KOB also said it has a right to a hearing with the present licensee and that "ABC cannot defeat this right by an attempt to assign the license and thus force [KOB] to go through a comparative hearing with a new applicant."

KOB's application for 770 kc in New York has been a side issue in the controversy involving WABC's effort to eject KOB from 770 kc and the FCC's efforts to require WABC to protect the KOB service area at night with a directional antenna.

ABC is seeking renewal of the New York station's 50 kw nondirectional operation, and has refused to file an application for a directionized station. The network says it would be at a disadvantage in competing with CBS and NBC, each of which has a clear-channel 1-A station operating with 50 kw in New York. KOB's New York application is for a 50-kw station employing a directional antenna at night.

The issue may not represent one of the major problems in connection with the proposed merger, but it is not uncomplicated. It had its origins in 1941, when WABC, then WITZ, was moved from 760 kc to 770 kc, and KOB was shifted on a temporary basis from 1180 kc to 770 kc. The moves were required because of provisions in the first North American Regional Broadcasting Agreement. Both stations use 50 kw, but KOB operates with a directional antenna at night.

WABC, which was designated the dominant station, has tried to have KOB removed from the frequency. But the commission, in decisions in 1958 and 1963, has attempted to classify both stations as I-B; each would then have to protect the other at night.

The U.S. Court of Appeals, however, has said such an order is unfair to ABC, in view of the 50-kw class A-I clear-channel stations owned in New York by NBC and CBS. Accordingly, the court sent the case back to the commission for further proceedings. And the Supreme Court later refused an FCC and Department of Justice request for review of that decision (BROADCASTING, Feb. 28).

Following the Supreme Court's decision, the commission gave official notice it didn't know how to proceed. It asked WABC, KOB and the FCC Broadcast Bureau for their views on the steps that should be taken in implementing the appeals court's decision (BROADCASTING, April 11). The deadline for filing memoranda is June 13.

Plans move ahead for NAB building

Between now and June 24 the building committee of the National Association of Broadcasters will decide on the design of a proposed new headquarters building for the NAB. The June date is when the committee is scheduled to report to the NAB joint board in Washington.

The committee meets in Washington Friday (May 20) and it will probably meet twice in June, prior to the board meeting, to come up with its recommendation for the $1.8 million edifice. It chose a basic design two weeks ago (BROADCASTING, May 9) and will be looking at refined sketches this week. However, it won't be just committee members making the decision. The committee chairman, Clair McCollough, Steinman Stations, Lancaster, Pa., says that as soon as the committee reaches a "semi-final" decision, he wants to offer it to "interested parties" so they can "tell us what's impractical about it."

Mr. McCollough said he has received "all sorts of letters and suggestions" about what to do and what should be built. "We've considering many reasonable suggestions," he said, adding the committee's aim is to come up with a design "that can be considered seriously" by the board.

One of those interested parties is Frank Stanton, president of CBS Inc. In a letter to the committee and members of the NAB executive committee, he said the new NAB headquarters "can compensate in large measure for criticism that has been leveled against broadcasting for banality and tastelessness."

Experience Speaks • The CBS Inc. president noted that he has recently "been through the experience of constructing and furnishing a new headquarters building."

He offered "whatever assistance CBS can contribute...we have a number of experts...who have been through the mill, and their skill is available..." Dr. Stanton said that NAB's purpose in Washington is to say something about the broadcasting industry to the FCC, in the courts, to the congress and in other areas. The new headquarters, he added, gives the industry a chance to say that "broadcasting is alert to our times...the industry is concerned with both beauty and truth...we are in the vanguard of any activity in which we are involved...we are concerned with the rightness of things, and no doubt, too unwise to be watched over with diligence..."

Mr. McCollough said he hopes to meet with Dr. Stanton in the near future to explore ways in which the expertise of the CBS Inc. organization could be useful in the building committee's deliberations.

Color homes up 87% in year

Households with color TV in this country now represent at least 11% of all TV households, according to the quarterly estimate released by NBC May 9 reporting 6,010,000 color households as of April 1. The new estimate shows a gain of 2.8 million color households, or 87% above the number estimated at the same time a year ago.

The most recent NBC estimate (Jan. 1, 1966) reported 5,220,000 color-TV households. Only 15 months ago, the estimate of some 2.8 million color households represented 5.3% of all TV households then in the U. S.
NBC and affiliates look ahead to 2006

See even faster rate of change in the next 40 years with vastly improved services

NBC affiliates, meeting in Hawaii to celebrate NBC's 40th anniversary, were told last week that the years ahead offer change, challenge and opportunity beyond anything in the first 40.

"The principal difference we can see ahead," NBC Board Chairman Walter D. Scott told them in the principal address of the three-day convention, "is that the rate of change has quickened so that new problems and challenges will be on us almost before we can identify them."

If the network-affiliate relationship is "wisely administered," Mr. Scott said, "it will enable both stations and networks to harness the tides of change for an enlarged and improved service, alert to the developing needs of the audience and able to move with advertisers into the more sophisticated methods of using merchandising and marketing.

"But if this relationship cannot maintain the resilience to meet these new opportunities," he cautioned, "other forms of communication may dilute broadcasting's position as the nation's primary medium of entertainment and information."

While much of the convention program dealt with the long-term future, other parts produced developments of immediate business interest to affiliates and clients, including:

- Clear indications that NBC-TV, which has pioneered color and till now has not charged advertisers a premium for using it, will soon ask clients to "recognize and pay for its greatly added value" and NBC feels stations should do the same with their own advertisers (see page 60).

- Plans to reschedule NBC-TV daytime program through the introduction of three new shows starting July 4 (CLOSED CIRCUIT, May 2), and the signing of long-term exclusive contracts with two new top-ranking producers, Norman Felton and Bob Finkel.

- Plans to have virtually the entire daytime schedule in color by mid-November, in addition to the nighttime schedule, which will be in full color with the start of the fall season.

- A "new concept" in news program.

A well-preserved 40

If NBC is 40 years old—and it swears it'll be there in November—then it's well preserved. At least that's the way its affiliated radio and television stations feel about it.

They passed a joint resolution in Honolulu last week addressed to NBC and saying: "You really don't look 40. And you certainly can't feel 40—not the way you keep setting the pace in radio and television."

Running quickly through NBC's history from creation of a daily national broadcast service and programs from Fibber McGee and Molly to Jack Benny the statement concluded: "We compliment you for carrying the years as gracefully as you carry your honors. The fact is, we've never seen you looking so well."

transmission, community antenna television, growth in TV station population, low-cost video-tape recorders for the home "and further innovations that we cannot now predict" as developments that could weaken broadcasting's hold on the public.

Technicalities: "We must remember," he added, "that a television set, even as now designed, is technically capable of delivering scores of services, and we must expect that additional ones will arise to fill more of this capability."

He continued: "The opportunity offered broadcasting is to keep its programming attuned to the interests of a constantly changing audience and to enlarge both its broad and specialized appeal. Only by doing so will it be able to compete effectively with all other forms of entertainment and information that can be brought into the home in the future.

"It has succeeded in this task through the changes of the years, but its mission will become more difficult in the years ahead. And more than ever, it will need forward-looking and imaginative management at stations and within network organizations. ... I want to assure you that your network will do all it can to plan constructively for our future together and to contribute to the productivity of our association."

(For text of Mr. Scott's statement of NBC objectives, see page 59.)

Mr. Scott said that satellite broadcasting directly to homes or community receivers "can reduce illiteracy and promote the advancement of underdeveloped areas," but that in the U.S. and other countries with well-developed broadcasting systems "it could cause many dislocations in station and network operations and raise serious social and economic problems."

NBC, he said, has "for several years" been exploring ways to make distribution to affiliates "more flexible, more complete and more economical."
The plan NBC offered the Communications Satellite Corp. last month, he continued, "envisions a workable satellite system to link networks and their affiliates, in radio and television, strengthening the relationship, not weakening it."

Teamwork: Mr. Scott touched briefly on highlights of the almost 40 years since NBC first went on the air as a network Nov. 15, 1926, and paid tribute to the teamwork between network and affiliates over the years.

"This combination of skills and efforts has brought broadcasting to its present dimensions, a feat that has been wholly dependent on general public satisfaction with its service," he asserted.

The anniversary being observed in

BROADCASTING, May 15, 1966
How NBC evaluates its responsibilities and goals

The obligations and objectives of NBC and its new top management were enunciated for NBC television and radio affiliates at their 40th anniversary convention last week by Walter D. Scott, making his first formal appearance before them as NBC chairman (also see pages 58 and 60).

"Through four decades of evolution," he said, "we have pursued certain objectives that remain valid and intact." Then he offered this description of "how your NBC management views its own obligations and those of our organization":

"First and foremost, we acknowledge that ours is a dynamic, progressive society, and it is our first responsibility to be alert and sensitive to the variety of its needs and demands.

"We will continue conscientiously to seek a fair balance between the broad interests of the mass audience and the range of specialized preferences that also exist within the population.

"We will encourage our producers and our outside suppliers to seek fresh, creative approaches and that we may constantly invigorate all aspects of our service—popular entertainment as well as programming that seeks to enlighten and stimulate.

"Although we must maintain the strongest possible economic support for our operation, we will not hesitate to take sound and reasonable risks in the interest of continued improvement of the network service.

"We are determined to retain and expand NBC’s leadership in the field of news and information, and thus to enforce television’s journalistic role, by devoting the time, money, talent and energy needed for the proper coverage of the great public events and issues of our time.

"We will continue to campaign for full parity with the print media in the coverage of legislative bodies and the courts, in the interest of improving the public’s view and understanding of public affairs.

"We will take prompt and full advantage of technological advances, to improve television’s service to the public as a medium of entertainment, information and education.

"I am well aware that our attainments will not always match our aspirations. Nor will we fulfill all of these intentions to the total satisfaction of our critics or our friends. But we will try.

"We have reached the age of 40 in good health and good spirits, and, I think, with our successes far outweighing our failures. We—NBC and its affiliate family—have long been in the forefront of our industry and we have won the acceptance and respect of a public that needs and expects the best service we can deliver. We will retain and deepen this acceptance and respect in exact proportion to the quality of our performance and the degree to which we strive to meet our responsibilities.

"This, it seems to me, is our greatest challenge, and I am confident that working together we will meet it squarely and fully.”

Hawaii, he said, “is not just an NBC event, but the 40th anniversary of nationwide broadcasting itself.

"We are by no means satisfied with the status quo of broadcasting and may never be,” he said. “But its great developments have come and will continue to come from within, not from its detractors or its regulators.”

Mr. Scott told the affiliates that the relationship between them and NBC was “unmatched in the network business,” partly because “while others have waited for the road to be marked out, we have pioneered together and feel the comradeship of pioneers” in radio, TV and color, and partly because “NBC has always taken the long view of its operations and relationships, investing for the future and realizing that if we expect benefits from an association, we must contribute to it.”

More Service = President Goodman, opening the business session, pledged continuing efforts to enlarge NBC’s service in both television and radio.

He also predicted that three out of five U.S. TV homes will have color sets by the end of 1970, based on NBC planning department projections that he said will be issued as a regular service of the department.

The forecast now, he said, is for “nearly half” of all U.S. TV homes to be color-equipped by the end of 1969, "barely two-and-a-half years from now,” and for the total a year later to reach 38 million color sets, representing 60% of all TV homes.

Mr. Goodman said NBC intends to “intensify,” not relax, “the efforts that have made NBC first in broadcast news.

"We will continue full coverage of on-going events when, in our news judgment, their subject matter is important to the nation, and we will not prejudice that events deserve less than full coverage,” he said.

"We will give more attention to analysis and interpretation to enlighten the meaning and background of issues and events.

"We will create new forms of news reporting and coverage, just as we established the principal forms on television today. It was NBC that developed the ‘instant’ news special, preempting regular programming for a wrap-up report on an event the same day it happened. And we have led broadcast journalism in the number and diversity of our preplanned specials . .

"Next season we plan a new approach to combine the virtues of both forms.

"We will, of course, continue to present documentaries on subjects and issues designated well in advance. But we will also set aside evening time periods for special news programming whose subjects will be selected a relatively short time before air date. This will give us flexibility to go on the air with a thoroughly produced special while its subject is most timely. I believe the result will be another notable step forward in NBC’s creative efforts and in the variety and appeal of our news specials.”

Mr. Goodman, who was executive vice president of NBC News before becoming NBC president, assured the affiliates that his “lifelong experience in news” would not cause him to “neglect” entertainment, sports and “the other aspects of broadcasting.”

Up Front Counts = He said it is also NBC’s obligation, “in every phase of the service we offer you,” to “keep in the forefront of technology, whether it involves transmitting radio network programs to you by satellite, or subminiature cameras for special television coverage, or the development of a whole new medium like color. The NBC affiliates who advanced color with us are leaders in the industry and in their communities, and they are beginning to enjoy the rewards of leadership in prestige, in competitive advantage and in profits.”

He called entertainment the most challenging program form because it “must draw on the material of imagination rather than actuality,” and seek innovation and avoid uniformity.

“For the first time,” he said, “by conscious efforts in our program development, our own program production and in the goals we set for our program sup-
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NBC to charge for color TV?

Adds three new programs to its daytime schedule for July 4 premiers

The first indication that NBC-TV is considering plans to charge advertisers for their use of color TV was given last Thursday (May 12) by Don Durgin, president of NBC-TV, in a speech before the affiliates' convention in Honolulu (also see page 50).

Mr. Durgin prefaced his remarks with the observation that it is the network's obligation to hold advertisers' costs down where possible, but said it was equally important to charge properly for "the extraordinary additional values that we may from time to time add to the medium."

He called color the "most significant addition to the medium's value and impact since the introduction of film production." He pointed out that today more than 50% of the commercials carried on NBC-TV are in color, and added that this figure will rise to nearly 90% by next season.

"I believe the medium of color television is of such significant advertiser value to sponsors that it is not unreasonable to ask them to pay a somewhat higher cost-per-thousand for what in effect is a new medium," Mr. Durgin ventured.

Low CPM "I think this is especially reasonable inasmuch as the television medium — network, spot and local — has done an extremely good job in keeping down its cost-per-thousand . . .
This unlike magazines and newspapers which have shown an increase from 5% to 7% while TV has actually gone down in cost-per-thousand."

Mr. Durgin reported that all but one of the major magazines charge a 50% premium for full color and the exception about a 16% premium. The cost-per-thousand homes in network TV is in the area of $4, he observed, while magazines are in the area of $7.

"All I am saying is that if black-and-white television is underpriced, color television certainly is," he contended.

"I think that if we manage our costs properly we can reasonably ask the advertiser to pay more for color, which not only magnifies the appeal and impact of the medium but especially the effectiveness and memorability of his advertising message."

Mr. Durgin announced three changes in the NBC-TV Monday-through-Friday daytime structure, effective July 4 (CLOSED CIRCUIT, May 2). In the 11-11:30 a.m. period, a game show, Chain Letter, starring Jan Murray, will be scheduled, replacing a daytime serial, Morning Star. In the 11:30 a.m. to 12 noon slot, NBC-TV will carry another game program, Showdown, which will feature Joe Pyne as master of ceremonies. (It replaces Paradise Bay, a daytime serial). The third new show, to be carried from 12:30-1 p.m., is Swinging Country, a country music variety show starring Rusty Draper, which replaces Let's Play Post Office, a game series.

With these three changes, which represent 50% of the NBC-TV morning schedule, the network will be riding with "tried-and-true daytime values" and ending its experiment with serial dramas in the morning, Mr. Durgin pointed out.

Afternoon Moves Up * He said the TV network's afternoon structure is gathering strength and appears to be "a winning combination." He cited the growing popularity of Let's Make a Deal, Days of our Lives, The Doctors and Another World.

Mr. Durgin stressed that all of the new programs will be in color and said that by mid-November, all daytime programs will be in tint. By next fall, the entire nighttime structure as well as the Monday-through-Friday daytime and Saturday daytime schedules will be in color, he reported.

Mr. Durgin told affiliates that the network has signed long-term commitments for the exclusive creative services of two producers, Norman Felton and Bob Finkel. Mr. Felton's new series will be carried on NBC-TV in the fall of 1967, Mr. Durgin said, while Mr. Finkel will begin work shortly on development of major program series and specials for 1967-68 and beyond.

Mr. Durgin introduced as some of NBC-TV's "secret weapons" Mort Werner, vice president in charge of programs and talent, and Grant Tinker, vice president in charge of programs. Mr. Tinker moves to New York from the West Coast next month to become vice president in charge of program operations on both coasts, under Mr. Werner.

Other "secret weapons" presented by Mr. Durgin were Herb Schlosser, who will succeed Mr. Tinker on the West Coast; Jack Otter, who succeeded Mr. Durgin as NBC-TV sales vice president and who "in only six months on the job has demonstrated that he can out-sell his predecessor," and (in absentia) Robert L. Stone, who as general manager of the network remained in New York as senior officer in charge while the others went to Hawaii.

Atlantic City CATV
gets FCC green light

Atlantic Coast Cable TV Corporation of Atlantic City, which has provided closed-circuit TV programming for a number of large national and international conventions, has received FCC
A new approach to CATV and copyright
CALLS FOR NO PAYMENTS; IS SYSTEM MERELY AN ANTENNA?

A subcommittee of Congress has suggested a method of establishing the place community antenna television systems should occupy under the copyright law. And in some broadcast circles the proposals are seen as threatening the "very fabric" of television.

On the other hand, CATV spokesmen are much less antagonistic. They, in fact, see the proposals as "legitimizing" CATV.

And hovering in the background from both points of view is the impact the copyright recommendations might have on other CATV legislation being considered by another committee of Congress.

The key to both attitudes stems from the suggestions by a subcommittee of the House Judiciary Committee that CATV systems be relieved of copyright liability if they are providing the same TV programs that a TV viewer could get for himself without CATV (Broadcasting, May 9). Copyright fees, however, would have to be paid where a CATV system imports an outside TV program into an area where a local TV station already holds exclusive rights to the same program. A gray area between these two extremes provides for copyright payments on a negotiated basis.

The suggested provisions also define CATV as a distribution system that originates no programs except weather and news.

The most alarmed reaction came from Ernest W. Jennes, Washington counsel for the Association of Maximum Service Telecasters. Mr. Jennes characterized the recommendations as "severely undercutting the structure of television broadcasting."

This approach, Mr. Jennes contended, would make it impossible for a TV broadcaster to maintain the exclusivity of a program, for which payment has been made. Under the subcommittee's approach, Mr. Jennes observed, CATV systems could, upon payment of a fee, bring in the same program from a distant TV station to a market where a TV station has paid hundreds of thousands of dollars to the copyright owner for exclusive rights. The subcommittee's proposal, Mr. Jennes contended, is even more deadly to TV because it divorces TV stations from CATV in this area.

