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Color Television has come into its own. The number of Color TV sets and viewers is soaring to new heights. Let the Television stations we represent present your products to full sales advantage—with Colorsport.

PETRY
COLORSPOT
THE TV MEDIUM FOR '66

COLORSPOT—FOR FOUR DIMENSIONAL SELLING

EDWARD PETRY & CO., INC.
THE ORIGINAL STATION REPRESENTATIVE

NEW YORK • CHICAGO • ATLANTA • BOSTON • DALLAS • DETROIT • LOS ANGELES • PHILADELPHIA • SAN FRANCISCO • ST. LOUIS
Latest generation tape maker

This is the most you will ever see of the new top-secret production area at Memorex. However, you will be seeing plenty of what it produces: Precision Magnetic Tape.

This super-clean facility was built to assure, for all your present and future applications, the smoothest, cleanest and longest-lived tape available. With Memorex magnetic tape, because it is manufactured and tested to exceed the most critical requirements, you know that all your information has been retained.

With the original Memorex production lines, several new generations of tape-making techniques and equipment came into being. Now, there is another new generation, further proof of Memorex's deep commitment to excellence. You will continue to benefit, with tapes that retain and recall all your data reel-after-reel-after-reel.

Ask your Memorex salesman to give you information about tape for your application.
JUST THE SLAM-BANG ACTION OF THE NFL "GAME OF THE WEEK" IN FULL COLOR. This coming season the NFL will film its entire schedule in color. Half hour programs of each game—with all the big action intact—will be available the Wednesday following the game. For full details on availabilities in your area, call SCREEN GEMS.
Channel 8 colorcasts all local programs live, on film, tape, or via color tape recorders. Channel 8 is affiliated with NBC, the full color network. All this color reaches a multi-city market boasting 18% color penetration—and the multi-city market responds. Make the most effective, efficient use of color on WGAL-TV, the most color-full station in Pennsylvania.

*This statistic is based on Nielsen end males and subject to inherent limitations of sampling techniques and other qualifications issued by that service. Available upon request.

WGAL-TV
Channel 8 • Lancaster, Pa.

Representative: The MEEKER Company, Inc.
New York • Chicago • Los Angeles • San Francisco

Steinman Television Stations • Clair McCollough, Pres.
WGAL-TV Lancaster, Pa. • KOAT-TV Albuquerque, N. M. • KVOA-TV Tucson, Ariz.
No hiatus?

Should FCC’s usual August recess be scrubbed? That question was raised at FCC meeting last week in light of processing-line log-jam, new workload created by CATV regulation and manpower shortage. Moreover, FCC non-broadcast operations are sagging under heavy load, what with full scale AT&T rate investigation.

Customarily FCC recesses from end of July until after Labor Day with no regular meetings. But with administration seeking economy in government operation and with FCC seeking restoration in Senate of $181,500 cut made by House Appropriations Committee, some commissioners feel FCC would be in tight spot if it took customary hiatus.

At home or abroad

Question of runaway television production has craft and talent unions in Hollywood sniping nails. With The Man Who Never Was filming in Munich and I Spy shooting all over world, there’s no doubt about trend towards cheaper overseas production. Unions just don’t like to see it happen for any reason, but weight of their gripe is balanced on whether producers are going abroad to avoid heavy domestic labor costs or whether they’re legitimately interested in enlarging scope of their shows—especially now that all are in color.

Move that really has raised union hackles is announcement last week by ABC-TV that its The Rat Patrol series will be shot in Spain because of “prohibitive” costs and lack of labor cooperation in Hollywood. Unions also point finger at showing of foreign-produced movies on prime-time television as another way overseas talent is pushing out domestic workers and creating smaller employment market in Hollywood.

Hung up

FCC, in letter both cryptic and unusual, has privately notified parties it is deferring action on sale of Crowell-Collier’s KFWB Los Angeles to Westinghouse Broadcasting Co. Commission didn’t give reasons, saying only that it wants to make “further study of matters” in connection with proposed $10.75 million sale. However, it’s understood that “matters” under study involve payola allegations.

FCC investigators have looked into bushel-basketfull of payola charges made by Hollywood record promoter Albert Huskey in suit against number of defendants on West Coast, including KFWB and some of its officials and employees. Spokesmen for station say they believe matters now under review by commission involve old charges that Crowell-Collier has investigated and found groundless. Commission officials, however, say that staff feels “further look at the station” is warranted; that not all charges have been thoroughly checked out.

Uneasy seat

Fred Ford, president of National Community Television Association, has some fence-mending to do among influential NCTA members. Bloodied by FCC’s adoption of harsh CATV restrictions, worried that Congress will confirm FCC’s power, judged by federal court to be liable for payments to all program copyright holders, some cable interests are looking for someone to blame—and Mr. Ford, as head of their protective society, is easy target.

Last week’s court action on copyrights (see page 31)—a straight legal decision that no amount of lobbying by NCTA could probably have affected—only added to criticism of Mr. Ford. But NCTA president has some steadfast supporters in high CATV places who say things would be worse if he had not been doing good job. They say that at times he’s been hampered by lack of clear direction from NCTA board.

Self help

ABC Films, which had relied substantially in past on off-network series obtained from ABC-TV, is headed in direction of self-production. With movement away from assigning syndication rights to networks, ABC Films intends to create product for itself. First two projects in development are half-hour Man Talk series, patterned after successful daytime strip. Girl Talk (60 markets), and College Football Classics, half-hour filmed series of outstanding grid games of past. In addition, ABC Films has completed one feature film, “Come Spy With Me,” and plans for both theater and TV distribution, it was revealed last week.

Capital man

Dale W. Hardin, manager of transportation and communications department of U. S. Chamber of Commerce will be appointed vice president, corporate relations, D. H. Overmyer Co., in newly established Washington office. Overmyer is licensee or CP holder in six major-market UHF operations (see "Profile," page 93). Prior to joining chamber three years ago, Mr. Hardin was for 10 years congressional liaison officer and legislative counsel for Interstate Commerce Commission and is former FBI agent. He is 43 and native of Peoria, Ill.

Where they came in

Don’t be surprised if Bartell Media Corp. goes back into UHF television ownership—and one market being considered is Milwaukee, where Bartell brothers started in communications field 13 years ago. It was there that Bartells founded WOKY-TV on channel 18, later selling facility to CBS for $350,000. Bartells still own WOKY-AM in Milwaukee as well as KCBQ San Diego and WADO New York. Although it’s believed one of these may be sold to underwrite move back into UHF.