On the other side, Robert H. L'Heureux, general counsel of the National Community Television Association, welcomed the establishment of the principle that CATV's are not liable for copyright fees where the CATV is doing what the TV viewers could do for themselves without CATV.

But, he urged, this area (to the grade B contour of the local station) should be extended to the true coverage area of the station. "TV signals," he said, "are received and advertising is sold to the audience of TV stations well beyond the grade B contours."

These two views pretty well establish the opposing positions to the suggestions made by Representative Rob- ert W. Kastenmeier (D-Wis.) and his Subcommittee 3. The new approach was disclosed for the first time two weeks ago when Mr. Kastenmeier notified Representative Harley O. Staggers (D-W. Va.), chairman of the House Commerce Committee, of his unit's intention to recommend the "black and white and gray" approach to copyright liability and CATV.

Total Review - The CATV recommendations are actually a part of the over-all revisions of the 1969 U. S. Copyright Law, which has been under consideration by Congress since last year. For the broadcasting industry, however, it has been vital. Broadcasters have maintained and, in fact, the FCC has agreed, that CATV systems were getting a free ride by picking up approval to continue the specialized service.

Under the new regulations, promulgated by the FCC in February, there was some question as to whether the Atlantic City firm's originating and telecasting convention programing over its closed-circuit facilities would be precluded.

According to FCC officials, Atlantic Coast Cable's CATV system does not violate any existing FCC rule, regulation or policy and may continue, subject to future legislative action regarding such operations. Unless a bill prohibiting CATV systems from originating their own programing, (HR 13286), introduced on March 3 is enacted, ACC TV Corp. will be able to continue providing its convention service in Atlantic City.

Largely because of the closed-circuit TV system available, conventions have chosen Atlantic City over cities of greater population.

Convention Hall, where most programing originates, can be linked with some 12,000 TV sets located in hotels and motels around the city, enabling delegates who could not comfortably crowd into the hall to follow the proceedings.

Booth is third hit by FCC's CATV rules

The FCC last week issued its third order aimed at halting alleged violation of its new community antenna television rules.

The commission gave Booth Communications Co. (operator) and Muskegon Television System (owner) 30 days to show cause why they should not be ordered to stop importing the signals of Chicago, Milwaukee and Cadillac, Mich., TV stations to their CATV sys-
and carrying to their subscribers TV programs for which broadcasters have paid license fees.

The commission, in its Second Report and Order asserting jurisdiction over CATV, establishing regulations for CATV has premised its action on two principal foundations: that CATV systems have an unfair advantage over TV stations since cable operators pay no fees for programs, and that CATV systems constitute a hardship impact on TV stations, particularly the hoped-for coming UHF outlets, bringing to a station's audience other TV signals.

The prospect that a new copyright law might include the proposed provisions caused some alarm at the FCC, principally because it would remove one of the two major jurisdictions for the FCC's regulations.

FCC officials were reluctant to become involved in examining the proposals. They felt, and many others do too, that there's no way of knowing whether the measure, or anything like it, will be enacted.

Network officials and the principal music-licensing organizations were also loathe to talk about the Kastenmeier proposals until they've had more time to puzzle them out.

Informally, their reactions ranged from: "We're trying to figure it out," to: "We don't like it a bit." One called the approach "a mare's nest."

One license-group source was disturbed by, among other things, the practical problem of court costs exceeding the amount that might be recovered, and a copyright owner has to bring suit.

Generally, network and music-licensing spokesmen agreed in one reaction: The Kastenmeier proposals seem to be a significant departure from established applications of the copyright law.

Like It — Although CATV leaders scarcely concealed their satisfaction, their official attitude was best expressed by Mr. L'Heureux in a legal letter to NCTA members dated May 13. In sum this is that the CATV industry, maintains its opposition to imposing liability for copyright payments on cable systems.

As to the proposals, Mr. L'Heureux denied that the copyright group has any authority as to whether or not CATV's originate or do not originate programs.

Taking issue with the limit of the grade B contour as an exempt area, Mr. L'Heureux contended that this exemption should be extended also to CATV's that bring TV signals to areas where there are none available.

He also expressed doubt that the provision permitting courts to establish reasonable license fees for the so-called gray areas is practical. He observed that this could very well lead to continuous and costly litigation for both CATV's and copyright owners.

Instead, he suggested, the so-called black and gray areas should be considered as one classification, subject to copyright payments, but that the law establish licensing and a fee formula by statute. Such a formula, he thought, could approximate the copyright royalty paid by a TV station per viewer, with a governmental agency (like the FCC) making the collections and the disbursements.

Douglas A. Anello, general counsel of the National Association of Broadcasters, felt that the Kastenmeier recommendations smack too much of compromise, of trying to please too many people with conflicting viewpoints.

Although it has some positive features, Mr. Anello said, he felt that overall there are features that would work to the disadvantage of broadcasters.

For example, he said, in the legislative draft, which talks of "primary and secondary transmitters," it is not clear whether or not an affiliate of a network, carrying the network's programs, is considered a secondary transmitter. If this is the case, he pointed out, an affiliate might become liable for copyright payment.

Also, he observed, CATV systems are treated differently from broadcasters, especially in the so-called gray areas. Broadcasters, he noted, are liable for full payment of copyright license fees. Under the proposed provisions, CATV systems would only have to pay after negotiations, and then a court might be called on to set the fair price.

A word of warning was sounded by E. Stratford Smith, a Washington attorney who is special counsel for the NCTA. Although agreeing that the Kastenmeier recommendations are "constructive"—in relieving CATV systems of copyright liability where they provide the same programs anyone with an antenna can receive, Mr. Smith expressed concern over the impact the copyright legislation might have on the consideration of CATV legislation by the House Commerce Committee.

He felt that unless there is close cooperation between the two committees, a conflict between them might very well develop and result in what could be a standoff between the two legislative bodies.

Mr. Smith is also counsel for CATV defendants in two copyright-infringement suits in federal court in New York. One is by United Artists against the Fortnightly Corp., former owner of a CATV system in Clarksburg, W. Va. The other is by CBS against Teleprompter Corp., New York, group CATV owner. The first suit has been argued and the judge's ruling is being awaited. Both, of course, are based on existing copyright law.
shaar issued an initial decision which would adopt consent provisions for ending the interference caused by the Service Electric Cable TV Inc., which serves 13,000 subscribers in the Bethlehem-Allentown, Pa., area.

The hearing had been held on an order requiring the CATV to show cause why a cease-and-desist order shouldn’t be issued to prohibit it from operating in a way to cause the undue interference.

The commission has received interference complaints about other CATV’s but those issues were resolved without a hearing. The Service Electric hearing ended after the system agreed to take steps to end the interference.

Initial decision requires the system to replace all tap-off boxes, where the source of the trouble was located, and make other changes needed to bring the system’s radiation within the limits allowed by the commission rules.

John Watson, who with his wife owns the system, has instituted a program of remodeling and reinstalling tap-box enclosures, through which feeder lines are connected to subscriber homes. Between 3,000 and 4,000 boxes installed as of January, he said, would have to be redesigned.

The initial decision requires that the job be completed by Sept. 15. It also states that the system is to correct immediately any case of interference. A substantial number of complaints could result in a cease-and-desist order being issued without further hearings.

FINANCIAL REPORTS

ITT net up 16% in first quarter

International Telephone & Telegraph Corp., the broadcasting industry’s most prominent heir-apparent, told some 500 shareholders at the company’s annual meeting in Beverly Hills, Calif., last week more about facts than futures.

Corporate finances continue on the climb, Harold S. Geneen, chairman and president, informed the meeting, with sales and earnings setting records for the first quarter. Net income was up about 16%, while sales rose some 18%.

Mr. Geneen said the first-quarter results marked the 27th consecutive quarter of year-to-year increases in sales, net profit and per-share earnings. He added that ITT’s backlog of orders at the end of March amounted to $1.16 billion as compared to $1.03 billion a year ago.

Shareholders were also told that the company is aiming for 50-50 balances between foreign and domestic earnings and also between manufacturing and service earnings. The proposed merger of ABC Inc. with ITT is the key to achieving these goals, it was stressed.

While expressing confidence that legally “there’s no basic conflict in the acquisition” and that the FCC will approve of the move, Mr. Geneen was cautious in his references to the ABC-ITT matter. At one time when he referred to it he said “when it is approved” not “if it is approved.”

The ITT executive made it clear, however, that he looked forward to the merger, with the new relationship being of benefit to both companies. ITT, through its international operations, will make ABC a more important force in foreign markets, and ABC will help promote the ITT image in this country.

Shareholders of ITT, as well as ABC, approved of their merger in separate meetings held recently.

For the quarter ended March 31:

<table>
<thead>
<tr>
<th>1966</th>
<th>1965</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings per common share $0.88</td>
<td>$0.74</td>
</tr>
<tr>
<td>Sales and operating revenues 449,777,000</td>
<td>381,368,000</td>
</tr>
<tr>
<td>Net income 18,580,000</td>
<td>15,833,000</td>
</tr>
</tbody>
</table>

MCA Inc. records its highest first quarter

MCA Inc. reported last week that it earned more than $4 million for the first quarter of the year. This is more than the highly diversified television production and distribution company has compiled in any previous first quarter in its history. It amounted to about a 2% increase over last year’s net earnings for a comparable period.

MCA’s TV activities contribute about 40% to the company’s total revenues. Its wholly owned motion-picture production subsidiary, Universal Pictures Co., adds an additional 40% to the corporate coffers, with most of the remainder coming from another subsidiary, Decca Records.

For the three months ended March 31:

<table>
<thead>
<tr>
<th>1966</th>
<th>1965</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings per share $0.83</td>
<td>$0.80</td>
</tr>
<tr>
<td>Consolidated net earnings 4,014,525</td>
<td>3,925,563</td>
</tr>
<tr>
<td>Average number of common shares outstanding 4,706,568</td>
<td>4,080,620</td>
</tr>
</tbody>
</table>

Reeves Broadcasting up 60% in 1st quarter

Reeves Broadcasting Corp. reported earnings per share for the first quarter up 60% and gross revenues ahead 61%.

J. Drayton Hastie, president, told stockholders at an annual meeting in New York the company forsees a favorable earnings picture for the full year.

Improvements in first-quarter earnings, he said, could be attributed to internal growth and acquisitions.

In addition to operation of two TV and two radio stations, Reeves now owns 12 community antenna TV systems with more than 14,500 subscribers.

The company expanded its Reeves Sound Studios facilities during the year with an outlay of more than $1 million for color-camera and recording equipment.

Thirteen weeks ended March 31:

<table>
<thead>
<tr>
<th>1966</th>
<th>1965</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earned per share $0.08</td>
<td>$0.05</td>
</tr>
<tr>
<td>Gross revenues 2,025,200</td>
<td>1,236,300</td>
</tr>
<tr>
<td>Net income 130,500</td>
<td>70,700</td>
</tr>
<tr>
<td>Cash flow 338,200</td>
<td>217,700</td>
</tr>
<tr>
<td>Shares outstanding 1,616,519</td>
<td>1,658,983</td>
</tr>
</tbody>
</table>

VPI sees broader horizons in merger

Video Pictures Inc., New York, privately owned commercial production company, last week reported its intention to merge its operations into Elec-
trographic Corp., a printing and graphic arts service company.

Under the proposed plan Electrographic will buy VPI for a "substantial block" of its stock. Electrographic is a public company whose shares are traded on the American Stock Exchange.

George Tompkins, president and chief executive officer of VPI, said the merger would allow his company to broaden its color television capabilities more rapidly through investments in equipment and personnel. VPI has offices in New York, Chicago, Miami, Atlanta and on the Coast.

Sales, earnings up sharply at Jerrold

Fourth-quarter earnings of Jerrold Corp., Philadelphia, exceeded earnings for any other quarter in the company's history, according to Robert H. Beisswenger, president. Mr. Beisswenger added that sales for March and April reached nearly $8 million, a 30% increase over the comparable months a year ago. He said the firm's backlog exceeds $14 million, "indicating that the substantial increase in shipments has been balanced by a continuing heavy influx of new business."

Jerrold Corp., in community antenna television equipment manufacturing and construction, also operates CATV systems. Mr. Beisswenger announced that the company's new system in Harrisburg, Pa., has 15,000 signed subscribers, which he said is equal to nearly 30% of the area's potential. Jerrold recently opened another system in the Pleasantville, N. J., area. Results of CATV systems in which Jerrold has an interest are not consolidated in the firm's operating statement.

For the fiscal year ended Feb. 28:

<table>
<thead>
<tr>
<th></th>
<th>1966</th>
<th>1965</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>$34,100,000</td>
<td>30,197,000</td>
</tr>
<tr>
<td>Income</td>
<td>$3,726,000</td>
<td>156,747</td>
</tr>
</tbody>
</table>

Rise in sales gives
Viking record quarter

First quarter earnings of Viking Industries Inc., Hoboken, N. J., were the best in the company's history, according to figures released by the firm. Sales were up 41% and earnings after taxes were up 200% over the first quarter of 1965.

Ted Baum, executive vice president, forecast record sales and earnings for the company in 1966, saying "we should exceed last year's record results by a substantial margin." Viking previously reported that earnings for 1965 were $602,000, or 72 cents a share, on sales of $11,683,610 (Broadcasting, Feb. 28).

At a stockholders meeting held last month, the firm's stockholders voted for a recommended 3 for 2 split of the company's common shares.

For the quarter ended March 25:

<table>
<thead>
<tr>
<th></th>
<th>1966</th>
<th>1965</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings per share</td>
<td>$0.27</td>
<td>$0.09</td>
</tr>
<tr>
<td>Sales</td>
<td>2,750,000</td>
<td>2,585,000</td>
</tr>
<tr>
<td>Earnings after taxes</td>
<td>$332,000</td>
<td>80,000</td>
</tr>
</tbody>
</table>

Metromedia grows on schedule

Management of Metromedia Inc., group station operator and diversified communications company, told stockholders at an annual meeting last week that earnings should continue to grow this year as they have for the past several years. It said it is on target as far as internal earnings projections are concerned but that numerical estimates of growth prospects would not be released.

Chairman John Kluge, asked by a stockholder if Metromedia has any diversification plans, responded that the company is always looking for expansion possibilities but, he said: "We have nothing imminent right at this moment, but that could change overnight."

TV helps push profit up at Warner Bros.

Thanks largely to income generated by television production and feature film rentals to TV, Warner Bros. Pictures showed a six-month profit increase of about $700,000, or more than 25% over last year, it was revealed last week. On a per-share basis, net earnings for the six months ended Feb. 26 increased 14 cents over the same fiscal period in 1965. Net income for the second quarter rose to $1.18 million or 37 cents per share, compared with $1.14 million or 30 cents per share in the same 1965 period.

Breakdown for the fiscal six months by individual operating areas: film rental income from theater, $32,022,000; from television exhibition, $19,430,000; record, music and other income, $15,372,000; dividends from foreign subsidiaries not consolidated, $168,000; profit, from sales of capital assets, $3,000. The figure for television exhibition, which includes both TV production and rental of features to TV, was some $8.7 million more, than what the film company's television operations accounted for at the fiscal half-year mark in 1965.

For the six months ended Feb. 26:

<table>
<thead>
<tr>
<th></th>
<th>1966</th>
<th>1965</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earnings per share</td>
<td>$0.60</td>
<td>$0.39</td>
</tr>
<tr>
<td>Gross Income</td>
<td>66,959,000</td>
<td>48,204,000</td>
</tr>
<tr>
<td>Net Income</td>
<td>3,569,000</td>
<td>2,693,000</td>
</tr>
</tbody>
</table>

"I'LL SUE YOU!"

Maybe you thought he was "just bluffing," when he stormed out of your office. But when you are hauled into court in a time-wasting suit, you find he meant it. And if the verdict goes against you, it can cost you thousands. Remember, many juries just don't understand.

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Write or wire for complete details.

BROADCAST ELECTRONICS, INC.
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Splinter group plans own Emmy awards

A dozen television critics across the country, protesting what they consider over-abundance and under-discrimination in Emmy awards, have banded together to make their own annual TV citations.

Members of the group, headed by Harry Harris of the Philadelphia Inquirer, will announce selections in their respective television columns on May 25, following close on the presentation of Emmys by the National Academy of Television Arts and Sciences (CBS-TV, May 22).

Mr. Harris said members of the critics' award panel had been chosen for geographical diversity and were generally those who devoted their time to reviews of TV programming. One criterion for their selection was that they be in cities where all three commercial networks have outlets and where educational stations are located, so that National Educational Television presentations could be considered.

Members of the panel, in addition to Mr. Harris, are John Horn of The New York Herald-Tribune, Bob Smith, departing TV critic of the Chicago Daily News; Rick Du Brow, UPI, Los Angeles; Anthony LaCamera, Boston Record American; John Voorhees, Seattle Post-Intelligencer; Frank Judge, Detroit News; Pete Rahn, St. Louis Globe-Democrat; Jack Anderson, Miami Herald; Bernie Harrison, Washington Star; Mary Ann Lee, Memphis Press-Scimitar, and Ann Hodges, Houston Chronicle.

Mr. Harris said the group opposes the academy's category system of nominations and awards because it allows only one winner in an area where there may be a number of worthy entries and also leads to a ridiculously large number of categories, each of which must have a winner.

Categories Back Last year the academy abandoned its category selection system, introducing instead a "standard of excellence" against which all nominations would be judged. This year the academy has returned to a category method for picking winners in entertainment areas after an awards ceremony last year that many of the organization's members felt to be a disaster in terms of entertainment value.

The reason, these dissenters said, was a loss of suspense that had gone out of the window with the categories.

In order for a performer, off-network personnel, program, sponsor, network or series to win a citation under the new critics' system, there must be eight of a possible 12 approving votes.

Mr. Harris said voting for this year was almost completed and that winners would comprise a very select group as a result of the eight-out-of-twelve requirement. The nominating year runs mid-May to mid-May and members of the panel may submit organization, program or person for citation without regard to category.

In his criticism of the academy's awards, Mr. Harris suggested that a program, in spite of high critical acclaim, was less apt to be picked for an Emmy if it were not returning for another television season.

WWDC-AM-FM gets set for rep change

Broadcast Communications Group takes over June 1 as the new station representative for WWDC-AM-FM in Washington, it was announced last week. In preparation for the changeover, BCG salesmen were given a one-day orientation course in Washington that included trips over the area in the station's traffic helicopter.

In copter at rear is flying traffic reporter Marie McDonald.

Enthusiastic fan

WBAL Baltimore is for the "Birds" say local supporters of the baseball Orioles. But the station may be strictly for the birds, in the opinion of another nonflying bird, Cleveland Indians Manager Birdie Tebbetts, who has objected loud and long to the thematic music and sound effects that WBAL taped for the ball park's loudspeakers during games. Opposition wasn't so much to the sound effects and music that suggested current situations in the game, but to having such things as a blaring trumpet sound cue the fans to a "Charge!" yell during a moment of actual play. A protest would have been lodged with American League President Joe Cronin following the Oriole-Indian games last weekend, had not the Orioles agreed to restrict its loudspeaker outbursts to between play times.

Items bartered to raise money for WBAI(FM)

WBAI(FM) New York reported last week it had reached its goal of $75,000 in pledges after 101 hours and 34 minutes on the air in a fund-raising "Mayday Marathon."

The idea was to barter "valuable" items for pledges of money from listeners. Various performers contributed their talent to appeal for funds for the noncommercial station. The most prized item up for trade was a selection of personal letters from Edna St. Vincent Millet to a friend. Until fully
Humphrey voice added to Radio Month messages

Many broadcasters have been able to get mayors and governors to proclaim May as radio month in their cities and states. Now Vice President Hubert Humphrey is speaking out at the national level and saluting the medium with "a well-deserved tribute to the many fine public services that radio performs."

The vice president has recorded a one-minute message which the National Association of Broadcasters is distributing to member stations and the four radio networks. In his message the Vice President salutes radio as a "vital part of the civic scene" and says this month is a "good time to recall radio's fine role in American life."

Chicago meet studies color lighting needs

The growing sophistication of lighting requirements for television, especially color, was explored in Chicago last week at the second annual national symposium of the Illuminating Engineering Society.

The state of the art: "Painting pictures" with light, using every nuance of key lighting and backlighting, is definitely "in," replacing yesterday's typical flat-lighted set long thought so necessary for TV. Over 250 attended the two-day meeting.

Charles J. Neenan of CBS-TV, New York, chairman of the society's theater, television and film lighting committee, said the conference was notable in that for the first time in the history of the lighting industry both engineers or technicians and lighting directors or designers were able to sit down together and explore mutual problems and achievements.

Also for the first time, he said, an industry group representing both the union and the nonunion elements of the craft were able to work together to put on live demonstrations showing the accomplishments in their respective arts. These demonstrations, including a TV setting, helped to show the growing understanding and interdependence of the technician and the designer in meeting today's growing lighting needs, it was indicated.

Smaller, More Durable Units Representives of the lighting companies such as Kliegl, Century, Colortran, General Electric, Sylvania and Westinghouse reviewed the recent progress in lighting equipment and light controls. They cited trends to more efficient, smaller and longer-lasting units. Among these are the various quartz iodine lamps (also known as tungsten halogen) for studio use and compact "suitcase" remote work as well as the more powerful metallic vapor-discharge lamps for outdoor use in situations like color baseball or to replace the older arc lamp for spotlights.

Mr. Neenan joined with Kenneth Pallas of ABC-TV, New York, and Edward Bertereo, NBC-TV, also New York, for a panel discussion of the color-TV requirements in the lighting of outdoor stadiums and arenas. The three networks are seeking to work out a national standard of lighting to assure consistent quality in color-TV pickups about the country.

Heretofore a baseball park with 100-foot candles of light was very well set for monochrome TV, the panel explained, but an acceptable average for color appears to be in the order of 500-foot candles. The method of measurement of the light to determine its adequacy appears to be especially critical and now well understood, it was noted, for a light meter in a park at the same spot can produce wide variations in reading depending upon how it is used.

The panel suggested that light readings be taken on the basis of incident light and when the camera is pointed at the meter, the meter should be perpendicular to the axis of the camera lens. It was explained that in most cases where a camera is high in the stands the meter reading on the field should be made with the meter held 15 degrees off the vertical. This gives a far different reading from the common method of holding the meter horizontal over the ground, it was noted.

Another symposium will be held next year in May at Los Angeles.

WCIX-TV rebuts its move-in opposition

WCIX-TV South Miami last week assured the FCC that if its application for a transmitter move and an increase in antenna height is granted, it will go on the air "at the earliest possible date." WCIX-TV gave this assurance in a filing in opposition to a petition filed by WBW-TV Miami to deny WBIX-TV's application (Broadcasting, May 9). WBW-TV asked for a hearing on whether WCIX-TV could be relied upon to carry out its promises to construct the station.

WCIX-TV said it has incurred some $437,000 in pre-operation expenses that indicate it is serious about going on the air.

WBW-TV also charged there had been an unauthorized transfer of control of the licensee company, Coral Television Corp. WCIX-TV replied that 50.4% of its stock is voted directly by the original stockholders.

Regarding charges that WCIX-TV is
Howard on the ball

A radioactive golf ball which can be located with a miniature Geiger counter is the invention of a broadcaster, Royal V. Howard, owner of KIKI, Honolulu.

Mr. Howard, former director of engineering of the National Association of Broadcasters (1946-49), says the ball is impregnated with a radioactive substance in an amount so small as to be harmless. The finder, about the size of a king-size cigarette, will locate the ball up to about 75 feet.

A consulting engineer in the Pacific area, Mr. Howard has about 50 patents in electronics. He is inventor of Pro-Gar (program guardian) patented in 1944 as an electronic volume regulating device used for TV as well as radio.

Attemting to identify with Miami the station answered that it has been authorized to locate its studios in downtown Miami and thus identify itself as a Miami TV station. It added that the commission's purpose in assigning channel 6 to South Miami was to provide Miami with full city-grade service from a fourth VHF facility.

WCIW-TV's proposed move-in also was opposed by the Association of Maximum Service Telecasters, WBFS-TV Miami and WPTV(TV) West Palm Beach, Fla.

Comsat plans ahead for bigger satellite

Sometime after 1968, when the Comsat Communications Satellite Corp. will have improved versions of the Early Bird satellite over both the Atlantic and Pacific oceans, work will begin on a "high capacity, multipurpose" satellite that will be the granddaddy of them all, Comsat stockholders were told last week at the second annual meeting of the corporation.

This satellite, Dr. Joseph V. Charyk, president of Comsat, said, will be capable of a wide variety of communications services—6,000 to 8,000 two-way telephone circuits, 12 to 20 television circuits for a TV distribution network, a dozen circuits for aeronautical communications between aircraft and ground stations or combinations of such requirements.

Comsat intends to award design contracts in the near future.

In the meantime, Mr. Charyk told shareholders, in September of this year the first of a second generation of communications satellites will be launched over the Atlantic and a few weeks later another will be deployed over the Pacific. Sometime in 1967 a second satellite over the Pacific will be launched.

For 1968, improved spacecraft weighing about 240 pounds and having a capacity of 1,200 two-way telephone circuits or four TV channels, are on order.

James McCormack, chairman of the corporation, predicted that Comsat may be in the black in 1967, and pay its first dividend in 1968. Stockholders re-elected 12 directors and approved a retirement plan for employees.

Visual delivers 14 Plumbicon cameras

Visual Electronics Corp., New York, last week reported that four more TV stations have received Norelco (PC-60) Plumbicon color cameras.

Under an original commitment, Visual delivered three units to ABC-TV New York. Also delivered were three cameras to WNEW-TV New York; WHIC-TV New Haven, Conn.; KXTV(TV) Sacramento, Calif., and two cameras to WMAL-TV Washington.

Visual said initial deliveries of its new PC-70 Plumbicon three-tube color cameras, introduced at the National Association of Broadcasters convention in Chicago, will begin in September.

WSJS-TV works for all color

WSJS-TV Winston-Salem, N. C., will have full color capability by September, according to Harold Essex, president of Triangle Broadcasting Corp. and general manager of the WSJS stations. The channel 12 NBC-TV affiliate currently is constructing a new $1.5 million plant that will house color tape, studio color camera and complete facilities for the processing and telecasting of color news films. Present plans are for all local-live shows and news programs to be in color.

INTERNATIONAL

Soble given green light for a network

The Canadian Board of Broadcast Governors last week granted permission for Kenneth Soble of CHCH-TV Hamilton, Ont., to form a private TV network. In effect Mr. Soble now has permission to negotiate with private stations that are seeking affiliation with his proposed network. The BBG, however, did not give him permission to operate such a network.

Mr. Soble has presented general plans for a private network to be formed in association with Maurice F. Strong, president of Power Corp. of Canada in Montreal (Broadcasting, April 25).

In other matters the BBG denied a request by Maclean-Hunter Publishing Co. Ltd. to buy control of CFDCN-TV Calgary, Alberta. In its ruling the BBG maintained that it does not want any individual or group to obtain interests with more than one station in the private CTV Television Network. Maclean-Hunter already has an investment in CJCH-TV Halifax, N. S., which like CFDCN-TV, is a CTV affiliate.

Radio's success praised

Donald Jamieson, president of the Newfoundland Broadcasting Co. Ltd. and past president of the Canadian Association of Broadcasters, has revealed that a number of major national advertisers now spend more than a million dollars a year on Canadian radio. He also stated that radio has definitely survived television's entry into the market and is now more firmly entrenched than ever as a prominent advertising medium.

Mr. Jamieson's remarks were made in Toronto during his address to the Association of Canadian Advertisers.

He maintained that present methods of audience measurement grossly underestimate the extent of radio's appeal. "It's now being recognized that to understand radio's real reach and effectiveness it is necessary to measure people, not households," he declared.

CTV gets football rights

The CTV Television Network will spend more than $2.4 million to televise the Canadian eastern and western football conference games for 1966-68. CTV will pay the eastern conference $1,425,000 in rights for the three years and will pay about $1 million to the western conference for rights to its games. The contracts include pay-off games and the Grey Cup championship game. The last multiyear Canadian football contract was 10 years ago when the Canadian Broadcasting Corp. paid $1 million for three years of eastern conference coverage.

BROADCASTING, May 16, 1966
MULTIPLE SCLEROSIS

the great crippler of young adults

The National Multiple Sclerosis Society and the patients it serves acknowledge with gratitude the help of the many in the entertainment industry who gave their talent, counsel production facilities and co-operation, without profit to themselves, to make this material available. It is, in this spirit, that we ask for whatever portion of public service time you may be free to give to alert the public of the need for their support in the search, prevention and cure of Multiple Sclerosis.

We are listed in the Advertising Council May-June Radio-TV Bulletin Thank You

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257 Park Avenue South,
New York, New York 10010
ORegon 4-4100

For local use:
Contact your local
MS Society Chapter

this ad contributed by the publisher

BROADCASTING, May 16, 1966
Why some radio clicks, why some radio flops

Some 95 kindred broadcasting executives from six western states got together in Portland, Ore., last Monday and Tuesday (May 9-10) and listened to analysis of and talked about the creative ideas of radio programming. They came not only to take but to contribute. This mandate was made pointedly clear by the first official remarks heard at the gathering:

"If you go away from this meeting with just one idea that you can take back and try on your radio station, your trip is a success. If, during the discussion periods that follow each presentation, you amplify that presentation by giving us your own experiences, our trip is a success."

The speaker was Sherrill Taylor, National Association of Broadcasters vice president for radio. The occasion was the start of the third in a series of NAB radio program clinics that were begun in pilot form in 1964. The station owners, managers, program directors and sales executives attending took Mr. Taylor at his word. For they not only listened to a lineup of 11 speakers tell about the hits and misses, the ins and outs of various radio programming, they also participated in no uncertain way. The second session in Houston Thursday and Friday was attended by 94 broadcasters.

Star presenter of the Portland meeting, if audience applause and post-session comment is an accurate measure, was Merrill Ash, news director of KIRO-FM Seattle, who spoke on major market news. Mr. Ash made it abundantly apparent from the start that he came to prod the broadcasters, not to praise them. He told his audience: "I have learned what radio news can be. I only wish I did not see it going down the drain—smothered by greed, mediocrity, sloth and dishonesty. And abject, sniveling fear of courts of law, of libel, and of spending a little money for quality, inspiration and honesty."

He then indicated what radio can be, especially at the expense of television. "If there is one way radio can compete with the boob tube it is in the field of news. Radio is fast. The tube is slow. Radio is news. The tube is show. Radio takes one man and a few thousand dollars. The tube takes many men and hundreds of thousand dollars. Radio gets to those who can listen and think. The tube sits and looks back at the mouth breathers."

'Nobody Cares' • But for a variety of excuses radio news is not allowed to live up to its potential. Mr. Ash indicated, "The whole theme, too often," he said, "is 'nobody cares, anyway. Just shut up and let us play the music—or put on the telephone talk expert—or, at most: rip it off the wire and read it. That's why we have AP'."

The 48-year-old veteran newsman, who earlier told the meeting that he's leaving radio at the end of this month and later told Broadcasting that he will become a communications specialist for Boeing Inc., the major aircraft firm in Seattle, never let up his blistering attack on the medium's misuse of news and newsmen. "I am sure part of the answer is the habit many radio managements have acquired of downgrading the talents necessary in a true newsmen," he said. "They often feel," he continued "that anyone by mere designation as such can be a newsmen; anyone is capable of knowing a news story; anyone can interview anybody on any subject adequately enough for a local newscast."

Mr. Ash saved his most forceful ire for those in radio who equate news reporting with show business. "News is not, cannot, must not be contrived, distorted, changed to any degree from its inherent, factual, informational, integrity for the sake of 'showmanship,'" he said in ringing tones.

The KATR Story • Before Mr. Ash had an opportunity to stir his audience into a sustained five-minute ovation, R. E. (Bob) Thomlinson, general manager of radio station KATR Eugene, KDMA Medford and KAPT Salem, all Oregon, gave the attending broadcasters—a solid promotional idea to take home and try out. Mr. Thomlinson told the story of KATR, a self-described "nice little radio station" that had a net loss after depreciation of $4,800 for the month of November 1963. By taking drastic action and changing its programming format to country and western music, KATR turned the deficit into—for example—a $2,900 profit last February ("normal is a miserable month"). Besides generating a surprisingly enthusiastic audience response with the country format, KATR helped the situation along by dreaming up somewhat different on-the-air ID's that not only promoted its identification but also saluted specific neighboring towns of which there are 43 small ones in range of the station's signal.

Also covering the country and western music concept was Dale Peterson, general manager of KGUS Los Angeles. He suggested that country music "reflects life as it really is" and pointed out that "more and more pop artists are cutting records with a country flavor." Country music, with its "bright new Nashville sound," said Mr. Peterson, is no longer the stepchild of the radio business. The broadcast executive stressed, however, that stations had to be mindful of the three R's of country music:
No locker room was available prior to the kick-off of the programing clinic in Portland, Ore., but the speakers did run through a briefing. They were (1 to r, standing): Merrill Ash, KIRO Seattle; Vern Mueller, KPOJ Portland; Frank Stewart, KTRH Houston; George Volger, KWPC Muscatine, Iowa; John Barrett, KRLA Pasadena, Calif.; Allan M. Newman, KSFO San Francisco; Everett B. Cobb KNEV(FM) Reno, Nev.; (seated) Wally Nelskog, KIXI Seattle; Gil Bond, KIXI; Dale Peterson, KGBS Los Angeles; R. E. Thompson, KATR Eugene, Ore.; Lester Smith, KXL Portland, and Sherrill Taylor, National Association of Broadcasters, Washington.
Cobb, owner of KNEV(FM) Reno, was to answer the question in his address. He provided his listeners material to answer the question for themselves as it relates to the industry at large, but there was no equivocation in his reference to KNEV. Here Mr. Cobb was certainly arrived. His station has operated for 12 years without a sales department, never had a credit problem and does not have a credit department.

How had he done it? “From the beginning we felt that our appeal would be to those who liked good music, who wanted quiet entertainment and who found relaxation in what we were broadcasting,” Mr. Cobb explained. This isn’t necessarily everyone’s dish of tea, he cautioned, but for KNEV it has paid off.

Continuing along these lines the Nevada broadcaster said he does not believe “that the average AM program broadened the FM would succeed any more than the FM programs could be successfully used on AM radio.” Each has a special appeal. Still, he added, each “fills a specific niche in the field of communication, of entertainment and of information,” and “there is room for both.”

Sports Are Strong • After excusing himself to all the small-market program directors who had only a choice of “chicken fights or squash tournaments” to cover, Allan M. Newman, program director of KSFO San Francisco, observed that “sports create excitement, audience and new sponsors for the station and the way it works for us, and can work for you, is that sports promote programing and programing promotes sports. But one can’t overpower the other.” Mr. Newman acknowledged throughout his talk that his station, which covers the Giants, Forty-Niners and University of California games, has a considerable advantage over the station not having such name sports and teams to draw from in its market. Yet, the West Coast program director said, even smaller stations can benefit from sports coverage and sports promotions.

“There is even more promotion to be done with community sports because you gamble with less money and in many ways you have more freedom to play around with it,” Mr. Newman, the last speaker on the agenda told the assembled broadcasters. “I’ve heard radio stations make the soap box derby sound like the Grand Prix and there’s a small station in California that makes a frog jump sound like ‘Ben Hur,’” he said.

As he has in previous years, Alvin King, NAB director of state association liaison, is assisting Sherrill Taylor in staging the clinics.

In Houston • Bob Cheyne, sports publicity director of the University of Arkansas, said there is a tremendous growth in attendance and participation in sports, with a noted increase in women sports enthusiasts. He maintained that radio’s major asset is its versatility to “explore instantly many of the sports not open to other media.” The public, he added, is looking for sports in depth, not just box scores.

Danny Williams, program director, WKY Oklahoma City, chided the appellation “modern” as applied to music of today, calling it “vague.” It’s not the music, he said, but the way it’s applied to the audience; “music is an emotional experience and not necessarily use such nebulous terms as good or bad.”

Dan McKinnon, president and general manager, KSAT San Diego, traced the history of country music, showing how instruments were added one at a time to get the current country sound. One of the big reasons for its success, he said, “are the lyrics with empathy; songs that listeners can get into.” He said modern country stations are getting top ratings by using modern program techniques and disk jockeys who don’t have a twang and don’t talk down to the audience.

Dominic Quinn, program director, WEEI Boston, described the talk-show format in use there. The talk-information programs, he said, have transferred the town-hall meetings to on-air forums. He described the interviewer-moderator as a “talkmaster” and said he should be more than a glib wiseguy with sarcastic comments.

Bob Brunot, program director, WWAS-FM Dallas, said he runs his operation like an AM with up-tempo music. The only real difference, he pointed out, is that the FM carries a maximum of six commercials an hour. The one thing listeners don’t want, he felt, is background wall-to-wall music without ever hearing a voice.

Julian Haas, president, KaGH Crossett, Ark., felt that in a small market new is the most important prestige and image builder the broadcaster has. News should not be ballyhooed, he said. It should be clean and straight.