Cat and mouse

With summer production lines roaring into high gear, 1966-67 network season may be coming on like lion, but 1967-68 one is developing lamb-like. Hollywood film producers refuse to tread where they feel, in past, fools rushed in. They won’t develop 1967-68 projects now until, if not firm, at least “strongly encouraging” signs come from networks.

Seemingly just about everyone in Hollywood suffers from deficit financing syndrome. Characteristic of this condition is no series done on pure speculation. Still, wise money on West Coast claims that producers only are playing at being hard-to-get to emphasize their dissatisfaction, but that—like perennial Pavlovian-dog—"they will start to salivate when production bell rings."
will the real Laurel and Hardy please?

You can safely bet your ratings they will, more than ever. With each successive television season, new viewers come of age to join the laughter of their elders (siblings, parents, grandparents). These are sixty authentic original "two-reelers" and ten features by the Academy Award-winning comedy team with the yet-to-be matched talent for wholesome fun.
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AMERICAN BUSINESS PRESS, INC.
COLOR

CIRCULATION UP - 53%
WBIR-TV, Knoxville, now delivers nearly 240,000 homes net weekly according to the TV Coverage Study of 1965. In less than 18 months of operating from the new 1,751-foot tower (tallest in the Southeast), Channel 10 has doubled its audience in 27 outer counties, and has increased its net weekly audience in 21 nearby counties by 25%. The overall increase is 53% in 1965 over 1960! WBIR-TV gives you the only full CBS service in eastern Tenn., southeastern Ky., and important parts of southwestern Va. and western N. C.

BUSINESS IS GOOD IN KNOXVILLE
Knoxville's economy is growing rapidly. East Tennessee, fastest growing area in the state, is expanding by leaps and bounds. Get the new Knoxville market brochure now from your Avery Knodel man.

* Photo above shows addition to our studios, which with color cameras and equipment is a half-million-dollar investment in color for the larger-than-ever WBIR-TV audience.

COLOR FACTS
- CBS Network programs in color now
- Local color films and slides, now
- Local color video tape, July 1966
- Local live color, January 1967
- Complete facilities now being prepared for color production

Signal Coverage in the Southeast...
Offering advertisers coverage of approximately 1-million homes in six southeastern states.

SOUTHEASTERN BROADCASTING CORPORATION
Greenville, South Carolina

WBIR-TV   WFBC-TV   WMAZ-TV
Represented Nationally by AVERY KNODEL, INC.
FCC sternly tough in Toledo-Buckeye case

Television Grade B signal that merely clips edge of city in major market not only may be carried by local community antenna television system but must, if station requests carriage. That’s word from FCC.

FCC issued ruling order Friday (May 27) requiring Buckeye Cablevision Inc. to stop importing Grade B signal of WJIM-TV (ch. 10) Lansing, Mich. (see story page 34). Buckeye carries total of 10 stations.

At issue was commission rule requiring CATV’s to seek commission authority, in hearing, before importing TV stations’ signals beyond their Grade B contour into any of top 100 markets. Toledo is 26th.

Commission show-cause order leading to cease-and-desist action had included WKBW-TV (ch. 50) Detroit. However, in hearing, engineering data was introduced indicating Detroit station penetrates Toledo city limits in narrow peninsula.

Since rules require CATV to carry signal of station within whose Grade B area it operates, “in whole or in part,” carriage of WKBW is permissible and required on request, commission said.

Buckeye, in carrying signal in violation of rule, commission said, raises question as to whether CATV’s may carry in distant signals without regard to commission regulation “to condone such activity . . . would wholly frustrate orderly consideration of the very important public interest questions” involved, commission added.

In companion action denying Buckeye’s petition for waiver, commission said it would not grant waiver to system operating in violation of rule involved. In that connection commission said it would “promptly” follow policy of considering petitions for waiver by systems deferring distant-signal operations and of not considering requests from systems operating in violation of rule.

Commission also discussed grandfather issue in separate order rejecting seven petitions for stay of rules pending reconsideration by commission or action by congress or courts. Commission said that in picking Feb. 15 date it was “more liberal” than it might have been.

That was date on which commission reached informal agreement on rules and on which plans for regulation were announced.

“There is thus no question of retroactivity” as petitioners charge, commission said. “The rules were made effective on March 17, and affected systems operating as of that date, not before.”

California pay TV issue headed for Supreme Court

State of California will go to U. S. Supreme Court in attempt to overturn state court ruling that 1964 referendum outlawing pay television was illegal.

Frank Jordan, California secretary of state, will file appeal.

State already has lost two battles in three-year fight that saw voters declare pay television illegal in 1964, superior court call referendum unconstitutional and state supreme court uphold lower court’s decision. Courts called vote violation of free speech.

TV programing realigned at BBDO under Bud Stefan

BBDO said Friday (May 27) that its TV programing responsibilities have been realigned under Robert J. (Bud) Stefan, vice president and director of its TV-radio programing department. William H. Lynn Jr. was added earlier in year (see page 10).

Others are William R. Gibbs, former J. Walter Thompson Co. commercial production vice president and MGM Telestudios vice president, who becomes director of special projects; William J. Moore, BBDO vice president who was manager, but who now becomes director of business affairs.

Edward Stegeman continues as assistant director of business affairs; Robert Levinson and Ned Irish named directors respectively of network services and of news and public affairs, while David Donnelly and Hiram S. Brown Jr. continue as directors respectively of sports and of TV specials.

All Gallo Wines to Burnett

E. & J. Gallo Winery, Modesto, Calif., consolidates its national advertising account at Leo Burnett Co., Chicago, by moving specialty wines from Foote, Cone & Belding. Foote already handles Gallo line wines. Total billings are $5 million. Gallo is heavy TV advertiser.

KOB-WABC file ideas for 770 kc solution

Reopening of clear-channel case or adding 770 kc to eastern clear channels which provide for class II-A assignment were offered to FCC Friday (May 27) as ways to solve 25-year-old fight between WABC New York and KOB Albuquerque, N. M., for frequency.

Stations offered their solutions as part of FCC’s attempt to comply with 1965 court order. Court had held FCC had not been fair to WABC in requiring WABC to share frequency with KOB.

Appeals court decision said commission’s action resulted in making WABC, as well as KOB, class I-B station, which is required to protect other I-Bs at night, while CBS and NBC operate clear-channel I-A outlets in New York.

KOB said reopening clear-channel case “will provide the most effective and expeditious method” of following court mandate.