Indianapolis 500 on 800-plus radio outlets

The Indianapolis 500 auto race again will be carried by a record number of radio stations Memorial Day weekend. The May 30 race will be fed by the Indianapolis Motor Speedway Network to more than 800 radio stations around the world—according to IMSN.

The network, which began in 1952 with 26 stations, will broadcast four half-hour live reports of the time trials in addition to the race itself. Head up a team of 11 reporters at the track will be Sid Collins of WIBC Indianapolis.

Music Makers broadens base with new programs

Music Makers Inc., of New York which has specialized in creating music for TV-radio commercials, is on an expansion spree, encompassing the addition of creative personnel, the leasing of additional space and a plunge into television programing.

Herman Edel, president, reported that Music Makers’ first project in TV includes the development of a color cartoon program and a sports show. The company has added Larry Levinson, formerly with Doyle Dane Bernbach and Smith-Greenland, to supervise this activity as head of new projects development.

Music Makers was founded eight years ago by composer Mitch Leigh, who is represented in The New York theater this season by the off-Broadway hit, “The Man of La Mancha,” to serve agencies as a creator of background music for TV-radio commercials. It started as virtually a one-man operation and now has a staff of 15, including Ray Martin and Howard Cable, composers-conductors, who recently joined Music Makers under Mr. Leigh, the creative director.

Mr. Edel estimated that MMI provides the music (and sometimes the words) for approximately 600 TV-radio commercials a year and has grown to become the largest and leading company of its kind.” Approximately 75% of Music Makers’ work for agencies is for TV commercials, Mr. Edel said.

Music Makers Inc. headquarters staff moved recently to the Hotel Warwick at West 54th Street and the Avenue of the Americas, while its studio remains at 6 West 57th Street.

CBS’s Schorr to cover ‘Great Society’ news

Daniel Schorr, 20-year veteran of overseas reporting, and, for the past six years head of the CBS News bureau for Germany and Eastern Europe, has been recalled to the U. S. for a new assignment examining and reporting on developments involved in President Johnson’s “Great Society” program.

Richard S. Salant, CBS News president, said Mr. Schorr would be based in Washington but would travel extensively.
on major stories connected with poverty, urban renewal, social security, Medicare, human and civil rights and other elements of the "social revolution" that "is in progress in America."

Mr. Schorr’s successor in Europe was not immediately named.

In another realignment, correspondent Bill Stout, who joined CBS News some 12 years ago, was assigned to South Vietnam as replacement for John Laurence, who has completed a year’s tour there and will be reassigned.

CBS cleared of libel
on program about Utt

A jury in the U. S. District Court for the Southern District of New York last week dismissed a $5.25-million libel suit by Representative James B. Utt (R-Calif.) against CBS (Broadcasting, May 8).

An all-male jury ruled 10-2 that there had been no libel. It had been decided in advance that unanimity among any 10 jurors would constitute a verdict.

There was no immediate indication whether Congressman Utt would file for an appeal.

Mr. Utt had claimed that a Nov. 13, 1963, program carried on CBS-TV implied that he was responsible for a rumor of a planned army maneuver, "Exercise Water Moccasin 3rd," was part of a U. N. plot to take over the U. S. The maneuver was curtailed, and, Mr. Utt asserted, the telecast gave the impression that he was to blame for the curtailment.

Domestic action sparks
Desilu sales spurt

Desilu Sales Inc. had reason to rejoice, not beware, of the idea of this March this year. For between March 1 and April 26, the television production sales subsidiary’s sales topped $1 million. It was revealed last week. Domestic sales, improving over what they amounted to during a comparable period last year, accounted for the increase. Foreign sales also held steady.

It also was announced that The Lucy Show has been sold in 11 additional countries and now is seen in a total of 60 foreign nations. It was further revealed that two new Desilu-produced TV series, Star Trek and Mission: Impossible already are enjoying foreign sales even though they haven’t made their network debuts in domestic markets as yet. Both were sold in Canada, with Mission: Impossible also bought by the Japanese market.

Preminger loses 2d round
in his ‘Anatomy’ fight

Producer Otto Preminger lost another round last Thursday (May 12) in his legal battle to prevent the TV showing of his feature film, "Anatomy of a Murder," with cuts and interruptions for commercials.

The appellate division of the New York state supreme court by a 4 to 1 vote affirmed an earlier decision of the state supreme court last January at that time that court refused to issue a permanent injunction to prevent Columbia Pictures and Screen Gems from distributing "Anatomy" to TV stations (Broadcasting, Jan. 24).

Mr. Preminger said later that he planned to bring his case to state’s court of appeals.

RTNDA-Time-Life
examine the newsroom

Newsroom and newscasting are the subjects of five regional conferences being sponsored by the Radio Television News Directors Association and Time-Life Broadcast.

Over 70 Midwest TV and radio newsmen attended a session May 7 at KSTP-TV St. Paul-Minneapolis. A morning program dealing with newscasting for stations of various sizes included a presentation by Raymond Bowars of Fulmer & Bowers, a Princeton, N. J. architectural firm.

Other speakers were William McGovern of KSTP-AM-FM-TV; Norman Schrader of WDAY-AM-TV Fargo, N. D.; Richard Gottschald, WDDO-TV Duluth, Minn.; Grant Price, WMAT-AM-TV Cedar Rapids, Iowa, and Wayne Vriesman, WGN-TV Denver.

Reports in an afternoon session on the newscast” were given by Kenneth Barry and Skip Nelson of KSTP-TV; Walter Grisham of NBC Chicago and Bob Taylor, KOLN-TV Lincoln, Neb.

Further conferences with the same theme will be held in Philadelphia and Dallas on May 21 and in Los Angeles and Atlanta on June 11.

Experimental filming
for California courts

California state regulations governing news coverage of courtroom proceedings have been temporarily relaxed to allow limited experiments for the benefit of television and press photography, it was revealed last week. The action was taken by the California State Judicial Council in response to a request by state assemblyman George A. Willson (D-Huntington Park), chairman of the assembly’s judiciary interim subcommittee on press freedom.

On May 7 the judicial council adopted temporary rule 981 which will permit experiments from June 1 to Dec. 31, 1966, under control of Mr. Willson’s committee. Judicial council members have been assured that only a limited number of trials will be photographed, with consent of judge and participants. The photographs will be used for the free press committee’s investigative purposes and not for general broadcast or commercial purposes.

Still, for the judicial council to allow even experimental photography in courtrooms marks a significant breakthrough in the free fair trial and free press impasse in California. Last winter the same state judicial council passed an unequivocal rule barring all broadcasters and photographers from courtrooms while courts are in session or in recess (Broadcasting, Dec. 6, 1965). It would take appropriate action by the state legislature and the governor to have that rule revised.
Cox mounts his pulpit again

The disappearance of specific questions about religious programming from the FCC's new program-reporting forms shouldn't be construed as a lack of interest on the part of the commission in such programming.

The commission is interested in religious programming and broadcasters had better be, too.

That was the message FCC Commissioner Kenneth A. Cox delivered last week at the Catholic Communications Convention and Seminar, in San Francisco.

The commissioner's speech was directed in the main at the position taken by FCC Commissioner Lee Loewinger, (in a speech) and communications attorney Marcus Cohn (in a magazine article) that commission concern with religious programming violates the constitutional ban against governmental establishment of religion (BROADCASTING, Feb. 1, 1965; January 4, 1965).

Commissioner Cox, as he has before, said the commission not only should, but, under the Constitution, can concern itself with religious broadcasting. He said such programming is a legitimate area of concern if the commission is to determine whether broadcasters are operating in the public interest.

He said the commission began asking about religious programming in the early days of broadcasting only after broadcasters, in their reports to the commission, indicated their view that such programming was in the public interest.

Change in Form = Since the issue was first raised in January 1965, the commission has revised its reporting form for radio and is nearing completion of a new form for television. Neither one has a specific question about religious programming.

But, Commissioner Cox stressed, they do provide for reporting about such programming. He noted that religious programming is one of seven program categories defined in the form and said that a general category of programming, which includes religion, is required. He said that new logging rules require such data as type, source and sponsor of programs.

The commissioner also maintained that a complete hands-off attitude on the part of the government would actually amount "to throwing the government's influence into the scales against religion." He said that without commission interest, broadcasters would present less religious programming than they do now.

He also said the kinds of religious programming reported by broadcasters "are far less uniform than one would expect of a system" that is accused by its critics of "compelling compliance with the commission's preference. "The religious proposals regularly approved by the commission," he said, "vary enormously, in amount and percent of time, in the balance between sustaining and commercial, and in the nature and character of the programs presented."

Offering Laurel and Hardy

Walter Read Sterling Inc., New York, announced last week it is placing into distribution 60 Laurel and Hardy two-reelers and 10 full-length feature films.

This product originally was produced for theatrical exhibition and has been previously released to TV. Elliot Abrams, vice president, TV, said the shorts average 25 minutes in running time and the features slightly more than an hour.

Wolper's favorite Martian

Wolper TV sales announced last week that it has acquired the world-wide syndication rights to My Favorite Martian. The deal for the former CBS-TV prime-time series was negotiated with Jack Chertok Productions. Included are rights to the entire production of 107 segments of the series, including 32 shows produced in color.

Off-Broadway pays off

Some two years ago Arkady Leokum was creative director of Grey Advertising Inc. in New York and a member of the agency's board of directors. Now, after being whisked from his home in Westport Conn., to Hollywood, he's busy writing TV scripts for Universal Television. In between these time periods, Mr. Leokum wrote a pair of one act plays—"Friends" and "Enemies,"—that were produced off-Broadway to generally critical acclaim. That's what keyed Universal's interest. Last week the production company brought the writer to its Universal City studios and signed a long-term option on his services. Initially he will write for two Universal TV-produced series, The Bob Hope-Chrysler Theater and The Virginian. In addition, Mr. Leokum will be asked to create and develop other TV programs and feature films.

Radio series sales ...  

July 4, 1776 (Woroner Productions): WTRQ Dyersburg, Tenn.; KMU2(FM) Santa Barbara, Calif.; KGMB Honolulu; KSTB Breckenridge, Tex.; KMKL Marshall, Minn., and KQ9S Minneapolis.

Easter The Beginning and The First Christmas (Woroner Productions): KGMB Honolulu.


Your Green Garden (Woroner Productions Inc.): KWJQ Clinton, Okla.

Bird Watching Society (A.R.B. Productions Inc.): WTVF Nashville, Tenn.; WJTG Green Bay; Wis., and KJEM Oklahoma City.

The Joe Pyne Show (Hartwest Productions Inc.): KRAM Las Vegas; WJFJ Manchester, Conn.; WBBR Mount Clemens, Mich.; WTTF Tiffin, Ohio, and WPAI Ann Arbor, Mich.

Film sales ...

Laurel & Hardy cartoons (David L. Wolper): WCAU-TV Philadelphia; WPBM-TV Indianapolis; WNEW-TV New York; WGN-TV Chicago; WEBS-TV Cleveland; KSL-TV Salt Lake City; WTTE(6) Washington; WEAR-TV Pensacola, Fla.; WCHS-TV Charleston, Va.; WPAA-TV Dallas; KTTV(7) Los Angeles; KIRO-TV Seattle; WTMJ-TV Milwaukee; KTRK-TV Houston; KWGN-TV Denver; KMBC-TV Kansas City, Mo.; WNEP-TV Wilkes-Barre-Scranton, Pa.; WPTZ-TV Plattsburgh, N. Y., and KARO-TV Wichita, Kan.


Adventure Calls (Cardinal Productions Inc.) WJOK-TV Atlanta; WTVN(7) Columbus, Ohio; WBRZ(TV) Baton Rouge; KGFT-TX Concord, Calif., and KXTV(TV) Sacramento, Calif.
Parker urges use of the hole he opened

The man who played a major role in the case that led to the benchmark court decision opening FCC license-renewal hearings to the public last week called on community groups in general and religious organizations in particular to take advantage of that opening to work for an end to "discriminatory practices" in broadcasting.

Dr. Everett C. Parker, head of the United Church of Christ's office of communication, said religious groups have thus far failed in their responsibility in that regard and have, in fact, "sold their birthright in communication for a mess of pottage."

And former FCC Chairman Newton N. Minow urged "major religious faiths to search out segregated stations and bring fairness to them." These groups, he said, "should interpret the public interest through the moral precepts of our Judao-Christian heritage, and mount a vigorous nationwide campaign to have radio and TV conform to this standard."

They made their remarks as Mr. Minow presented the American Jewish Committee's annual human relations mass media award to Dr. Parker on behalf of the church's office of communications.

'Courageous Leadership' The award, made at the AJC's 60th anniversary dinner in Washington, was given "for courageous leadership in vindicating the people's interest in a broadcaster's performance of its public trust." Mr. Minow, now practicing law in Chicago, is a member of the AJC's executive board.

The office of communications pressed the suit that led the U. S. Court of Appeals to direct the commission to hold a hearing on the license-renewal application of WLBT(TV) Jackson, Miss. The church had opposed the renewal, even the one-year renewal granted by the commission, on the ground that WLBT had discriminated against Negroes in its programing.

Of paramount importance in the decision was the court's holding that "some 'audience participation' on the part of the public must be allowed in license-renewal proceedings to safeguard the public interest.

Dr. Parker expressed confidence that representative community groups will no longer "remain aloof from judging the performance of mass media," and added: "In the next round—and there must be a next round of examining discriminatory practices of all sorts by stations—we feel we will not stand alone."

Dr. Parker told Broadcasting the office of communication intends to begin a program of monitoring southern stations to determine whether any are discriminating against Negroes. He had disclosed plans for such monitoring programs last year (Broadcasting, June 5, 1965), but last week he said that only some "checking" had been done.

Sell-out Dr. Parker, in urging community groups to respond to the opportunity offered by the court decision, accused American churches of having sold their right and duty to criticize communications for "a mess of pottage" their own programs on radio and television.

The churches "have treasured their friendship with the broadcasting industry, and have feared the reprisals that might follow criticism," he said.

Regardless of the characterizations of the WLBT decision as "sweeping" and "historic," he said, broadcasters will operate on the assumption that the public interest will soon die down.

"And they have the certain knowledge," he added, "that the Federal Communications Commission has neither the personnel nor the stomach for a battle with the industry in behalf of the public."

Mr. Minow said that religious leaders recognize the need to use radio and television "to bring home a full measure of their message. But the time has long since passed, he said, "for organized religion to enter the arena and raise its voice against the destructive, irreligious and, many times, bigoted elements which attempt in many communities to usurp the public's airwaves.

"If the public owns the airwaves—and it does—then religion cannot escape its responsibility to be a guardian of the mass media," he said. "Not a censor, but a guardian of taste and morality."

Program notes . . .

Marine pilot ■ Disk jockey and script writer Bill Ballance has formed Bill Ballance Enterprises in Hollywood to produce and package TV series and motion picture properties. Initial property is Mr. Ballance's own TV series creation based on his experiences as a Marine officer. The half-hour pilot for the series is scheduled to be filmed at Camp Pendleton this fall.

Slapstick sales ■ National Telefilm Associates, Beverly Hills, Calif., reports that its series of 130 five-minute comedy episodes, starring Doodles Weaver, has been sold in 18 key markets, NTA officials say that brisk sales are due to a heavy demand for screenings of the color series at the recent National Association of Broadcasters convention in Chicago.

Going up? ■ Annapurna is the title for a one-hour color special about the famed French Himalayan expedition of 1950. The film is narrated by Maurice Herzog, leader of the expedition and is available from Brandon Films Inc., New York.

Merv moves ■ The syndicated Merv Griffin Show moves to WNEW-TV New York today (May 16) from WPIX(TV) New York, which has carried the 90-minute program during the past year. WNEW-TV will schedule Griffin, starting at 11:10 p.m., on a Monday through Friday basis. The program is produced by Westinghouse Broadcasting and is now on 54 stations.

Cardinal has 'Roamin' ■ Cardinal Programs Inc., Los Angeles, has been appointed distributor for Roamin, 26 half-hour series produced in Hollywood by Batjac Productions. Chill Wills, famous cowboy star and world-traveler, conquers a new world via colorful and unusual experiences. Cardinal Productions Inc. has also been named distributor for two first-run hour specials: Philippine Adventure, starring Andy Devine and produced by Linkletter Productions, and Hollywood Without Makeup, which features historic, candid shots of Hollywood stars with narration and production by Ken Murray.
BROADCAST ADVERTISING

Edmund Burke, formerly VP and management supervisor, BBDO, New York, joins Needham, Harper & Steers there as executive VP and chairman of New York plans board and business development coordinator.

David Dodd, director of market planning in Caribbean, Marion Gorman and Jack Anderson, account supervisors, all with Norman, Craig & Kummel, New York, elected VP's.

James E. Rooney, senior account executive, and John J. McCullough Jr., director of systems, both with BBDO, New York, named VP's.

Victor M. Lynn and Rodger Running, account supervisors, and Norman E. Sondak, director of systems and data processing activities department, all with J. Walter Thompson Co., New York, elected VP's.


John B. Gunter and Robert H. Lundin, account supervisors at Gardner Advertising, St. Louis, named VP's.

Robert K. Heimann, VP for marketing and public relations, The American Tobacco Co., New York, elected executive VP.


Martin Bergman, account executive with Metro TV Sales, New York, joins KTTV(TV) Los Angeles, as national sales manager.

Jere Chamberlin, producer of radio and television commercials for Pontiac Motor car division of General Motors at MacManus, John & Adams, New York, transferred to agency's Los Angeles office and named western division broadcast director.

Richard Schutte, VP of Metromedia's sales division, named general sales manager of KFRC Oakland, Calif.

Sigmund Harris, who has served in administrative capacity with Kastor Foote Hilton & Atherton, New York, elected VP-administration, creative services.

William L. Lindsey, national sales manager of KFYI Phoenix, named VP in charge of sales.

Philip L. Gore, account executive with ABC Television Spot Sales, New York, named sales manager of company's Los Angeles office.

Martin F. Beck resigns as director of radio business development and director of The Katz Agency, New York. Mr. Beck has filed application with FCC for approval of purchase and operation of WGLI Babylon, N. Y., and announced plans to establish consulting firm. Edward A. W. Smith, in Katz sales, named director of special project sales for radio division.

Earl C. Davis, assistant advertising and sales promotion manager for KDRA-TV Pittsburgh, named advertising and sales promotion manager for WJZ-TV Baltimore. Both are Westinghouse stations.

Emil M. Cohen named executive art director at Geyer, Morey, Ballard, Chicago.

Lawrence J. Egan, formerly with McCann-Erickson, New York, joins Smith/Greenland Co. there as account supervisor.

Anne Pendleton Schaeffer, with WBAL-TV Baltimore, named sales service manager.

John Kacmarek, formerly with Leo Burnett Co., Chicago, joins Clinton E. Frank Inc. there as media supervisor.