It does not agree with court’s concept of “comparatively equal channel facilities for networks,” KOB said, and in fact considers WABC “just another local” New York station. KOB maintained ABC “flagship” concept has been “grossly exaggerated."

As part of decision, KOB said, FCC should conduct “meaningful evaluation” of role of New York network-owned stations in relation to radio network operations.

ABC contended that adding 770 kc to 11 eastern clears and providing II-
WEEK'S HEADLINERS

Terry H. Lee, VP for business planning and development for Storer Broadcasting Co., Miami, named VP, television division, succeeding Bill Michaels, who was named executive VP earlier this month (Broadcasting, May 16). Mr. Lee will supervise company's operations at WJFK-TV Detroit; WSPD-TV Toledo, Ohio; WJW-TV Milwaukee, and WAGA-TV Atlanta. He joined Storer in 1958 and later managed WITI-TV and WAGA-TV. In January, 1961, he became regional VP overseeing TV operations in Milwaukee, Toledo and Atlanta.

William H. Lynn, Jr., director of program planning, and William J. Moore, director of business affairs, both in TV programing department of BBDO, elected VP's. Mr. Lynn joined BBDO earlier this year from Young & Rubicam where he was a television program supervisor. Previously he was director of program development with ABC, Hollywood. Mr. Moore joined BBDO in 1964 after four years as consultant for United Arab Republic to Middle East Broadcasting in Cairo, Alexandria and Aswan. From 1957-60 he was director of TV operation with Benton & Bowles, New York.

Norman Glenn, VP in charge of production for United Artists Television, New York, appointed VP of Universal Television. Mr. Glenn, who will serve as executive in TV production at Universal City Studios in Hollywood beginning Aug. 1, will work with VP Sid Sheinberg. Both will handle new programming as well as continuing production of existing properties. Prior to relocating to West Coast, Mr. Glenn, one-time VP in radio and TV department at Young & Rubicam Inc., will work with Mitchell Johnson. Universal TV VP in charge of New York operations.

High marks are given to crisis-ridden FCC

FCC's problems are big and getting bigger, and "there is not likely to be an early end to crisis" there, according to article in June issue of Fortune, out tomorrow (May 31).

Article, "The FCC's Expanding, Demanding Universe," by Harold B. Meyers, an associate editor of Fortune, deals more extensively with FCC's pending investigation of American Telephone & Telegraph Co. than with any other single issue. But it points out that far-reaching new problems-FM, TV, color TV, UHF, community antenna TV and pay-TV among them to date—are constantly created for FCC by new technology.

Commission, it continues, "has been engrossed—almost overwhelmed—for so long with the pressure and volume of immediate problems that it has had little chance to look ahead, a "failure of foresight" attributed in part to FCC's "organization," which "offers little opportunity for internal leadership."

Article points out that "nothing has been done" about reorganization plan advanced by former Chairman Newton Minow three years ago, although "the problems he encountered are still there, and, indeed, growing more urgent."

"The commission of the Kennedy-Johnson years," article says, "is ac-

For other personnel changes of the week see FATES & FORTUNES

A channel for KBQ can result in "promptly" concluding matter in conformity with court's order and "in furtherance of the public interest."

Network said KBQ would have "no just cause for complaint" if it were to operate unlimited time with 50 kw on 770 kc as II-A, since station would have "substantially greater coverage than ever before..."

Northwest Court says KOB can install tower

Portland, Ore. (WB) - The U.S. Court of Appeals in Seattle has ruled that Portland, Ore., AM radio station KKO, may not install a tower which would interfere with the Tower City's license for the station.

The court found that the tower would not be useful to KKO, since it would not provide any signal improvement.

The court also ruled that the FCC cannot grant a tower permit without first considering the interference problem.

The FCC's original decision was based on the fact that the tower would provide a service to the public.

The court found that the FCC's decision was "arbitrary and capricious" as it failed to consider the interference problem.

A review of the case is now being considered by the FCC.

NBC loses court battle against Boise AM grant

U.S. Court of Appeals has dealt blow to clear-channel stations' hopes of upsetting in court FCC plan to duplicate 13 of 25 clear channels.

Three-judge court, in unanimous decision May 26, held that engineering question concerning interference involved in clear-channel cases has largely been settled, as result of 16-year proceeding leading up to decision in 1961 to duplicate 13 clear.

Court affirmed commission action denying NBC standing in case involving grant of KBOI Boise, Idaho, application to become II-A unlimited time station on 670 kc. That is clear channel occupied by NBC's WIF-Boise, WMAQ Chicago.

NBC had argued it was entitled to standing in case on ground that KBOI's nighttime operation on 670 kc would cause interference to WMAQ. Network also said such interference would constitute modification of WMAQ's license, which could not be done without hearing.

Court noted that decision to allocate II-A station to Boise, Idaho, had been made on basis of voluminous filings and hearings in clear-channel case. And in that proceeding, court noted NBC had exercised its hearing rights fully and completely.

Court also upheld commission action denying informal objection to KBOI application by KEGM Boise. Affiliate of NBC. Commission had held—and court agreed—that KEGM failed to provide sufficient detail to support charge that KBOI grant would result either in economic injury to KEGM or degradation of service to public.

Teleprompter record quarter

Teleprompter Corp., New York, community antenna television operator, reports record first-quarter earnings, although after-tax profit per share fell 10% to increase in average number of shareholders outstanding during accounting period.

Pre-tax earnings were 48% ahead of their level for last year's first quarter on gross revenue gain of 40.4%.

Thirteen weeks ended March 31:

1966 1965
Earned per share $0.09 $0.10
Gross revenue 1,062,431 1,167,213
Federal tax 32,081
Net earnings 73,439 70,917

Shares outstanding at end of accounting period 822,324 744,300

No tax provision due to operating loss carry-forward
the white lion (everything else is in glorious color)

52 first run half hours

enough said! screen it

you will agree

KIMBA is unequalled any in first run syndication

KIMBA is unequalled in first run syndication
FIRST FULLY INTEGRATED TV TAPE RECORDING SYSTEM

for high
Superb Multiple Generation Color Tapes
The TR-70 makes superb copies of color tapes that look for all the world like the original. Improvements in signal-to-noise, bandwidth, and "K" factor account for the superiority in picture performance. The TR-70 maintains this uniformly high quality on a day-to-day basis.

No Color Accessories Required
The TR-70 is built and tested at the factory as a complete color system. There are no "black boxes" to be added. System features include: ATC, Air bearing Headwheel, Color ATC and Switchable Standards. This means the user may produce color tapes and go on-air immediately.

High Band at Touch of a Button
There is instant selection of three recording standards—low band monochrome, low band color, or high band monochrome/color.

The TR-70 is RCA's newest and the first fully integrated high band color tape system. This "state of the art" system means best possible design and performance. Discover for yourself why the TR-70 color system is superior to any TV Tape Recorder built to date.

Call your RCA Representative. Or write RCA Broadcast and Television Equipment, Building 15-5, Camden, New Jersey.
Buy THE BEST CARROT BUNCH IN THE HOUSTON MARKET.
The station produces a big BUNCH of audience. You'll see better results, too.

THE PRODUCER STATION
THE KATZ AGENCY, INC.

In Houston Call Dave Morris, Jr. 325-1

NAB RADIO PROGRAM CLINICS

June 2-4—Clinic. Inn, Terraview.

June 3-4—Clinic. Martin, Miss.; room at American TV and Radio Announcers Association, Hotel, New York.

June 3-4—Conventions. Los Angeles.

June 4—Deadline. For reply comments on FCC's proposed ruling making construction, marking and lighting on towers applications permit more expeditions and in particular permit lower tower amendments and in particular permit lower procedures. Deadline 13th.

June 5—Deadline. For reply comments on FCC's proposed ruling looking toward adoption of new FCC radio, television, and microwave relay to bring in TV service from low cost and to ink other business. June 11 deadline.

June 11-18—Convention of the Western Association of Broadcasters, San Francisco.

June 11—Annual spring meeting of Broadcasters Association, Cleveland.

June 12—Annual summer meeting of Broadcasters Association, Philadelphia.

June 13—Annual meeting of Broadcasters Association, New York.

June 15—Annual summer meeting of Broadcasters Association, Chicago.

June 16—Annual summer meeting of Broadcasters Association, Detroit.

June 19—Annual summer meeting of Broadcasters Association, New York.

June 19—Annual summer meeting of Broadcasters Association, Chicago.

June 22—Annual summer meeting of Broadcasters Association, St. Louis.

June 22—Deadline for comments on FCC's proposed ruling looking toward adoption of new FCC radio, television, and microwave relay to bring in TV service from low cost and to ink other business. June 11 deadline.

June 22—Deadline for comments on FCC's proposed ruling looking toward adoption of new FCC radio, television, and microwave relay to bring in TV service from low cost and to ink other business. June 11 deadline.

June 23—Deadline for comments on FCC's proposed ruling looking toward adoption of new FCC radio, television, and microwave relay to bring in TV service from low cost and to ink other business. June 11 deadline.

June 25—Deadline for comments on FCC's proposed ruling looking toward adoption of new FCC radio, television, and microwave relay to bring in TV service from low cost and to ink other business. June 11 deadline.

June 30—Deadline for comments on FCC's proposed ruling looking toward adoption of new FCC radio, television, and microwave relay to bring in TV service from low cost and to ink other business. June 11 deadline.

The station produces a big BUNCH of audience. You'll see better results, too.
WHEN JOE PYNE TALKS—THE RATINGS JUMP

"Joe was on with us for less than a month when the rating period started and without promotion jumped up to a substantial #1 position in our market."

"Before Joe Pyne was on we showed up like this—17% share; after Joe Pyne, 56%."

"Joe Pyne is tops in the market with a 33% share, a 50% lead over the #2 station which has a Top 40 format."

"We went from last place in the market to a tie for first in three weeks' time."

The Joe Pyne Show is compatible with all formats and is now being broadcast by stations offering these and other programming services: good music, contemporary music, top 40, country and western, middle of the road, talk, news and sports.

Hartwest Productions, Inc., producers and distributors of The Joe Pyne Show, has a file full of unsolicited comments like these. Joe Pyne has been bought by over 200 stations in the United States and Canada. Renewal rate is over 90%. If Joe Pyne isn't in YOUR market, beat the competition to the phone. Call us collect and we'll give you the whole story of this phenomenal record-breaking, revenue-producing program.
The man who is Uncle.

A very funny thing will soon happen to television. The man with the irrepressible sense of humor ("Those are the jokes, folks. So let's hear it!") will be back, starring again on his own star-spangled variety hour. Happy, hilarious ("Sir, your head is shining in my eyes!") and wonderful entertainment. Joining Uncle Miltie every week: the top talent behind the hottest records and two of today's most exciting young performers, Bobby Rydell and Donna Loren.

In the audience for a solid hour of fun: millions of belly-laugh buffs (the same Berle fans who zoomed his March 5th Hollywood Palace appearance to the highest rating in its history).

"There's just one place to be. Near you," sings Mr. Television. And he'll be there, every Friday night, starting this September, in color—another of the exciting new ABC television shows now in preparation for Fall '66.

ABC Television Network
We get channels you can’t get anywhere else.


film commission of the National Council of Churches. Christians Theological Seminary, Indianapolis. For information write Dr. A. R. Edyvean, P.O. Box 82927, Indianapolis 46208.

June 14—Annual meeting of stockholders of United Artists Corp. to elect 10 directors, to act upon a proposal to increase the authorized number of common shares, and to transact other business. Astor Theatre, New York.

June 14—Dinner and presentation of “distinguished service award” to Arthur Godfrey, CBS radio personality, to be held by New York chapter of the Broadcast Pioneers of America. hotel, New York.

June 14—Annual meeting of stockholders of Rust Craft Greeting Cards Inc. to elect directors and to transact other business. Rust Craft Park, Denver, Colo.

June 14-24—Educational television production workshop sponsored by the University of Utah, Salt Lake City. For information write KUED(TV), University of Utah, Salt Lake City, or call (801) 322-6338.

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.

June 15-17—1968 International Communications Conference of the Institute of Electrical and Electronics Engineers. Sheraton hotel, Philadelphia.

June 15-17—Annual summer meeting and election of officers of Virginia Association of Broadcasters. Speakers include Charles Stone, manager, National Association of Broadcasters radio code, and Mills E. Godwin Jr., governor of Virginia. 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, Estes Park.


June 19-21—Annual summer meeting and election of officers of Florida Association of Broadcasters. Speakers include Charles Stone, manager, National Association of Broadcasters radio code. Robert Meyer hotel, Jacksonville.

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.

June 20—New deadline for comments on FCC’s proposed rulemaking which would incorporate into commission rules provisions of fairness doctrine relating to personal attack and to station editorials for or against political candidates. Former deadline was May 16.