James Marshutz, Chicago, formerly VP of sales and production at VPI Productions, New York, joins Campbell-Ewald Co. there as eastern director of TV-radio.


Walter H. Simon, merchandising manager of KBBX(FM) Seattle, ap-
Jack Tinker promotes 8

Jack Tinker & Partners, New York, last week announced the elevation of eight "key men" to associate partners. Those included in the promotion are: Herbert Green, with Tinker since late 1965 and before that associate creative director at McCann-Erickson; George D'Amato, formerly senior art director, Daniel & Charles; Frank Kirk, recently VP and creative director, Trahey Advertising; Rene Gulon, formerly copywriter at Papert, Koenig, Lois; Robert Reitzfeld, recently senior art director, Doyle Dane Bernbach; Ted Mingo, formerly account executive, Grey Advertising; John Capsis, formerly executive television producer and director, Doyle Dane Bernbach; and J. Frank Gilday, business manager of Jack Tinker & Partners and formerly president of Communications Affiliates Inc., all New York.

pointed sales manager.

Joseph S. Salzburg, formerly chief of production for commercial films division of United Press International, New York, joins Fred A. Niles Communications Centers Inc. there as account supervisor.

Sue Masterson, formerly with San Francisco office of KPAT-AM-FM Berkeley, Calif., joins KFOG(FM) San Francisco, as sales promotion director.

Harvey Kahn, director of advertising and sales promotion for American Character Inc., New York, appointed to new position of advertising manager for Multiple Toymakers, that city, division of Loral Corp.

Donald H. Arvold, advertising executive with Purex Corp., Lakewood, Calif., joins Foote, Cone & Belding, Los Angeles, as account executive. Harvey Rubin, formerly of Edward H. Weiss & Co., Chicago, joins FC&B there as copywriter.

Al Holtz, formerly with WBMM-TV Chicago, named account executive in sales department, WCBS-TV New York.


Byron W. Erck, VP and copy supervisor at Klu-Van Peterson-Dunlap, Milwaukee, appointed copy director for Baker/Johnson & Dickinson, that city.

Scott Ross, former member of Saturday Evening Post promotion staff, named assistant to director of sales promotion, CBS Radio Spot Sales, New York.

Peter T. Wolf and Nancy Kissock, both with Hofer, Dieterich & Brown, San Francisco, appointed copywriter and broadcast coordinator, respectively.

Charles Smith, media account executive with Benton & Bowles, New York, joins Cunningham & Walsh there as media buyer.

MEDIA

Arthur H. Holt, VP and assistant to president of parent Mc Lendon Corp., named VP and general manager of WMUS-AM-FM Chicago.

Gary D. Suggs, VP of Sierra-Pacific Radio Corp. and general manager of KOSO(FM) Turlock, Calif., named president, succeeding John J. Markovich, who died in recent plane crash on Japan's Mount Fuji.

Carlos Anneke, general sales manager of KTLA(TV) Los Angeles, named interim manager of station. He replaces Arthur M. Mortensen, who resigned as VP and general manager. Mr. Anneke will continue as station's general sales manager.

Donald A. Blesi, assistant manager and account executive at KPRL Paso Robles, Calif., named station manager of KPLX(FM) San Jose, Calif.

Alphonse V. Castelli, sales and promotion manager for WPTS Pittston, Pa., appointed general manager.

Ron Gomez, with KPEL-AM-FM Lafayette, La., appointed station manager and also VP and assistant treasurer of Radio Lafayette Inc., owner of KPEL-AM-FM.

Varner Paulson, VP of Metropolitan Broadcasting Radio and formerly program director of Metromedia's WNEW New York, named general manager of KEWB Oakland, Calif.

Danny S. Jacobson, formerly VP and general manager of KOTK-AM-FM Pine Bluff, Ark., and KWEL Midland, Tex., named president and general manager of WWOI Greenville, N. C.


Glenn Snyder, VP of KOY Phoenix, named to newly created position of board chairman. Jack Williams, secretary - assistant treasurer, named president - secretary and chief executive (position of general manager has been revised to chief executive). George R. Cook, treasurer, becomes VP-treasurer.

Robert Barry, with WGCC-AM-FM Red Lion, Pa., appointed station manager of WXUR-AM-FM Media, Pa.

Raymond Watson, senior accountant with Los Angeles and San Diego, Calif., offices of Ernst and Ernst, national accounting firm, named financial director of KOGO-AM-FM-TV. He replaces Richard Galkin who has been on loan from parent Time-Life Broadcast's New York office for last several months.

Harold Christiansen, business manager of WTTG(TV) Washington, appointed business manager of KTTV(TV) Los Angeles.

Daniel P. Navarro, formerly media...
buying with J. Walter Thompson and Doyle Dane Bernbach, both New York, appointed editor in New York office of National Association of Broadcasters Code Authority.

Don Anderson, director of information for National Community Television Association since May 1962, resigns effective May 30 to join Television Communications Corp., New York (group community antenna television owner), as director of promotion-research.


PROGRAMING

Richard Carlton, VP and general manager of Trans-Lux Television Corp., appointed to newly created post of VP in charge of entertainment division of Trans-Lux, including Trans-Lux TV; Trans-Lux Distribution Corp. (motion picture distributor to theaters); Theaters Division (operates theaters in key cities) and entertainment-in-transit (supplies motion picture and TV films to land, sea and air transit system.

Edward Rissen appointed VP of Filmways TV Productions, Hollywood, subsidiary of Filmways Inc.

Thomas A. Reynolds, director of operations for WOR-AM-FM-TV New York, named program director for WOR-FM.

Gordon Hessler, co-producer of NBC-TV's Run For Your Life series, named as one of four producers working on same network's Bob Hope Presents Chrysler Theater program in fall.

Tom Naud, who recently sold his interest in Variety Pictures Inc., joins Andrews-Yagemann Productions, Hollywood, as production VP. He will supervise Mickie Finn's and You Don't Say, both A-Y packaged series.


James Blacklaw named program and operations manager of WSJ V (TV) E l k h a r t-South Bend, Ind. Howard Sanders named production manager.

Arthur R. Barron, assistant controller of Desilu Productions, Hollywood, appointed assistant general manager of Desilu Sales, that city.

David Sontag, formerly director of ABC-TV's special programs and talent relations, joins Ashley Famous Agency in talent agency's West Coast TV programming department.

Tak Kako, film director at WABC-TV New York, named assistant program director. Gordon Kunz, production manager, named director of productions and operations. Howard W. Yaws, program manager of KONO-TV San Antonio, Tex., joins WABC-TV as film director.

Paul Burggraf, associate head of TV commercial production department at Compton Advertising, New York, joins VPI of California Inc., Hollywood, as producer.

Joseph E. Bluth, with Technicolor Corp., Hollywood, named VP and general manager of firm's newly created Vidtronics division. Division is engaged in research and development of techniques to transfer color video tape to film.

Glenn Stewart, formerly film editor for WSN-TV Milwaukee, named film director of W C U (TV) Chicago.


Rick Weaver named director of sports at W H R M Chicago.


NEWS


Bob Scholz, with news department of KGB San Diego, appointed news director of K F R C-AM-FM San Francisco. John Ferris, with KBLA Burbank, Calif., appointed to news department of KFRC-AM-FM.

Rod Williams, news editor of WS AI Cincinnati, appointed news director, succeeding Dan Young, station's new PR director.

Sid Bozarth, newscaster at WTVV (TV) Bloomington-Indianapolis, Ind., named news director of WPTA (TV) Roanoke, Ind.


Del Vaughn, formerly with U. S. Navy, and Bruce Hall, formerly newscaster at KFVS Cape Girardeau, Mo., appointed news editors at WJXT (TV) Jacksonville, Fla.

Al Wiman, news and public affairs director of KFWS Los Angeles, joins news department of KLAC there as specialist in political and educational reporting.

Ruth Ashton, reporter-interviewer for CBS-TV since 1949, joins news department of KNXT (TV) Los Angeles as on-the-air reporter. KNXT is owned by CBS-TV.

FANFARE

Jerry Conway, PR executive with Kenneth PR Associates Inc., Los Angeles, elected VP.

Don J. Plumridge, writer-producer for KXTV (TV) Sacramento, Calif., appointed director of promotion and advertising for KTVN (TV) Tulsa, Okla.


EQUIPMENT & ENGINEERING

William P. Kusack, chief engineer of WFLD (TV) Chicago, elected VP and member of board of Field Communications Corp., licensee of WFLD.

James W. Van Dyke, plant manager for F. C. Thornton Co., Cleveland, named administrative assistant in production department of Ameco Inc., Phoenix.

ALLIED FIELDS

Robert W. Sarnoff, president of RCA, named national fund co-chairman of American Red Cross for his third successive term.

Allan Beyer, account supervisor at Audits & Surveys, New York, and Charles A. Sobel, formerly president of Universal Marketing Research, New York, elected VPs of Audits & Surveys, that city.

Robert Schnee, project director, and Martin Zeidner, in charge of copy testing laboratory, both with Universal Marketing Research, New York, named VP's.


INTERNATIONAL


Jiro Sugiyama, with Sumitomo Shoji Kaisha Ltd., Tokyo, appointed to new-ly created position of assistant general manager of CBS Japan Inc., that city.

DEATHS

Mrs. Helen Dwyer Kelleher, president of Empire Broadcasting Corp., New York, died and recording studios for radio-TV commercials, and wife of late Gerald Kelleher, former Empire president, died May 6. Surviving are four daughters.

Jack Sandler, 50, VP of Storz Broadcasting Co., died of heart attack May 5 in Miami Beach, Fla. He began his career in 1939 at KOWH Omaha. In 1956 he became VP and general manager of WQAM.

Mr. Sandler

Lee Sims, 68, pioneer radio pianist and composer, died of cancer May 7 at his New York home. Mr. Sims, who started in radio in 1920's, had NBC program Piano Moods, and was guest on Rudy Vallee, Ben Bernie and Phil Baker programs, among others. He married Honey Bailey, with whom he replaced Eddie Cantor on Chase and Sanborn program in 1930's. He is survived by his wife.

Jack M. Nitzburg, 55, administrative assistant to sales manager of American Society of Composers, Authors & Publishers, died May 8 of heart attack at South Nassau hospital in New York. He is survived by his wife, Lucille, and daughter.

Thomas E. Maytham, 70, president of Shively-Hall Co., New York, for past year, died May 9 at his home in Southport, Conn. He was with Maxon Inc. for 17 years and prior to that with BBDO for 15 years. Surviving are his wife, Margaret, and two sons.

### FOR THE RECORD

#### STATION AUTHORIZATIONS, APPLICATIONS

As compiled by Broadcasting, May 5 through May 11 and based on filings, authorizations and other FCC actions.


New TV stations

**ACTION**

*Penascola, Fla.—Escambia County Board of Public Instruction. Granted CP new UHF on channel 33 (512-518 mc); ERP 27.7 kw; vis. 20.25 kw. Ant. height above average terrain 462.5i feet, above ground 462.8 feet. P.O. address: 215 West Garden Street. Penascola. Estimated construction cost $84,486; first-year operating cost $175,675. Studio and trans. located both Pensacola. Geographic coordinates: 29° 17' north lat., 88° 16' 00" west long. Type trans. RCA TDU-5A. Ant. set. RCA TDU-46K. Legal counsel: Colone & Fanelli, consulting engineers Raymon E. Bober & Associates, both Washington. Principals: Glenn A. Martin (31.6%).

Norman S. Davis (21.1%), W. W. McAllister Jr. (14.2%), Mervin M. Denman Jr. and Leroy G. Denman Jr. (each 10%) and others. Mr. Martin has gas and all interests. Mr. Davis is lawyer. Mr. McAllister is in insurance and banking. Mr. Solcher is in investments. Messrs. Denman are all lawyers. Ann. May 2.

**Existing TV stations**

NEW CALL LETTERS ASSIGNED

WCU-TV (Chicago)-Weigel Broadcasting Co. Assigned WCU-TV.

**New AM stations**

**ACTION BY FCC**

Calhoun, Ga.—New Echota Broadcasting Co. Granted CP for new AM on 1110 kilocycles. 230 w. D. P. O. address: Route 2, Calhoun. Estimated construction cost $7,590; first-year operating cost $5,000. Principals: William E. Stocks (60%) and Emma H. Stock (40%). Mr. Stocks owns retail store. Action May 4.

**APPLICATION**


**APPLICATION**

Louisa, Ky.—Two Rivers Broadcasting Co. 1720 kilocycles, 1 kw. D. P. O. address: c/o Merrill S. Rice, Louisa 41290. Estimated construction cost $21,600; first-year operating cost $60,000, revenue $50,000. Principals: Merrill S. Rice, John L. Burton, Paul G. Pyke, Mr. Hershall Murray, Parker West, (all 15%) and Thomas N. Cox and James Cox (each 81.5%). Messrs. Cox and Mr. Dr. Murray are all stockholders in Big Sandy Broadcasting Co., Paintsville, Ky. Ann. May 2.


Westwego, La.—Holmes Broadcasting Co. Inc. 1540 kilocycles, 500 w. D. P. O. address: c/o Frank J. Buescher, 819 Canal St., New Orleans 70112. Estimated construction cost $55,300; first-year operating cost $75,000, revenue $56,000. Principals: D. H. Holmes Co. Ltd. (75%) and Michael W. Pfister (25%). None of the principals have other broadcast interests. Ann. May 8.

EDWIN TORNBERG
& COMPANY, INC.

Negotiators For The Purchase And Sale Of Radio And TV Stations • CATV Appraisers • Financial Advisors

New York—50 East 42nd St., New York 17, N. Y. • MU 7-4242
West Coast—1357 Jewell St., Pacific Grove, Calif. • FR 5-3164
Washington—711 14th St., N.W., Washington, D.C. • DI 7-5551
Lawton, Okla.—Howard M. McBee 850 ke, 1,642 ft. P. O. address: 321 W. 8th St., Frederick, Okla. 73542. Estimated construction cost is $61,200, recurring revenue $7,000. Mr. McBee is lawyer with no other broadcast interests. Ann. May 11.

Existing AM stations

NEW CALL LETTERS ASSIGNED
Atkens, Tenn.—J-3’s Broadcasting Co. Assigned WXYJ.

ACTION
WSEB Sebring, Fla.—Granted increased daytime power on 1,340 ke from 250 to 1,120 ke. Ann. May 11.

New FM stations

— ACTIONS BY FCC

Decatur, Ill.—Airon Inc. Granted CP for new FM station on channel 226. 3.1 Ant. height above average terrain 170 ft. P. O. address: 213 N. Second Street, Decatur 62522. Estimated construction cost is $11,330; first-year operating cost $7,500; revenue $8,000. Front Street League, R. V. Coleman (each 25%). WYFC Inc. (50%). Airon Inc. is owned and operated by Decatur Broadcasting Co., Inc. Ann. May 11.


Estimates for new FM station.

A. Address: Alexander, Ill. Ownership changes are filed, Mr. B. Bixler (33.3% before, none after) and Virgil Daigle (66.7%) individually and jointly as stockholder and executive of Minor Broadcasting Co., are new owners, ownership interest 100%.

B. Address: Alexander, Tex. Younger has 66%% of David B. Worley, of Worley Broadcasting Corp., 34.5% and C. L. Worley (33%). Mr. Worley is president and director of KDFT, Tex. Messrs. Foster and Worley are also stockholders in K-FTR, Tex. Inc. Ann. May 4.

C. Address: Alexander, Texas. Granted assignment of license from Western Slope Broadcasting Co. to XYZ Television Inc. Ann. May 11.

APPLICATIONS


KKIS Pittsburg, Calif.—Seeks assignment of license from J. W. Ernst to KTSN Broadcasting Co. Mr. W. Ernst Minor 10%, to Coastal Communications Inc. Consideration $200,000. Ann. May 10.

KQMS Sacramento, Calif.—Seeks transfer of ownership of license to Capital Broadcasting Co. from A. J. Kriski (51%) before none after), J. J. Linn (37.5%) before, none after) and Linn Trowbridge (11.5%) before, none after). J. J. Linn is acting president of KQMS. Ann. May 11.

KWTV Los Angeles, Calif.—Seeks assignment of license from The World Broadcasting Co. to Southern Keswick Inc. Application is to effect change of name only. No ownership change. Ann. May 9.

KWXX Thousand Oaks, Calif.—Seeks assignment of license from The World Broadcasting Co. to Southern Keswick Inc. Application is to effect change of name only. No ownership change. Ann. May 9.

KXLY-Spokane, Wash.—Seeks assignment of license from Western Slope Broadcasting Co. to XYZ Television Inc. Consideration $126,000. Ann. May 11.

KREX-AM-FM-TV Grand Junction Colo.—Seeks assignment of license from Western Slope Broadcasting Co. to XYZ Television Inc. See above KREX-TV Durango, Colo.

KREX-AM-FM Durango, Colo.—Seeks assignment of license from Western Slope Broadcasting Co. to XYZ Television Inc. See above KREX-TV Durango, Colo.

WXBR Cocoa Beach, Fla.—Seeks acquisition of control of license to operate Stereo Broadcasting Corp. to Central Florida Broadcasting Inc., owned by Richard C. Lang (53.3% before, none after) through purchase of 53% from Stirling S. Arlt (33% before, none after). When application is filed to lend money for construction and operation of station, E. R. Hendrickson was pledged to him for security. At this time Mr. Hendrickson wishes to divest himself of obligation. No consideration. Assumption of liabilities. Ann. May 2.


RSMO Salem, Mo.—Seeks assignment of license from The Zola Broadcasting Co. (100% before, none after) to L. E. Smither Univ. Radio Co., Inc. Mr. Applin and Arthur C. Emmert are stockholders in Univ. Radio Co., Inc. Mr. Applin is stockholder and executive of Auduir Broadcasting Co. Consideration $2,000. Ann. May 2.

WJBA-TV Binghamton, N. Y.—Seeks transfer of control of license to WJBA-AM, WJBA-FM, and Radio Inc. (parent corporation of license WJBA-AM and WJBA-FM) to WJBA, Inc. of which Arthur C. Emmert is president and James E. Greeley (63.5%) before, none after). Mr. Arthur is officer, director and stockholder of Univ. Radio Co., Inc. and its majority stockholder, Horizontal Broadcasting Co. Consideration $250,000. Ann. May 2.