June 22—Deadline for submission by pay TV companies to FCC of detailed specifications for their proposed systems for over-the-air subscription TV. Commission will use information to determine technical standards if it ultimately decides to authorize nationwide over-the-air pay television.


June 24—Annual meeting of shareholders of General Instrument Corp. Robert Treat hotel, Newark, N.J.

June 24-26—Newspaper editors meeting sponsored by the United Press International. Newspaper Editors of Wisconsin. Meeting will be in conjunction with the UPI Broadcasters. Baraboo, Wis. For information write Ray Doherty, 918 North 4th Street, Room 214, Milwaukee 2, Wis.


June 25-28—Annual summer meeting and election of officers of Georgia Association of Broadcasters. Speakers include George Bartlett, vice president for engineering, National Association of Broadcasters; FCC Commissioner James Wadsworth; Miles David, president, Radio Advertising Bureau. Carriage Inn, Jekyll Island.


JULY

July 5—New deadline for reply comments on FCC’s proposed rulemaking which would incorporate into commission rules provisions of fairness doctrine relating to personal attack and to station editorials for or against political candidates. Former deadline was May 31.

July 8 —New deadline for comments on FCC’s proposed rulemaking aimed at incorporating into the commission rules a modified version of the rules of discovery now employed in all federal courts. The rules are designed to shorten hearings and prevent opposing sides from springing surprises. Former deadline was April 8.

July 11-22—Summer session in computerized simulation of market and competitor response sponsored by the Massachusetts Institute of Technology. M.I.T., Cambridge, Mass. For information contact Professor Amstutz, Sloan School of Management, M.I.T., 50 Memorial Drive, Cambridge.

July 12—Annual meeting of stockholders of Taft Broadcasting Co., Cincinnati.

July 14 —Deadline for comments on proposed FCC rulemaking to amend part 73 of the commission rules to specify, in lieu of the existing MEOV concept for AM stations, a standard method for calculating radiation for use in evaluating interference, coverage and overlap of mutually prohibited contours. The MEOV method is proposed to measure radiation from directional antennas.


July 22—New deadline for reply comments on FCC’s proposed rulemaking aimed at incorporating into the commission rules a modified version of the rules of discovery now employed in all federal courts. The rules are designed to shorten hearings and prevent opposing sides from springing surprises. Former deadline was April 22.

July 24-Aug. 5—Seminar in marketing management and advertising sponsored by the Advertising Federation of America. Harvard University, Cambridge, Mass.


Indicates first or revised listing.
Are your news broadcasts gray...

The excitement, color and full impact of the news can only be conveyed in the voices of those making the news.

This is why more than 270 U.S. broadcast stations from Portland, Oregon to Portland, Maine rely on UPI Audio for news in sound as it happens.

The UPI Audio Network uses the far-flung newsgathering facilities of United Press International to deliver unparalleled spot news coverage in sound to its subscribers in 37 states and the District of Columbia.
or are they alive with actualities?

The UPI Audio Network offers more hours of service than any other voice news service. It is the only one which delivers its own billboards by teleprinter. It provides more stories from more datelines and far more actualities than any other audio service.

If your station does not have an audio service or does not enjoy the advantages of UPI Audio, it will pay you to get the facts about this service from UPI Audio, 220 East 42nd Street, New York, N.Y. 10017.

UPI AUDIO
Klein rebuts Golden

EDITOR: Your May 9 coverage of CBS's affiliates meeting carried this quote from Richard W. Golden's presentation on CBS's network audience standing: "And NBC has dropped back from a close second. Accordingly, NBC is no longer within striking distance of CBS.

The latest Nielsen national report available at the time of Mr. Golden's speech showed (April 11, 1966, 7:30-11 p.m. standings:

- A.A. Rating: 18.5
- NBC: 18.3
- ABC: 16.9

Possibly to Mr. Golden 0.2 of a rating is not striking distance but to us it indicates that if Nielsen had a better representation of color homes we might very well be saying that CBS is out of the striking distance.—Paul L. Klein, vice president, audience measurement, NBC, New York.

Pool uncoverage

EDITOR: MVR Corp., manufacturers of the instant-replay and stop action Videodisc, TV disc recorder, requests permission to reprint your Sid Hick cartoon of May 2. . . . —Frank Gonzalez Jr., sales manager, MVR Corp., Machtronics Inc., Palo Alto, Calif. (permission granted)

NBC's war contribution

EDITOR: Your fascinating review of the history of NBC (Broadcasting, May 9) left out one exceptional and significant program, The Army Hour.

The Army Hour was coproduced by the War Department and NBC and won every award in war reporting categories only because it had men in uniform at every fighting front who had first won their spurs in some local radio station or...
What on earth is “net balance”?

Look a little lower and to the right. You'll find the answer in half-pint type.

Now most advertisements are designed to inform. This one is designed to deceive. And it's this kind of deception that smears guilt-by-association on every honest man in advertising, publishing, broadcasting and the retail automobile industry.

Representing 22,000 franchised new-car dealers, N.A.D.A. is doing all it can to stop this kind of advertising. But we need your help.

What can you do to clean up and clean out ads like this? Take a tough stand: refuse to have anything to do with false, misleading or deceptive advertising.

It’s not easy for you. But it’s much harder on the dishonest retailer. Without advertising to shout in, he’ll be reduced to a whisper.

For the National Broadcasting Company, no aspect of television is more important than its ability to show major news events at the moment they are taking place.

Since news is by nature unpredictable, NBC News maintains a continuing policy of according every major news subject, from Vietnam to the exploration of space, the most complete and extensive coverage.

If a story is worth covering, NBC News feels it is worth covering in full—without prejudging its content or consequences. And while news wrap-ups have a valid place in TV journalism, NBC News will not allow such summaries to substitute for live, on-the-spot reporting and analysis.

A Boon to Viewers

Plainly, such a policy brings advantages both to NBC News and its viewers. For NBC News, it often means an exclusive beat on news-in-the-making.

It was NBC News alone, for exam-
ple, which saw fit to give live coverage to the Senate hearings on foreign policy of May 11 and President Johnson's Princeton address the same day. (Indeed, NBC News' total coverage to date of the Senate inquiry into our Asian policy has far exceeded that on the other networks.)

Also, in recent months, NBC News has given special on-the-spot coverage—often on an exclusive basis—to such events as the UN deliberations on Vietnam; President Johnson's Honolulu journey; and the British elections.

What's more, when all three networks cover an event, it is NBC News which most often gets to the story first and stays with it longest. This was borne out again on May 17th, when NBC News devoted more than twice as much live coverage to the Gemini 9 mission as any other network—including the only complete coverage of the press conference which followed the decision to postpone the mission.

**A Matter of Policy**

It's gratifying to know that the public agrees with NBC News' commitment to start-to-finish, live coverage. On May 17th, during the period in which all three networks were covering Gemini 9, NBC News attracted more viewers by far than the other networks combined.

Moreover, at a time when the other networks were broadcasting their regular daytime entertainment fare, their combined audience again did not equal the total audience tuned to NBC News, which was covering Gemini 9.*

What is clear, then, is television's capacity to involve a nationwide audience in the events of our day; and NBC News' commitment to covering those events with every resource at its command—including time.

News may be unpredictable, but NBC News is not; whatever the story is, wherever it happens, NBC News will be there.
Find out when you visit the Jerrold Booth... Be sure to reserve Monday night, June 27, for Jerrold's fabulous "Fun Festival"... and relax anytime during the convention in our Hospitality Suite.

SUBSCRIBER SERVICE
Please include a BROADCASTING address label whenever you write about your subscription.

TO SUBSCRIBE mail this form with payment. Mark the new subscription or renew present subscription.
Subscription rates on page 7.

ADDRESS CHANGE: Attach label here and print new address, including ZIP code, below. A delay of two weeks for processing.

Mr. Kronstadt takes the brush to pass along a tip to a Thai commercial artist.

network and had respect for both the missions they served and the microphone they addressed.
I do not claim that the production of the Army Hour... made it unnecessary for the military and the White House to take over American broadcasting, as indeed they had the right to do under the Communications Act.
I do say that it was the bellweather and prime example of the willingness of American broadcasting to cooperate in a responsive and intelligent manner that made government operation unnecessary and undesirable.

Otherwise, who knows how long it might have taken American broadcasting to remove the shackles of government control [after World War II], as faced American railroads following World War II.—Edward M. Kirby, director of public relations, United Service Organization, New York 10022.

Story sparks responses

EDITOR: Your excellent article on PGW's "Who Buys More? study in Broadcasting April 26 resulted in many favorable phone calls and letters and we are very grateful for the coverage. The study itself is being received very well, not only by the broadcasting media but by print as well.—Dr. John R. Thayer, director of research, Peters, Griffin, Woodward Inc., New York.

We added to confusion

EDITOR: When we changed our call letters from WCNY-TV to WWNY-TV last July 4, we expected some confusion, but nothing like what has happened.

The old call letters, WCNY-TV, were promptly adopted by a new UHF educational station in Syracuse, N.Y. Since then, some people in the trade have confused one station with the other (including one supplier, who insists on sending the Syracuse station's bills to us).

Now, Broadcasting has stabbled its editorial toe. In your May 16 issue, you detail how a new employee has been hired by "noncommercial WCNY-TV Carthage-Watertown, N.Y.

To set the record straight: We are WWNY-TV Carthage-Watertown. We are in common ownership with WWNY and the Watertown Daily Times. We are a VHF (ch. 7) station, primarily affiliated with CBS, and also carry programs from ABC and NBC. In short, noncommercial we are not.—James W. Higgins, general manager, WWNY-AM-TV Carthage-Watertown, N.Y.

[Item should have reported Arthur J. Irons as joining staff of WCNY-TV Syracuse.]
The famous "rude bridge that arched the flood" stands in Concord, Massachusetts, as a monument to the minutemen who defeated British troops there on April 19, 1775, the first day of the Revolutionary War. "Here the embattled farmers stood and fired the shot heard round the world." For an 18" x 24" copy of this original watercolor by Robert Keenan, in full color without advertising, suitable for framing, write to WHDH.
TV’s vanishing sponsor breed survives well in ‘Wild Kingdom’

The competitive jungle of television today, with all of its economic snares and rigors, still cannot crush out that hardy species, the program sponsor.

For example, the nation’s largest health and accident insurance company and a team of dedicated zoologists and photographers have consistently been winning good will and good prospects on NBC-TV every Sunday at 5 p.m. through their program, Mutual of Omaha’s Wild Kingdom. Last week the show also won the Emmy award as “the outstanding program achievement in daytime programming.”

Wild Kingdom has just been renewed for a fifth consecutive year on NBC-TV. The first program in the award-winning series for the new 1966-67 season will premiere Oct. 16. This true-life animal-adventure show is produced by Don Meier Productions, Chicago, and is filmed on location.

Format Evolution. It has been a long and happy relationship which began back in 1954. At that time Mutual of Omaha first became associated with Mr. Meier and the program star, Marlin Perkins, when the company bought a 13-week schedule on Zoo Parade on NBC-TV. It was fruitful for everyone concerned so Mutual bought a larger schedule on Zoo Parade the next season.

Mutual of Omaha at that time however already had established a bright broadcast record. It was one of the first insurance firms to pioneer in advertising on network television, with the Bob Considine show on NBC-TV. For the past 15 years Mr. Considine as spokesman for Mutual of Omaha continues to do an outstanding job on ABC Radio every day.

When Zoo Parade ended its long network run, Mutual of Omaha maintained its network exposure through participations on several other programs. Then, in 1962, Mr. Meier and Marlin Perkins devised a new travel-adventure format. V. J. Skutt, Mutual’s board chairman, liked the idea of leaving the more confining zoo format.

Mr. Skutt also was impressed with the possibilities of full sponsorship of the new program and of having the program stars, Mr. Perkins and Jim Fowler, deliver the company’s commercial messages. Mutual of Omaha’s Wild Kingdom was born and the advertising integrated directly into the program.

The Total Sell. “The program has been perfect for us,” Mr. Skutt observes, “because it is an excellent fam-

Dan Knight is account executive for Mutual of Omaha at Bozell & Jacobs, Omaha. He joined agency in April 1965. Graduated from Northwestern University in 1951, Mr. Knight for 10 years was with Chicago office of Young & Rubicam as radio-TV account executive and assistant to the broadcast manager. Then he joined McCann-Erickson there as assistant vice president in broadcast programming. He also was broadcast services director at MacManus, John & Adams, Chicago.
Wrong? No, right! This year, six Ohio State Awards were given "for excellence in educational, informational, and public affairs broadcasting." CBS Owned WCBS-TV won three of the six. How do you figure it? WCBS-TV NEW YORK

For "The Losers," "Forgotten River" and "Make a Joyful Sound"
EQUATION FOR TIMEBUYERS

\[
\text{ONE BUY} \times \frac{\text{DOMINANCE}^*}{\text{WKRG-TV} \cdot \text{MOBILE ALABAMA}}
\]

*PICK A SURVEY---ANY SURVEY

Represented by H-R Television, Inc.

or call

C. P. PERSONS, Jr., General Manager
Is CATV's free ride over?

Court decision on copyright issue hits cable operators in their money belts, but they'll appeal and hope for congressional relief

The CATV business, its relationship with broadcasting and its regulation by the government will be radically changed if a ruling by a federal court last week withstands appeals.