WKBW Long Island, N. Y.—Seeks assignment of license from WVOT-TV, Inc. to WVOT-FM, Inc. on Long Island, N. Y. Mr. Lazare is in textile business with Mr. R. T. Foley. All three men are officers, directors and

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<th>Lic.</th>
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<td>TV-UHF</td>
<td>90</td>
<td>50</td>
<td>30</td>
<td>78</td>
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### AUTHORIZED TELEVISION STATIONS

Compiled by Broadcasting, May 11

<table>
<thead>
<tr>
<th></th>
<th>VHF</th>
<th>UHF</th>
<th>Total</th>
</tr>
</thead>
<tbody>
<tr>
<td>Commercial</td>
<td>516</td>
<td>196</td>
<td>711</td>
</tr>
<tr>
<td>Noncommercial</td>
<td>86</td>
<td>68</td>
<td>154</td>
</tr>
</tbody>
</table>

### COMMERCIAL STATION BOXSCORE

Compiled by FFC, March 31, 1966

<table>
<thead>
<tr>
<th></th>
<th>AM</th>
<th>FM</th>
<th>TV</th>
</tr>
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<tbody>
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1. Breakdown on UHF and VHF applications not available.
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**SUMMARY OF COMMERCIAL BROADCASTING**

Compiled by Broadcasting, May 11

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</thead>
<tbody>
<tr>
<td>KVIN Wintilta, Okla.—Seeks assignment of license from Gene Humphries (50% before, 75% after), John Manohere (25% before, 15% after) and John Q. Adams (26% before, 12% after db as Wintilta Broadcasting Co. to Gene Humphries (50% before, 75% after), John Manohere (25% before, 15% after) and John Q. Adams (26% before, 12% after). Ann. May 2.</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>WEPA-TV Erie, Pa.—Seeks transfer of control of license from WEPA TV Inc. (parent corporation of license WEA-TV Inc.) from Alfred E. Annecome, and John E. Green, 49% before, none after, to Oliver Lazare, Gerald Arthur, and J.J. H. Jullian. (none before, 42% after). See above WHJA-TV Binghamton, N. Y.</td>
<td></td>
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</tr>
<tr>
<td>KFTN Boshom, Tex.—Seeks assignment of license from Ray Wells (100% before, 51% after) to Fannin Broadcasting Co. (none before, 49% after). Consideration $10,000. Ann. May 2.</td>
<td></td>
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<tr>
<td>KHTV Houston—Seeks assignment of CP from Houston Television Co. to WJWY Television Systems Inc. (parent corporation of Houston Television Co.) from J. A. Thompson, none before, 100% after. Mr. Fox is presently manager of KDLD Del Rio, Tex. Consideration $35,000. Ann. May 2.</td>
<td></td>
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<tr>
<td>WDMS-AM-FM Lynchburg, Va.—Seeks transfer of control of license corporation, Builders Mortgage Corp., from L. John Denney (100% before, 50% after) to Rosalind M. Denney (none before, 50% after). Consideration $37,500. Ann. May 2.</td>
<td></td>
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</tr>
<tr>
<td>KCIU-AM-FM Fort Worth—Seeks assignment of license from Don Renner (100% before, none after) to George L. Hentze (none before, 100% after). Mr. Fox is presently manager of KDLD Del Rio, Tex. Consideration $35,000. Ann. May 2.</td>
<td></td>
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<tr>
<td>By the Office of Opinions and Review</td>
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1. Breakdown on UHF and VHF applications not available.
2. Includes three noncommercial stations operating on commercial channels.

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By Hearing Examiner David I. Kraushaar


By Hearing Examiner Jay A. Kyle

- In proceeding on applications of WCTN Television Inc. (WCTN-AM, WCTN-TV), and United Television Inc. (WCCO-TV, WCCO-AM), and Detroit, Mich., for new TV's to operate on channel 39 in Detroit, Mich., to extend time previously granted. Action May 4.

By Hearing Examiner Chester F. Naumann Jr.

- In proceeding on applications of Chico TV Co. and Chicago Federation of Labor, Local Union Council No. 4 of Laborers' International Union of North America, to extend time previously granted for filing of objections to new channel application for channel 22, and to extend time previously granted for cease and desist petition's hearing. Action May 4.

Hearing cases

INITIAL DECISION

- Chief hearing examiner James D. Cunningham, Jr., in proceeding on Telecommunications Act and commission's rules by New England Broadcasting Co., Inc., and Edinboro, Pa., to cease and desist from broadcasting of indecent or patently offensive programming located toward northeast, in violation of Telecommunications Act and commission's rules for public interest, convenience and necessity. Action May 11.

- By memorandum opinion and order, Commission denied application of Intermediate City Broadcasting Co., Inc., to operate a radio station at New Rochelle, N.Y., to cease and desist operation of station WPRD-FM. Action May 5.

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RADIO

Help Wanted—Management

Experienced RAB sales manager or extremely successful promotional manager to train and direct sales force of five. Excellent salary, over-rides, bonuses, expenses, club membership, plus climate California station. Box D-E11, BROADCASTING.

General Manager metropolitan market radio station, group operation. Must be strong salesman, will consider sales manager with outstanding sales record. All replies confidential. Good deal for someone here. Send letter, resume, and salary requirements with reference to a known person in radio, including present earnings. Box E-101, BROADCASTING.


Sales

Leading Florida station has opportunity for aggressive selling salesman. Must be creative and competitive. Box E-110, BROADCASTING.

Five figure income for sales pro. Northeast. You could be our number one salesman. Generate lots of active accounts to start. Good draw against 15%. Send resume to Box E-169, BROADCASTING.

$1 station in medium New England market has opening. Opening with growth potential for creative sales person. Liberal salary and incentive plan. Send complete resume for early interview. Box E-198, BROADCASTING.

Salesman for 5 kw in midwest. Salesman position with five figure income open to right man. Must be ambitious. Reply Box E-279, BROADCASTING.

Are you a persistent, competitive radio salesman? Can you take the hard knocks and have the initiative and opportunity for success? Have proven record selling adult radio. Guarantees with good commission scale. This job is no push-over. Only experienced radio salesman need apply. Sales and earnings record with application to James A. Mitchell, KXRA, 310 10th Street, Sacramento, Calif.


Experienced salesman wanted, WHVL Hendersonville, North Carolina.


Wanted: Young, aggressive salesman for top rated top forty station in Washington D. C. market. Wonderful opportunity for eventual management position. Must have experience preferred. Phone 301-424-9292.

ANNOUNCERS

Help Wanted—Announcers

A good midwestern announcer wanted by high quality station. When you up job, $1500.00 weekly. Send resume and tape to Box D-119, BROADCASTING.

Announcer—First phone, good progressive medium midwest market. Non-trainable top 40. Good salary, sports or sales available. Send photo, tape & box to Box D-318, BROADCASTING.

Ohio daytimer needs announcer with 3rd ticket, $50 for 40 hours. Box D-335, BROADCASTING.

Announcer—announcer—copywriter for excellent small market radio station. Good pay. Worked on top coast stations. Good beginning. Send tape and resume. Box E-17, BROADCASTING.

Immediate opening for announcer—First phone. Also—announcer—Mid-Michigan daytimer needs announcer and resume. Box E-10, BROADCASTING.

Top 46 DJs with 1st phone. One of 5 most powerful in state. Send resume, tape and photo. 1st letter. Box E-60, BROADCASTING.

Looking for sharp-voiced top 40 style personality/voice over for WKNV in New England. No commutards need apply. Send resume and tape. Must have a good Production-minded a must. Also looking for a solid, strong newscaster with strong background in writing and broad-cast. Salaries commensurate with ability. Send resume, tape and picture at once to Box E-169, BROADCASTING. All replies answered.

For top rated Virginia good music station. Applicant must be experienced and have pleasing air personality. Good salary with many added employee benefits for 40-hour week. Write giving age, details of work experience, schools attended, etc. Box E-100, BROADCASTING.

Morning jock for competitive eastern medium market. Must have distinctive style and real originality. Expected to experience helpful for future advancement. You’ll be working in a top format with men who are tops in their slot. No beginners. Send air samples and full details to Box E-178, BROADCASTING.

Good 1st combo man. Adult format for AM-FM Stereot. Some maintenance. Company benefits. Excellent working conditions. Box E-190, BROADCASTING.

Air salesman for well established aggressive independent Ohio medium market. Top pay. Fine future. Excellent facilities. Must be experienced and have first phone. Send tape and resume to Box E-294, BROADCASTING.

Announcer or announcer-copywriter for top grade midwest station. 15,000 population. Excellent opportunity. Box E-497, BROADCASTING.

Two openings—one first phone combo, one second phone combo for small good music market. Good format. Must have experience, salary requirements. Box E-225, BROADCASTING.

New England station expanding, needs two announcers. Excellent pay. Good format. Must have experience, salary requirements. Box E-225, BROADCASTING.

Good AM-FM station in southwest has opening for 3rd class license with endorsement. Good salary, housing, and working conditions. News delivery position. Send complete resume to Box E-234, BROADCASTING.

ANNOUNCERS—(conf'd)

I am about to lose two of my airmen. To fill positions, I need aggressive, creative personalities who can work under a fast moving, tight schedule. Top promotions, and professional personalities all fit together to make our station the right next step for you. If you’re set-to-swingers, Box E-245, BROADCASTING.

Wanted in beautiful western Colorado, a good bright young man who wants to combine with sales. Minimum of board hours, a good list of active accounts. We are particular people. Your references will be checked. Send resume, tape, photo. Opportunity for television exposure also. If you can entertain an early morning audience with good humor, with a happy sound and sell, we have an opening. Box E-246, BROADCASTING.

Announcer—1st phone staffman for Ohio net affiliate to fill FM drive slot in medium market. Good salary. Must have experience and commission to experienced pro. Send tape and resume to Box E-247, BROADCASTING.

Immediate opening for announcer. Five station eastern market. Must be willing to work hard. Preferably career, minimum salary. Only persons with experience need apply. Forward tape, resume and photo with first letter. Box E-259, BROADCASTING.

Announcer, experienced with 2nd ticket. Join a successful, well established operation. We are number one in our market in every survey. Send resume, photo, qualifications to Box 53, BROADCASTING.

First phone, conversational w/contemporary music. All nighter on Dakota’s most listened to station. Immediate, . . . great opportunity. Salary depends on experience. Tape, resume, photo to Box 116, BROADCASTING.

Bill Drilling, Program Director KFYR Bis- mark, N. D.

Bright morning announcing announcer with mature voice needed by middle of road, country music, rootsy, relaxing format, good personality, good network operation. Cool, dry climate. No news. Send tape, resume, picture, to KHFH Sterling, Colorado.

Needed immediately. Experienced announcer with first phone (no maintenance) for 10-30-WAB-10 NBC affiliate. Send resume and tape and resume to KOAM Radio. P.O. Box F, Pittsburg, Kansas. Good pay.

Montana middle of road station needs experienced announcer looking for permanent position with solid broadcasting organization. Must have first phone. Call collect 406-365-1941, KOJN Havre, Montana.

Announcer-newswoman with good diction wanted for Negro programed station. Send tape and profile to KGHI, 2014 E 33rd, Kansas City, Missouri.


Immediate opening for announcer with 3rd class license with broadcast endorsement. Good people, good format, good hours, $1500.00. Send resume to Box E-234, BROADCASTING.

Immediate opening for announcer with 3rd class endorsement for 5 kilowatt independent operation. Send tape, resume & salary requirements to Program Manager, WASA Havre de Grace, Md.

CLASSIFIED ADVERTISEMENTS

(Payable in advance. Checks and money orders only.) (FINAL DEADLINE—MONDAY preceding publication date.)

$3.00 per word—weekly—$2.75 per word—Sunday...

DISPLAY ads $25.00 per inch—STATIONS FOR SALE, WANTED to BUY STATIONS and EMPLOYMENT AGEN- CIES advertising require display space. (26 X rate—$22.50, 52 X rate—$20.00 Display only). 5" or over Billed R.O.B. rate.

All other classifications, 35¢ per word—$4.00 minimum...

For blind box encoder BROADCASTING, 1735 DeSales St., N.W., Washington, D. C. 20036.

APPLICATIONS: If tapes, films or packages submitted, $1.00 charge each for handling (Forward remittance separately please.) All transcriptions, photos, etc., sent to box numbers are sent at owner's risk. Broadcasting expressly repudiates any liability or responsibility for their custody or return.

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BROADCASTING, May 16, 1966
Situations Wanted—Management

Suburban Chicago, combo, 1st-class preferred but will consider 3rd class and beginners for 1st-class station. Send tape, background details, WEAW Evanston, Illinois.

Virginia daytimer needs "top 40" dj with 3rd's. $75.00 to $900.00 weekly. Depends on your experience. Send tape, resume and photo to Mgr. WELK Colleges, Pittsburgh, Pa.

Immediate opening for 1st phone announcer. Beginner considered. An excellent opportunity in a lovely radio station. Send tape and resume to WHGB, Box A, Harrison Lake, Mich., or call Norm Pike at 586-5367.

WHIZ Zanesville, Ohio is accepting applications for an announcer to replace an employee who has been transferred to a management position. WHIZ programs bright, middle-of-the-road music. Strong on local and county news. Group operates an excellent fringe benefits Salaries based on experience and ability. Contact Robert F. Hudon, General Manager, WHIZ-AM-FM-TV, Lind Arcade, Zanesville, Ohio.

Experienced announcer with 1st phone. Leavenworth, Ks. 5 kw AM, 50 kW FM, Call WION Tonica, Michigan, 618-327-4600 between 4:00 and 5:15 a.m. EST. Good pay.

WNR Binghamton, N. Y. has opening for experienced announcer to work in a non-directional operation. Send tape and resume to Program Director, WNR, 70 Henry St., Binghamton, N. Y. 13901.

Immediate opening for an experienced staff announcer. Send tape, photo, salary and full details. Phone 312-878-6500, Ext. 678, Room 337, WRBN Wilmington, Delaware 19803.

Attention College graduates! If you have one of the future's best, have good tape, apply now for excellent job with wonderful station. Send tape and resume to WPVL Laurel, Ohio 43135.

Big booming, mature voices needed at once for leading country music station with top 40. City in major east coast location. Send resume to Emy Tannen, MEDIAAmerica, 1500 2nd Ave., Suite 1740, Chicago, Illinois 60601.

Announcer with good voice and 1st phone. Well established, progressive station. Good pay. Phone Bob Reynolds, Jr., WBRB Wilmington, Delaware 19803.

Experienced announcer with first phone. Call Frank Teas, 603-562-1590.

Technical

$8 Pa. AM seeks competent first class engineer. Excellent opportunity. Liberal benefits, good salary.

Wisconsin, quality minded station is seeking a qualified combo-engineer for established suburban AM, non-directional operation. Arrangement can be worked out for both copy or combo-announcing, not to exceed 18 hours weekly for commuting distance. Secure position and work directly with owner. Write Box D-260, BROADCASTING.

Southeastern AM has opportunity for reliable engineer with directional and maintenance experience. Excellent working conditions. New equipment. No announcements required. Phone Bob Reynolds, Jr., WBRB Wilmington, Delaware 19803.

Experienced announcer with first phone.

BROADCASTING, May 16, 1966

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**Announcers—(cont'd)***

**Negro dj-announcer—recent graduate seeking position with AM-FM TV excellent references—college graduate. Current available. Good music ad format only, $130 mini mum. Box E-221, BROADCASTING.

**Announcer desires news opportunity. Experienced, dependable, professional broad- caster with experience in AM-FM-TV excellent references—college graduate. Current available. Good music ad format only, $130 minimum. Box E-221, BROADCASTING.

**Find great opportunity. Box E-229, BROADCASTING.

**Country disc jockey, first phone available. Previous experience. Box E-233, BROADCASTING.

**On this one! One that is a well trained announcer/dj/news caster... one that un- derstands results. Effort is required for sat is- fied results. Will try to sell your audience. Military completed. 3rd phone will relocate. Box E-260, BROAD- CASTING.

**Announcer salesman, 3rd phone wishes to make sales contact. Excellent on news deliver y and direction. Married, 3 years experience—college graduate. Box E-261-3241-J.L.H., P.O. Box 452, Hudson, N. C.

**Testing—12. 2. 3. Future availability... Top 40 talent, the best! Prefer Per- fected experience. AM-FM in New York or in Between. Mylies Long... 616-CH 5-6639, 2463 Senora Ave., Se., Grand Rapids, Michigan.

**DJ/Announcer—authority specialist is what your city needs. Box E-292, BROAD- CASTING.

**DJ/Announcer—wanted. A strong background. C&W oriented, c/o 9 Baldwin Place, Belle- ville, N. J.

**On this one! Strong in all phases of the business. Excellent on sales and commercial work. Sales experience in services field. Family man will relocate. c/o 130 Baldwin St., Bloomsfield, N. J. 07003.

**Technically superior or chief engineer. Experience in AM-FM-TV directionals—high—low—medium power station. Construction, installa- tions, field measurements, antenna measurements, proofs, FCC engi- neering and applications. Executive engi- neering background. Personal interviews can be arranged. Preferably southeast, Florida, will consider other locations. Box E-213, BROADCASTING.

**On this one! Chief engineer, 5 days, own box, $8,000. Box E-232, BROAD- CASTING.

**First phone, military retiree, some experi- ence is chief, some speech training. Desire settle down in central Appalachia, Part or full time. Available July. Box E-256, BROAD- CASTING.

**News

**Newsmen: competitor, 2 years major market, wants broader air opportunity in college town. $80/wk. E-119, BROADCASTING.

**Ambitious and experienced radio newsmen, college graduate, seeks positions with future. Box E-171, BROADCASTING.

**Experienced newsmen available September. Presently corresponding with Republic. Box E-256, BROAD- CASTING.

**Experienced, mature news director—radio and TV background seeks permanent east coast opportunity. Have excellent references in sales, some management and station promotion. Highest recommendations. Available now. Doug Hill, Rt. 2, Box 55, Edge- water, Maryland (301) 969-2683.

**Production—Programming, Others

**Miss Versatile! First phone—announcing—news, traffic, sales, talk. Experienced on radio—TV—college graduate RCA Institutes TV. What do you have in mind? Offer me! Box E-200, BROADCASTING.
HELP WANTED

Technical—(Cont’d)

Expanding south Florida VHF has openings for experienced announcer and engineer. VTR experience required. Some color preferred. Presently have film color, planning to add all colors. Box D-280, BROADCASTING.

TV studio & transmitter maintenance engineers to staff any group of California broadcasters with wide-read CATV operations. Position provides unlimited opportunity to the well-qualified engineer. 5 day week, hours, and good fringe benefits including employee credit union and medical insurance plan. Send complete resume to Box E-211, BROADCASTING.

Chief engineer—supervise AM, FM, TV operation of medium market. Growing company needs a working chief and offers great future. If you are now chief in small market, or in Indian in large, and believe you have the know-how to handle this position and even more responsibility in the future, write: Box E-220, BROADCASTING, in full.

First phone engineer television transmitter work. No announcement is necessary. Excellent opportunity for man to learn television technical operation. Michigan station. Box E-225, BROADCASTING.

Southwest stations—need television technicians to fill vacancies in 3 markets of varying size. Must have studio and/or transmitter experience; will also consider qualification license-holders with experience to begin at smallest station in group. Particularly need man with microwave background. Top pay, bonus plan. Box E-355, BROADCASTING, immediately.

First class television technicians with TV studio & production experience to work with consulting engineer in AM, FM, TV & CATV. Box E-281, BROADCASTING.

Alert organization looking for a TV transmitter engineer. Ideal location, good climate, outdoor recreation, fringe benefits. Contact Alex Glese, KGBT-TV, Drawer 711, Harlingen, Texas.

Immediate openings for full time studio engineers. Must have experience with consulting engineer in AM, FM, TV & CATV. Box E-281, BROADCASTING.

Stable engineer—permanent position, top scale. Excellent background. Contact Chief Engineer, WJRT-TV, Flint, Michigan. 313-239-6811 (Collect).

Immediate opening: Studio engineer. Midwest, VHF, multi-million dollar color, solid state studio & transmitters, excellent insurance, retirement benefits. Send resume to Dave Hauser, Chief Engineer, WOC Broadcasting Center, 805 Brady Street, Davenport, Iowa 52806.

One transmitter and two studio engineers with first class license and experience in TV. Send photo, resume, and salary requirements to George S. Driscoll, Vice President and Engineering Manager, WOIC (13), 17 Clinton Avenue, South, Rochester, New York.

WPTA-TV Fort Wayne, Indiana needs two technicians for first class license. Prefer experienced but would train. Contact Oliver Kendall, C. E. Phone 219-483-6884.

Studio engineer with first phone—permanent position. Contact Chief Engineer, WQAD-TV, 5000 Park 1460, Moline, Illinois.

NEWS—Cont’d

News director—experienced professional with proven ability to find, write and air top news. Supervise five man staff. Box E-139, BROADCASTING.

Newsmen—a qualified airman for radio and television who can gather, write, and air news. Job includes background preferred, married, veteran; a dependable person capable of top performance in an 8 man news department. Salary commensurate with experience and ability. Write or phone 216-767-6582. W. P. William- son, Sr., WKBN Broadcasting Corp., Youngtown, Ohio.

Production—Programing, Others

Present production-manager who may be ready for advancement; growing company with 13 year old TV operation in northern Ohio investigating for operations manager, completely responsible individual for supervision all program and production functions. Send complete details first letter. Box E-136, BROADCASTING.

Production manager—Florida ETV, Need person strong on production able to work with others. Degree preferred. Total responsibility for production, crew scheduling. Up to $8,000. Send complete resume and photo letter of correspondence. Box E-165, BROADCASTING.

Bookkeeper with extensive broadcast background needed immediately for station in major eastern market. Top salary. Send resume, letter of information to Box E-205, BROADCASTING.

California ETV station needs experienced artist. Send resume first letter. Box E-212, BROADCASTING.

Announcer—needs background, live experience—Cable TV.


TELEVISION—Situations Wanted

Management

General manager opening? Seasoned sales manager will submit complete resume. Box E-182, BROADCASTING.

General manager/general sales manager—Top media person with 12 years experience & executive ability. In depth experience all phases. Highest industry references—top 75 market experience. Box E-219, BROADCASTING.

Announcers

Excellent television announcer—personality looking for excellent television station. Write for representative VTR. Box E-201, BROADCASTING.

Weathercaster—commercial personality can become and hold an audience. Age 31, Box E-214, BROADCASTING.

Announcer desires news opportunity. Employed fulltime five years in top fifty market; two years sponsored on-camera weathercaster. Anticipate receiving B.S. degree in Journalism August 1st. Apply by intetview after June 2, Box E-237, BROADCASTING.

Technical

First class engineer desires position in northeastern area. Box E-194, BROADCASTING.

Studio Switching, Operations, Installation, and Maintenance. 15 years broadcast experience. Desires two years in TV. Box E-194, BROADCASTING.

Production—Programing, Others

2 years radio, 12 years English-Speech teaching. First phone. Box E-211, NBC-NY; or northeast coast. Commercial, educational, well rounded. No parade. 4 yrs. 21, fully endorsed 3rd run own board. TV experience, too. PL a must. Can bring tape or send on resume. Ohio. Beer, Permanent. Currently employed. Let's get together. Now. Box E-225, BROADCASTING.

Florida majors: Major midwest market production director, seven years "on-the-air" contemporary format experience, desires program director position. Will take complete charge of air sound. Twenty-seven, married, college degree. Available June 1. For complete particular, write: Box E-248, BROADCASTING.

DJ-announcer . . . plus experience in production & writing—young—married—10 years experience, can immediately relocate. Prefer southwest. Box E-250, BROADCASTING.

Experienced sportscaster—Proven salesman—first phone, weeks college play-by-play, good resume, $150 plus sales. Box E-270, BROADCASTING.

Somewhere there must be a station that would like a very capable music programmer director. 13 years experience with 5 years producer, and 3 years fully responsible. Write Box 57901, Atlanta 30319.

TELEVISION

Help Wanted

Sales

Salesman-TV—for major Ohio market VHF. Local TV sales experience, proven record of sales, personal appearance, ability to close sales. Best established station in expanding industrial city. Send complete background and resume. No telephone delay. Position open as of June 1, Box E-164, BROADCASTING.

If you are an aggressive, hard-hitting salesman with record of market performance—but not receiving the recognition, position and earnings you feel you deserve—this could be the opportunity you are seeking. Rush to Roy Bertink, WNBV-TV, Binghamton, New York.

Announcers

Everyone moves on at the same time. We need these three: a newsmen, an announcer and a director. We are a group owned VHF TV station needing professional people seeking advancement opportunities to competent people. We will consider recent graduates and local radio people with no TV experience. Send a photo, an audio tape, and salary requirements. Box E-196, BROADCASTING.

Midwest medium market VHF station needs experienced announcer—good salary, photo, tape to Box E-250, BROADCASTING.

Technical

Immediate requirements for experienced chief engineer—northeast network VHF, small market. Good salary, many benefits. Box A-210, BROADCASTING.

Experienced television technician for large northeastern metropolitan station. Excellent salary. Box E-69, BROADCASTING.

HELP WANTED

BROADCASTING, May 16, 1966
Technical—(Cont'd)
TV engineer, 31st phone, 7½ yrs. looking for a stable, prosperous market which offers good salary and liberal paid time off. T.D. or maint. Box E-186, BROADCASTING.

News
Newscaster available. Program director of top TV station seeking in air news. Good video. Authoritative in every respect. This appears for well qualified personal reasons. Current mgr. knows of this desire and will furnish more references. Box E-35, BROADCASTING.

Major market newscaster— narrator—stand- up reporter, Six-years experience. Box E-213, BROADCASTING.

Production—Programming, Others
Vacation relief position—light engineering, production, radio background. First phone now in Philadelphia. Box E-217, BROADCASTING.

Young (early thirties) promotion director desires to move up. Eleven years management experience in television and retail advertising. Self-starter with creative ideas in promotion, sales presentations, merchandising, writing and experience for color TV. For resume, write Box E-275, BROADCASTING.

WANTED TO BUY

Equipment
We need used 250, 500, 1 kw & 10 kw AM transmitters, to junk. Broadcast Elec- tronics Corp., 1314 Iturbide St., Laredo, Texas 78040.

Wanted: Self supporting 250- to 500-watt base suitable for mounting of large microwave reflectors and dishes. Box E-93, BROADCASTING.

Wanted 590 watt AM transmitter and anten- na coupler unit. Modern vintage. Andrew Costello, KIEV, Glendale, California.

Wanted: FCC approved one kw AM trans- mission, Harold Sudbury, KLCN, Blytheville, Arkansas.

Wanted 150w b/w Reversal processor, good condition give full particulars on reply. $900 editing equipment. Cap Carpenter, 2117 Sturbridge Dr., Brooklyn, Ill., Illinois.

Wanted: FM audio amplifier or transmitter 10,000 watts or higher, also stereo multiplex ex- term. Contact: Thomas Christensen, WMGU, Boston, New Hampshire.

FM frequency and modulation monitor for monaural operation. GE transmitter crystals for 150.3 mc. Box E-261, BROADCASTING.

FOR SALE—Equipment

Television radio transmitters, monitors, tubes, microphones, camera, audio. Electro- voice, RCA, NBC, RCA. Box E-109, N.Y.C.

Co-axial cable—Helios, Spyroflex, Spirlone, etc. Also rigid and RG type in stock. New material. Write for list. Sierra-Western Electric Co., Willow and 24th Streets, Oakland, Calif. Phone 415-432-3577.

For sale, RCA type TTB1 UHF television transmitter. Immediate delivery. Complete as is. K. B. amp. Kemper plugged to Channel 2. 5 weeks delivery if tuned to your channel and conditioned. Box M-56, BROADCASTING.

Gates M-4144 dual limiter amplifier $450.00. Gates M-5735 model ST-101 spot tape with 90 second tape $66.00. Gates M-5136 "Bi- mate" 2 channel remote amplifier $100.00. Gray viscous dampened arms (less cartridges) 2 each $25.00 each. WNCG . . . P.O. Box 5766, North Charleston, S. C.

FOR SALE—Equipment continued

Whatever your equipment needs . . . Check first with Broadcast and Supply Co., Box 3141, Bristol, Tennessee.

A broadcasting trailer ideal as a second studio or for field. Presently in operation. Could be purchased with or without equipment. Box E-147, BROADCASTING.

Latest models Gates FM exciters and stereo generator and SCA generator, 16 months old and mint condition. Contact Dexter Haymond, Radio KGEE, Box 367, Bakersfield, California.

Remote retrolux, duplex Gates good condition. First $150 takes it. WFAF, Farrell, Pa., 16121.

1500 feet of ½ inch solid copper ohm air transmission line available with necessary line fittings. Price upon request . . . Box 289, Dunkirk, New York.

Prize-winning FM transmitter 10 kw low noise, ready for stereo. Available at sacrifice price of $3,000 to the first to call or write 211 Sutter Street, San Francisco. 415- 988-3283.

Brand new Q.R.K. turntables, any models, cash or trade, any type of used or surplus equipment. Audioxv, 4510 S. 7th Ave., Miami, Fla.

250 and 3,000 watt G.E. FM transmitter. KTFC, Sioux City, Iowa (Route 21).

Motorola two-way base station, model CSS-GAB-1108, transmitter type cc 3026, 117 kw, 5000 watts new. Used 11 months—$475.00. Box E-228, BROADCASTING.

General Radio 816A R.F. bridge in mint condition. No. 816AC-WSTING. Box E-52, BROADCASTING.

One complete FM station including Gates yard console. Gates 5 kw transmitter, 500 feet of 3½ inch Andrews Hellex, 240 feet self supporting tower, Andrews 6 bay antenna—tuned to 93.3 mc and REL frequency and modulation monitor. Also small assort- ment of audio equipment. Available immediately. Contact Jan Gay, WQMN Silver Spring, Maryland.

Two 16-inch Presto turntables, 3-speed, standard and microgroove. Extra plate, extra motor, 12 Pickering cartridges. KWWJ Altus, Oklahoma.

RCA turntables 76-C, 3 speed—$125 each, F.O.B., Wash., D. C., Post, 141 11th Se.

MISCELLANEOUS

38,000 Professional Comedy Line! Topical laugh service featuring deejay comment and introductions. Orben Comedy Books. Atlantic Beach, N. Y.

Instant gags for deejays! Hundreds of One Liners on Weather, Traffic, Radio, Music etc. $5.00—Write for free "Broadcast Com- edy" catalog. Show-Biz Comedy Service, 175 E. 36th Street, Brooklyn, N. Y. 11221.

DEEJAYS! 4,000 classified gag-lines, $4.00 Comedy catalogues free. Ed Orrin, 6084 Gentry, No. Hollywood, Calif. 91608.

INSTRUCTIONS—(Cont'd)

FOR SALE—Equipment continued

INSTRUCTIONS—(Cont'd)

See our display ad under Instructions. Don Martin School of Radio & TV.


Elkins Radio License School of Chicago—Six weeks quality instruction in laboratory methods and theory leading to the FCC First Class License. 11 East Jackson St., Chicago 4, Illinois.

Learn Radio-TV announcing, program- ming, production, newscasting, spot casting, con- sole operation, disc-jockeying, and all phases of broadcasting on the nation's only commercial station, fully operated for training purposes by a private school—KABC-FM. Highly qualified professional teachers. Country's finest practice studios. Elkins Radio License School, 2803 Inwood Road, Dallas, Texas 75235.

The masters. Elkins Radio License School of Minneapolis offers an unmatched success of the famous Elkins Laboratory and Theory classes in practice for the First Class FCC license. Elkins License School, 217 East Lake Street, Minneapolis, Minnesota.


America's pioneer, 1st in announcing since 1934. National Academy of Spot Casting. 814 H St. NW, Washington 1, D. C.

"It's BH and Here's Why!" First phone license in (5) weeks—and we guarantee it. Tuition only $205. Rooms 90-918 per week. Class begins every Saturday from Beautiful Sarasota by the sea, on May 25—June 26—Aug. 1—Sept. 5, Call Engineering Institute, 1336 Main St., Sarasota, Fla.


F.C.C. First Phone—plus 500 hour theory & practical application. 6 weeks $345. Rooms $10.00 a week. On campus. License guaranteed. Orlando Technical College, 535 N. Magnolia, 415, Orlando, Florida.

F.C.C. First Phone in 6 weeks plus 300 hour theory practical. Experimental. License guaranteed. City College of Florida, Institute of Electronics, 3101 Main St., Weirton, W. Va.

Air personnel: Stay on the job and study for 1st phone FCC the sure way. 4½ months teaching, 2½ months in the air, daily details. Ron Ballie School of Broadcast Electronics, 212 Denny Way, Seattle, 90105.

BROADCASTING, May 16, 1966
**BROADCASTING**

**RADIO—Help Wanted**

**Sales**

It's Time to Think of the Future

Are you managing or selling for a small radio station, a small television station, or a small newspaper? How long have you worked in a small market? How long since your last raise? Have you come as far as you can in your field? Why not make a change?

Outdoor advertising is on the move. In the next 10 years, outdoor advertising will have the largest business increase of any media. Why don't you get in on the ground floor?

Send your complete resume, salary requirements, and a recent picture to:

Box E-123, BROADCASTING

**SALES TRAINEE**

Outstanding career opportunity for young man with future management potential in a growth electronics firm and a leader in the manufacture of broadcast equipment. Home-office product and sales training leading toward sales-engineer position.

Age 22-30. College degree with background of electronics. Located in progressive medium-size Midwest city with complete recreational facilities. An equal-opportunity employer. Send resume to:

Box E-236, Broadcasting

**SALES ENGINEER**

Broadcast Equipment

Profitable, growth-minded company, leader in broadcast-equipment field, located in the Midwest, has immediate opening for sales engineer to travel and sell technical equipment primarily to AM, FM and TV stations in exclusive territory. Requires good knowledge of broadcast equipment. Must be sales-minded, self-starter. BSEE or equivalent and minimum three years in field of radio broadcasting. Excellent salary plus commission, Travel expenses paid, Complete company benefits. An equal opportunity employer. Send resume to:

Box E-254, BROADCASTING

**Audio Sales Specialist**

Custom audio-equipment manufacturer has immediate opening for Audio Sales Specialist who knows complex audio systems and is familiar with the latest in transistorized equipment. Excellent salary and complete company benefits. An equal opportunity employer. Send resume to:

Box E-236, BROADCASTING

**RADIO—Sales—(Cont'd)**

District Salesmanagers Wanted

to sell stations on hottest vacation certificate plan ever. If station doesn't buy, the newspaper will, or sell direct to the local Ford Agency, or Goodyear stores, etc., etc..

You can average $500.00 per close. Call write or wire. Can meet in New York, Atlanta, Chicago, New Orleans, or let's finalize by mail.

P.O. Box 12534, St. Petersburg, Fla.

**RADIO-TV**

TRIGG-VAUGHN Stations—looking for top good music personalities and alert, mature newsmen. Stations in Texas, Colorado, New Mexico and California. Write full details to:

Hal Davis, KHOW, Denver.

**WANTED IMMEDIATELY**

by WIXY—1960, Cleveland

Strong night-time jock. No beginners—ONLY PROS.

Send tape and resume Air Special to:

Gerry Spinn

WIXY RADIO

3940 Euclid Ave.

Cleveland 15

**DJ Opening!**

**AFTERNOON DRIVE**

Personality Plus

Personality plus tight formatting, a great sense of humor, and a desire to be involved with your community—

—Can earn up to $2,000 a year in one of America's most desirable markets.

Please do not send tapes consisting only of music and commercials.

Box E-185, Broadcasting

**Midday Personality**

Immediate opening for real PRO, to double as Production Manager. Must have bright happy sound and be creative. Mature personality. Up tempo, tight format, great contemporary station. Send air-check tape, resume, photos to Lee Manion, WAVZ, a division of Kops Communications Inc., 152 Temple St., New Haven, Connecticut

**Announcers**

**WANTED IMMEDIATELY**

by WIXY—1960, Cleveland

Strong night-time jock.

No beginners—ONLY PROS.

Send tape and resume Air Special to:

Gerry Spinn

WIXY RADIO

3940 Euclid Ave.

Cleveland 15

**Design Engineers**

New openings in an outstanding growth electronic communications company. BSEE or BSME degree and appropriate experience required for:

* TV Project Engineers
* FM Transmitting Equipment Engineers
* Broadcast Audio Circuit Design Engrs.
* Mechanical Design Engineers

Located in a progressive medium-size Midwest city with the finest of schools and family living.

Send resume or call Robert T. Fluent, Employment Manager, (217) 222-8202; or evenings (217) 223-7949.

Gates Radio Company
A subsidiary of Harris-Intertype Corporation
Quincy, Illinois 62301

An equal opportunity employer (M&F)

**RADIO NEWSMAN**

**KFBK, SACRAMENTO**

50,000 watt CBS affiliate. Immediate opening for experienced newsmen who can gather, write, edit and voice, Permanent position, excellent employee benefits. Personal interview at own expense necessary. Apply in person or submit resume and audition to:

PERSONNEL DEPARTMENT

MCCLATCHY BROADCASTING

21st & Q

Sacramento, California

**Help Wanted**

Production—Programming, Others

**WANTED:**

**RADIO PROGRAM DIRECTOR**

for station in key Rocky Mountain market. Must be capable of leadership in adult, good popular music and news operation.

Also NEWSMAN with mature, network quality voice, capable of through planning, writing and originating. Hustle mandatory

Reply Box E-124, Broadcasting.