Community antenna television operators were stunned when a federal judge declared them liable to copyright owners if they make and sell CATV's, which are believed to be copyrighted. The operators claimed this was a free ride, which has continued for some years.

Nobody can estimate what the decision could eventually cost the cable interests. CATV spokesmen agreed last week that the court decision spelled nothing but trouble. They also agreed that it would be appealed, a tactic intended to buy time while a concentrated assault is mounted in the Congress to get some kind of relief.

Broadcasters were generally pleased by the ruling which was handed down May 23 by U.S. District Judge William Herlands in the suit brought by United Artists against Fortnightly Corp. (see page 32).

Frederick W. Ford, president of the National Community Television Association, would say nothing more than: "We are very disappointed." He declined to amplify this statement or to comment any further.

Benjamin J. Conroy Jr., Uvalde, Tex., chairman of the CATV association, averred that "this is not the end of the road by a long shot." The ultimate resolution of the CATV-copyright issue, he said, will come from Congress. Already, he stated, CATV efforts are being made to revise some of the CATV provisions in the pending copyright bill. This referred to the CATV sections announced three weeks ago by Representative Robert W. Kastenmeier (D-Wis.) and his subcommittee number 3 (Broadcasting, May 16, 9).

Also involved, Mr. Conroy said, is the FCC which will have to weigh the court decision in any regulation it promulgates.

Once CATV operators begin paying a hearing of distant signals into the 100 biggest TV markets. The committee has also voted against a proposal, supported by some antiCATV groups including the Television Accessory Manufacturers Institute (TAME), to cut CATV under common-carrier regulation.

Leading the battle to limit FCC jurisdiction are Representatives Walter Rogers (D-Tex.), chairman of the Communications Subcommittee, J. J. (Jake) Pickle (D-Tex.), and J. Arthur Younger (R-Calif.).

In a newsletter to constituents dated May 23 Mr. Rogers said: "I am continuing to battle against attempts being made to turn over to a federal bureau the right to tell an American citizen what he can or cannot receive on his radio or television set."

Chairman Staggers predicted that a consensus would be reached on a bill differing in some respects from the one he introduced at the FCC's request. He would not, however, predict a date for the agreement.
Hard words for CATV from the bench

"The term community antenna ... is a misnomer and reflects a fundamental misconception. ... The defendant's systems are large-scale commercial enterprises, advertising and promoting television programs and making profit out of the exploitation of television programs ..."

Right from the opening paragraphs of a 118-page decision read from the bench last week in a U. S. district court the community antenna television industry might have known that it was about to suffer a loss on the copyright front.

It did. Judge William Herlands found that Fortnightly Corp.'s operation of CATV systems in two West Virginia towns made it liable for infringing United Artists' rights in films licensed by UA to five stations picking up and carried on Fortnightly's wires.

Judge Herlands ruled the CATV's in question are not "simply passive antennas." In fact, he said, they "receive, electronically reproduce and amplify, relay, transmit and distribute television programs..."

No Difference • The opinion held that transmitting signals through the air and transmitting them through a coaxial cable are equivalent in electronic terms. For each channel received by the CATV systems, Judge Herlands ruled, a function is performed substantially similar to that of a network-affiliated station, a UHF translator, or a VHF repeater, insofar as they all retransmit signals. The head-end equipment of the cable systems, he said, "could operate as a low-power television transmitter."

The systems involved in the suit are located in Clarksburg and Fairmont, W. Va. Among the TV signals they carried were three from Pittsburgh, one from Steubenville, Ohio, and one from Wheeling, W. Va.

Judge Herlands made no distinction between signals on the basis of their distances from the originating stations to the CATV systems. There were several instances where the systems in question fell within the class B contours of originating stations.

However, the judge did say that reception of all five stations in both Clarksburg and Fairmont is "unsatisfactory on ordinary home antennas," that normal reception is materially blocked by local physiographic conditions.

Hard Blow • Attorneys for the defense and for the National Community Television Association, which supports its case, who were present as the decision was read Monday (May 23), appeared stung by the clear-cut victory achieved by the program interests.

And they admitted unequivocal defeat, at least in this round of the fight. Whether there would be an immediate appeal of the interlocutory ruling (there are other issues to be tried in the UA-Fortnightly proceeding) was not known, although it was assumed there would be.

Judge Herlands ruled that Fortnightly's operations would constitute copyright infringement regardless of how it charged its customers whether by program, month or year. He also judged it irrelevant who controlled the sets on which the signals in question were eventually seen, a point raised by Fortnightly in its defense.

The argument of the community antenna industry generally — and Fortnightly in this case—that a CATV system is substantially similar in operation to an ordinary home antenna installation was set aside as "erroneous." The judge said that though home owners' antennas may include amplifiers and converters, this does not explain the nature of the Fortnightly systems and does not disprove reproduction and performance.

Judge Herlands said the Fortnightly-UA case "poses novel questions" on the application of the copyright law but he went on to suggest that to keep it a "living law" it must be held to cover novel methods of performance of the works it is designed to protect.

Profit Is Motive • He ruled that al-

for programs, Mr. Conroy observed, cable companies may be forced into the business of programing. This, he commented, could lead to a situation where after paying a copyright fee CATV systems would not feel obliged to carry the commercials on the programs they were picking up from TV stations and feeding to their subscribers. It might very well go further, he explained. CATV operators might even begin to sell time on their own.

The "sheer mechanics" of clearances, fee payments, etc., he added, "would be stupendous."

Bruce Merrill, Phoenix, president of Ameeco Inc. (manufacturing), American Cable Television Inc. (CATV systems), and of American Microwave Inc. (relay systems) and the immediate past chairman of the NCTA, also mentioned the possibility that CATV systems might delete commercials from TV signals.

"If CATV must pay for program rights," Mr. Merrill said, "then the foundation of CATV as an antenna service that doesn't touch the signal becomes obsolete." In the ultimate, he added, it could mean that CATV becomes competitive with broadcast stations in programing and in commercials.