**Technical**

WMCA, NEW YORK

Needs engineer, experienced with fast-paced board work. Must know care and maintenance of equipment. Send resume to WMCA, New York, New York 17, New York.
COPYWRITER WANTED!  
Radio-TV experience essential.  Prefer a man who can develop the ideas, write the script, follow through on actual production.  Some background in print advertising would be helpful.  You would work in our main office in Central Illinois with all the advantages of a medium-size city, including 15-minute drive to the office.  Write us Charles Mannagan Advertising, Inc.  528 S.W. Adams Street  Peoria, Illinois 61602

OPERATIONS MANAGER  
Wanted for chain operation.  Must know all aspects of top 40 programming and how to lead and inspire people.  Excellent benefits and opportunity.  Send complete resume, salary requirements, picture and references to:
Box E-243, Broadcasting.

COPYWRITER-ANNOUNCER  
Experienced, young man to set-up and run Continuity dept. at Contemporary Music Station on Sunny Gulf Coast.  Must be able to handle some Production and News, plus Weekend air shift.  Send examples of your copy, plus air check and full resume.  Also need experienced Traffic Girl.
WABB  
P. O. Box 1476  
Mobile, Alabama 36601

WANTED  
Experienced traffic man or girl for major market AM Radio station.  Immediate opening.  Many company benefits.
Call Mr. E. C. Myers, area code 202-882-2500.

RADIO—Situations Wanted  
MANAGEMENT—(Cont'd)  

ANNOUNCER-PERSONALITY  
New York and national scene for over 20 years: Prior top experience in midwest regional stations, network, commercial broadcast.  Recent ownership, management and administrative background in theatre.  Current active leadership in professional and church organizations.

PRODUCTION—Programming, Others  
Continued

LIFETIME OPPORTUNITY  
New broadcasting company needs two young, aggressive Radio & TV Program Directors for Chicago headquarters.  Prefer Midwest applicants.  
CALL 312-337-7388

RADIO  
Situations Wanted  

ANNUAL PRODUCTIONS  
Chicago  
—Says thanks to—  

KRLA  
Los Angeles  
WXY  

KMBK  
Cleveland  
WKSS  

KMBC  
Kansas City  
WAJZ  

KXOK  
St. Louis  
WMEX  

KDEM  
Krem  
WTOP  

OKLAHOMA CITY  
Washington, D.C.  

KFH  
WCLS  

Wichita  
Columbia, Ga.

Fonsighted stations now enjoying exciting success with "Hotline to Viet-Nam" STAN MAJORS recruited over 400 servicemen for these ten stations—next:

"The Best of Hotline"  
Coming soon—The 30 best interviews—Available everywhere and within everyone's budget!

Hotline Productions—5202 Marina City  
321-1680 Chicago

TELEVISION—Help Wanted—Announcers  

Our sports man has been hired to broadcast the Atlanta Braves games...

WSM  
RADIO and TELEVISION NEEDS A TOP NOTCH SPORTS ANNOUNCER  
Play by play football and basketball on radio, daily sports shows for television.  Send unabridged bio and video tape if possible to JUD COLLINS, WSM, Box 100  
Nashville, Tennessee

TELEVISION—Help Wanted—Technical  

BROADCAST FIELD ENGINEERS  
RCA  
Career opportunities for field engineers experienced in the maintenance of tape and camera color studio equipment.  Positions are in the East, South and Midwest.  RCA offers outstanding benefits, including liberal vacation, 8 paid holidays, life insurance, retirement plan.  Plus free medical insurance for you and your family.

INSTRUCTIONS  
Your 1st Class Ticket in 6 weeks or Less at America's Foremost SCHOOL OF BROADCASTING  
the  
DON MARTIN SCHOOL OF RADIO & TV  
Register now for June 13th or Aug. 1st CLASSES.  For additional information call or write to:
DON MARTIN SCHOOL OF RADIO & TV  
1653 N. Cherokee  HO 2-3281  
Hollywood, Calif. 90028

BUSINESS OPPORTUNITY  

$ DOLLARS $  
Put your CASH back in your business.  Sell us your land & tower and we will lease it back to you.  Long term leases arranged.
WRITE:  
TOWERS UNLIMITED  
120 Flamingo Rd.  
Las Vegas, Nevada

EMPLOYMENT SERVICE  

ANNOUNCERS—1st NEWSMEN—ENGINEERS  
DJ's—SALESMAEN  
If you need a job, we have one for you!  
C.B.I. PLACEMENTS  
1615 California St., Denver, Colo. 80202  
Phone 303-292-3730

527 Madison Ave., New York, N.Y. 10022

BROADCAST PERSONNEL AGENCY  
Shelby Barish, Director

BROADCASTING, May 16, 1966
NEED MORE MONEY?
CALL OR WRITE FRIENDLY NATIONWIDE FOR NO-COST, SELF-IMPROVEMENT HELP!

You may be worth thousands of dollars more each year! Let Nationwide evaluate your qualifications for the many top paying positions available . . . At no charge to you.
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By virtue of an execution issued out of the Supreme Court of the State of New York against the property of EMILY SPORTS NETWORK OF ROCHESTER INC., we will sell at PUBLIC AUCTION on WEDNESDAY, MAY 25, 1966 at 1 P.M. on the premises at 20 Cairns Street (off 719 West Ave.) ROCHESTER, N.Y.

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FOR THE RECORD)

CONTINUED FROM PAGE 83

kw sur., trans. location, redesign studio location, change type trans., and type ant., make changes in ant. structure, increase ant. height to 1,130 ft.; condition; and extension of completion date to Sept. 15.

WTVT(TV) Tampa, Fla.—Granted mod. of CP to make changes in ant. height to 1,420 ft. and redesign main studio location.

Following stations were granted mod. of licenses to reduce aural ERP: WIPM-TV Mayaguez, P. R., to 4.97 kw; D4A-TV West Palm Beach, Fla., to 2.62 kw (main trans. & ant.); and WSUR-TV Ponce, P. R., to 0.997 kw.

Actions of May 6

WBCG-TV Newport, Ky.—Granted mod. of CP to change trans. location to Bald Knob Lehman Rd. at Jean St., Cincinnati. studio location to Race and Center Streets, Newport, type trans. and ant.; and approved engineering data submitted pursuant to fifth report and order to specify channel 19 in lieu of channel 74. ERP vis. 435 kw. sur. 97.1 kw, ant. height 990 ft. and make changes in ant. structure.


Actions of May 5

KOWH Omaha, Neb.—Granted CP to increase power from 500 W to 1 kw., continued operation on 988 kc, D, and install new trans.; conditions.

KBYR Anchorage—Granted CP to change ant. and studio location and make changes in ant. system (increase height).

WMEO Eau Gallie, Fla.—Granted CP to install alternate main trans. location.

WFM Wood River, Ill.—Granted CP to install alternate main trans. at main trans. location.

WBNS Murray, Ky.—Granted CP to make changes in ant. system (increase height, side mount FM ant., etc.); conditions.

WCPC Houston, Miss.—Granted CP to make changes in directional ant. system; conditions.

WHYG Savannah—Granted CP to change ant.-trans. location.

Remote control operation permitted *KCSB-FM Santa Barbara, Calif.

Granted change of time and remote control authority for WPAL-AM-FM Appleton, Wis.

(Continued from page 83)
**COMMUNITY ANTENNA ACTIVITIES**

The following are activities in community antenna television reported to Broadcasting through May 11. Reports include applications for permission to install and operate CATV's, grants of CATV franchises and sales of existing installations.

- Indicates franchise has been granted.

**Tucson, Ariz.**—First Illinois Cable TV Inc., Chicago (William E. Clancy, president), has applied for a franchise. If the franchise is granted, the subscriber will pay $12 to $15 per month for the service of nine to possibly 12 additional channels.

- George Foreman, Galesburg, Ill., has applied for a franchise. If approved, the company would provide six television channels and one FM channel for Canton and Carbondale.

- Santa Clara, Calif.—Community Cable Services of Alameda (representative, John V. Convery), has applied for a franchise. If the franchise is granted, the subscriber will pay $4 to $6 per month for the service of nine to possibly 12 additional channels.

**Warsaw, Ind.**—United Transmission Inc. has submitted a new proposal which would pay 4% of the company's annual gross receipts to the city instead of the original 3% offered. The new proposal meets the minimum requirements established by the city council. Earlier the board had rejected the applications of United Transmission and Valley Cablevision Corp., because the firms had not met the city's minimum requirements.

- Topeka, Kan.—Cable TV Construction Inc., Topeka, has submitted applications for franchises. The company has proposed to bring 12 TV channels to its subscribers, plus FM, time, weather and news. It would charge $6 to $8 per month for the service of three to possibly 12 additional channels.

- Wayne, N.J.—Wayne Cablevision has applied for a franchise. Another applicant, WIKER Radio, Inc., has applied for a franchise.

**Rulemakings**

- By report and order, commission amended its FM television station location on remote control operation.

**New call letters requested**


Rutherford, N. C.—Clayton Sparks. Requests W7CA.


**New call letters requested**


Rutherford, N. C.—Clayton Sparks. Requests W7CA.

JOHN McGoff takes delight in getting away on a fishing trip in the Canadian woods with old friends, like Dr. John Jeffries of Washington. And when they get up into the woods, Dr. Jeffries recounts, Mr. McGoff's greatest pleasure is to sit close to the campfire at night, sip a couple of martinis and sip on rare, charcoal-broiled sirloin steaks.

Contradictory? Not a bit to friends of John McGoff, who started out as a university administrator, founded a group of broadcast stations and only last month added three newspapers to the two already owned by the company he heads, the Panax Corp.

Dr. Jeffries, a chum of Mr. McGoff during their student days at Michigan State University, recalls the time young McGoff won a bid to wash a house. Mr. McGoff at that time was helping pay his way through college by house painting. Now, neither Mr. McGoff nor Dr. Jeffries at that time had ever washed a house, but that didn't stand in their way. Both put up their ladders and proceeded to wash the house with buckets of detergents and water. So successful were they, Dr. Jeffries recounts, that they literally washed the paint off the frame house. To anyone else this would have been a catastrophe. But not to Johnny McGoff; he won the contract to repaint the house after his too-successful laundering job.

No Midas • Not all that Mr. McGoff touches turns to gold. In the early days of his broadcast venture, he established a nonprofit organization called "AWARE." Its function was to bring to the community, leaders in the arts and the humanities. AWARE flourished for two years, then faded away—but not before some high-quality and provocative programs were presented to the East Lansing citizenry and on WSWM-FM in that city, the first station Mr. McGoff and his colleagues built.

When John McGoff was 13-years old he took his savings (from delivering newspapers to his neighbors), and hied himself to Chicago. Being a frugal boy he checked into the YMCA and found his major entertainment at the big radio programs then originating in Chicago. Of them all, he recalls now most vividly attending Don McNell's Breakfast Club programs every day he was there. After all, he explains, food was served.

Learned Early • Mr. McGoff was the youngest son in a family of seven, five older brothers and one sister. That's what he learned to scrap for what he wanted, Mr. McGoff recalls today. The family was Irish-Methodist, and his father was a crane operator at the Laughlin Steel Works in Pittsburgh. His father, he fondly remembers, was a staunch union man who brought home for often heated family discussions, union affairs and politics during those years of the depression and the New Deal. It's ironic in a way, because Mr. McGoff considers himself a conservative and is a staunch Republican today.

At the age of 11, young McGoff was on street corners hawking Pittsburgh newspapers. All through his schooling he worked—in steel mills, on a lumber boat to the West Indies, in railroad marshaling yards. The last made him an active model train hobbyist.

After World War II Army service in North Africa, Sicily, Italy and in Germany, young McGoff took advantage of the GI bill and entered Michigan State University. It was during his undergraduate and graduate days at East Lansing that he learned about radio. From R. J. Coleman, director of broadcasting at the university, Mr. McGoff was a 50-cents-an-hour continuity writer at WKAR East Lansing.

Mr. McGoff became assistant alumni director in 1956. In 1959, with the support of Mr. Coleman and James Anderson, a Lansing businessman, Mr. McGoff established WSWM-FM.

Since then, Mr. McGoff and his original backers, with the addition of Alden Dow, a Michigan architect and a member of the Dow Chemical family, have expanded the firm into a Michigan communications empire.

Panax's plans for continued expansion includes radio and television, but at the moment this area has been relegated to second place. From a purely business point of view, Mr. McGoff believes broadcast properties are currently overpriced. He also has another judgment on broadcasting, and he makes no bones about it: he intends to make Panax a voice that speaks out loud and clear on matters he and his associates believe in. It's easier and less involved to do this in newspapers, he says, than over the air where such inhibitions as Section 315 and the FCC's fairness doctrine cause a myriad of complexities for the man who wants to take a position on controversial matters.

Broadcast-Publisher • It was with that mind, that last month, the culminating of Panax's purchase of the three upper peninsular newspapers owned by Frank Russell. This gives Panax five newspapers in the state, one of them a weekly, together with two AM's and a TV outlet in Missouri.

At one time, Panax owned four FM's in Michigan but three of them were sold during the past 12 months—to principals of Panax. So, actually, the Panax voice continues in those communities (Midland, Flint and Detroit).

Today, Panax has a staff of 500, but the organization is still run on the original philosophy; that everyone is an associate, dedicated and enthusiastic about its activities.

That's the key characteristic of John McGoff. Dr. Walter Emery, a Michigan State professor who served as a lawyer on the staff of the FCC for several years, characterizes Mr. McGoff as "enthusiastic, and energetic. A highly responsible citizen, dedicated to the public interest and a great believer in private enterprise."

WEEK'S PROFILE

EDITORIALS

Change of emphasis

MORE and more it becomes apparent that no television station can count on an indefinite preservation of its contemporary role in the U.S. communications scheme.

There is general agreement among both the scientists and the practical engineers that it is only a matter of time, and not much time at that, before direct broadcasting from satellites to home receivers will be technically feasible. One station in the sky could do the work of a 1966-style network and all of its affiliates in national broadcasting.

There is general agreement that it is only a matter of time, and less time than that described above, before a marketable home instrument capable of recording and playing back television programs will be developed. With such an instrument in widespread use, the whole system of television program distribution and the viewing behavior of the audience could be profoundly changed.

It is also recognized, as the lead story in this magazine reported last week, that usable portions of the radio spectrum are already crowded with many services that are clamoring for more space and that this condition will only be aggravated by the development of new satellite services.

Long before the physical plants of many stations in the existing television system have been depreciated, the individual stations will be confronted with the need to justify their retention of the channels they now occupy. They will be able to hold on to their facilities only if they can demonstrate that they perform services that cannot be supplied by a centralized system of national distribution.

Between now and the not-so-far-off moment of truth, stations everywhere will have to devote more of their time and money to the development and presentation of locally oriented programming. Those that don’t will be left with little defense against a usurpation of their channels.

Shot with their own gun

SOMETIMES you have to hand it to the newspapers. At the National Retail Merchants Association’s annual sales promotion convention last week, the Bureau of Advertising, American Newspaper Publishers Association, unveiled research findings of “major importance,” based on what it said is “probably the largest consumer-oriented study ever to come out of the newspaper business.”

The study found that if your wife says she’s going to buy a dress soon, the odds are 8 to 1 she won’t do it within a week—but she will probably buy something else instead.

So we are obligated to the Bureau of Advertising and its 25,000-interview study for finding out that women change their minds.

This trait is not as trivial as it may seem. As the bureau said, it offers a key to the country’s $282 billion retail market. It means that retailers must advertise regularly in a medium that reaches virtually everybody.

The newspapers, of course, claim they fit that description better than any other medium. But two other speakers at the same convention provided the answer to that.

One, Morton Minsky, president of Diamond Sales Corp. and publisher of Date-Line magazine, both of New York, told the retailers that when they’re trying to reach teenage “for maximum results” they’d better put their advertising money in three areas—and radio was the only mass medium he mentioned (the others: direct mail and high-school newspapers). Mr. Minsky said that 97% of all teen-agers listen to daytime and regard DJ’s as “virtual gods,” but “rarely read the newspapers except for the comics and sports pages.”

Mr. Minsky was prescribing for the teen-age customer specifically, but there is evidence aplenty that radio’s grasp extends to all other ages, too.

Certainly Mrs. Marilyn Holder was looking for customers of all ages in the campaign she described to the NRMA meeting. Mrs. Holder is sales promotion manager for Hudson-Belk Co. in Raleigh, N.C., part of a big southeastern retail chain, and the campaign she was talking about used four TV stations backed by five radio stations. The response? “Immediate and enthusiastic.”

The thrust of Mrs. Holder’s talk was that “television is for smaller stores, too,” and she had learned something that ought to be impressed on all retailers:

“One thing that is possible in a market area such as ours is media domination with the use of television. It takes a lot of money to be the dominant advertiser in a daily newspaper, and while our spending may exceed that of any competitor, there are days when we are clobbered by masses of mess from grocery stores, discount houses and drug emporiums. So far, no detergent or pain reliever or car or cola has bought more available time during a 24-hour period than we have.”

That sort of domination is available in either television or radio, far more than in newspapers, and more retailers ought to be trying it. The NRMA speeches suggest a new media mix for broadcasters to use in selling—a mix made up of radio and television advertising, supported by newspaper research.

Facts of life

ACCORDING to the national Arbitrons, NBC-TV’s Bonanza and the second half of the same network’s Wackiest Ship in the Army drew larger audiences than watched the CBS-TV special, Death of a Salesman, on Sunday, May 8. Those Arbitrons say a lot about the public’s tastes and television’s problems.

It is this publication’s subjective view that anyone who ignored or tuned away from the magnificent television production of the Arthur Miller play missed an experience of rare enrichment. Still the 70% of the television audience that was watching something else can hardly be disenfranchised, however we may deplore its choice. The 30% that did see Death of a Salesman owes CBS-TV a debt that we must hope will be paid in lasting gratitude.

“Don’t you dare tune out my favorite program . . . I’d rather fight than switch!”

DRAWN FOR BROADCASTING BY SID HIX

BROADCASTING, May 16, 1966
TV needs competition. Here it comes.

Things are going pretty well for TV stations around the country. They’d just as soon nobody rocked the boat.

Sorry. We’re born boat-rockers.
We’ve already started in Toledo, where we’ve opened our first TV outlet, making Toledo a three-station city.

Toledo is only a starter. We’ll be opening stations in Pittsburgh, Atlanta, San Francisco, Cincinnati, and the Houston area.

All of them in major cities, and all planned for this year.
And all of them presenting competition to other stations.
We’re going to have to be plenty good to catch up with some of the more solidly entrenched stations.

And they’ve got to be a little better than they are now, if they want to stay ahead of us.

Comforting thought: no matter what happens, the viewer wins.

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