Public Interest • Leon Papernow, president of Community Cablecasting Corp., Pacific Palisades, Calif., and a CATV veteran, was one of the more optimistic CATV operators last week. "Whatever the findings are I can't conceive that the public interest is going to be so ignored that CATV will become less widely available than it is now or that it will become more costly to the viewer," he said.

He suggested that it might be wise now to consider how copyright fees and clearances should be operated. He suggested something similar to ASCAP as probably making the best sense. "Otherwise," he concluded, "we're going to have a nationwide state of pandemonium."

Charles Dolan, president of Sterling Information Services, which has the CATV franchise for the southern half of Manhattan in New York, said the decision, if upheld, would probably lead to compulsory licensing and would give the CATV operator a new power over the programing he carried. The resulting royalty payment problems would have to be resolved, he thought, by creating a performing rights society.

Into Programing • A major CATV system owner, who refused to be identified, said the decision was indeed of landmark proportions, not because it cleared up the copyright law with respect to CATV, but because, as he put it: "It will change the face of the broadcasting industry by putting a thoroughgoing programing responsibility on the CATV operator."

If the copyright law says CATV must pay for what it carries, he continued, then it also gives CATV the right to pick and choose among program possibilities, to delete commercials from programs and to insert its own.

Whom do we believe, he asked: the
though CATV carriage of television programs does not represent performance in a "classical sense" it is nonetheless "a performance for profit." Technological developments he said, indicate a broader interpretation of "performance" than the traditional concept of stage actor and theater audience.

The court ruled against a Fortnightly contention that the Communications Act proscribes the charging of a fee for reception of television signals and hence prevents United Artists from collecting copyright royalties. The judge said that there was nothing in the Communications Act or in FCC regulations intended to have the effect of repealing Section One of the Copyright Act.

The reference to "proscription" applied to Fortnightly's claim that the Communications Act and FCC rules forbid the imposition of charges for "reception of commercial television broadcasts" and that "every person is free to receive such broadcasts by the equipment of his choice."

Fortnightly's contention was that in seeking CATV royalties on programs already licensed to TV stations, UA was trying to "impose an unlawful charge" on CATV subscribers.

Judge Herlands found "no merit to that defense." He said: "Beyond cavil, neither the policy nor the language of the Federal Communications Act or the regulations promulgated thereunder, nor the reports of the FCC are intended to or have the effect of repealing or modifying Section One of the Copyright Act."

The Benchmark • Judge Herlands also cited the 1931 Supreme Court decision in the case of Buck V. Jewell-La Salle Realty Co. as "perhaps the leading case" in liability for commercial use of a broadcast.

In that case the Supreme Court ruled that a hotel owner who distributed a radio program by wire throughout his establishment as a service to guests was infringing the rights of music owners whose compositions were being aired on the radio program.

The six-year-old suit brought by United Artists against Fortnightly went to trial in the district court for the southern district of New York in February (BROADCASTING, Feb. 21). The same court has before it a suit brought by CBS against community antenna operator Teleprompter Corp. The CBS suit turns on the same basic question of whether CATV carriage of TV programs constitutes copyright infringement.

Yet to be tried in the UA-Fortnightly case are specific damage claims advanced by UA and several defenses offered by Fortnightly, including claims that the UA program had been publicly performed and published without the required notice of copyright and accordingly was in the public domain, and that the statute of limitations also protects Fortnightly.

FCC which requires us to carry local stations, or this new interpretation of the Copyright Act which orders us to pay royalties for the programs we carry and must therefore also allow us to choose those we wish to carry?

The new interpretation, he said, would also create a host of new problems for the television networks vis-a-vis CATV systems. They'll have to find some uniform approach, he suggested, but they can't force CATV to take all their programs because this would put them in violation of antitrust laws against block booking.

The same system owner said enforcement of last week's ruling would require formation of a program licensing organization. There could be a thousand infringement cases brought next week on the basis of this decision, he said, and the result would be utter chaos. The courts wouldn't stand for it, he concluded.

E. Stratford Smith, Washington attorney who is a member of the legal team defending Fortnightly Corp. and who is special counsel to the NCTA, foresaw a "basic conflict" between two federal laws—the Communications Act and the Copyright Law.

If the New York court's ruling stands, he said, it promises a "chaotic, impossible" situation as far as CATV systems getting advance clearances. CATV operators cannot know with any exactitude, he said, what is going to be broadcast and when.

A second Washington attorney who also specializes in CATV said there are two ways of approaching the problem (on the assumption that the decision will be upheld finally):

On the one hand, he said, CATV owners might decide to compete with broadcasters for copyright rights to programs. Some of the larger CATV systems might do this since they do have financial ability. This could result, he observed, in CATV systems presenting programs that are prohibited to broadcasters, and the obvious related move of selling advertising to accompany these programs.

On the other hand, he noted, CATV's premise from the start has been that it is an antenna service; that it did not originate anything (except weather-time-news) and that it did nothing to the signal it was relaying to customers. Thus, there might be a concerted effort to get behind the Kastenmeier approach clearing CATV from copyright liability especially where CATV systems are providing programs from local stations already cleared by the copyright holders. This exempted area should extend beyond the grade B contours now imposed in the proposed revised copyright bill, he said, perhaps as far as areas where present TV service is inadequate.

He had calming words for those CATV operators who feared they would be forced into a copyright liability by the FCC ordering them to carry a particular station where they could not secure copyright clearance. No court, he said, has ever forced anyone to incur a liability because of a government order.

Sound Decision • Broadcasters and their spokesmen generally hailed the decision. They foresaw little or no problem for CATV systems carrying "normal" TV signals; they don't believe copyright owners would force payments where the cable companies are carrying the signals local residents are capable of receiving without CATV.

Douglas A. Anello, general counsel for the National Association of Broadcasters, expressed the view that "undoubtedly" some compromises will have to be made. "But," he added, "broadcasters have learned to live with the copyright law and so will CATV."

Ernest W. Jennes, attorney for the Association of Maximum Service Telecasters, said that the decision "is what we always thought the law is.

"Neither the copyright law nor the court's decision will have any impact on CATV systems operating in the traditional manner, filling in holes in the service areas of TV stations," he stated. "The decision, however, will have a decided effect on what we have been calling 'CATV Unlimited.' And from that point of view, we're delighted with it."

In amplifying his remarks about traditional CATV, he observed that for years translators, boosters and other forms of satellite TV have had no trouble from copyright owners. This is because they have been performing a service within the TV station's coverage area and where the TV station has already arranged for copyright rights, he noted.

One network attorney noted that theoretically copyright proprietors could now go to court for damages against
CATV owners, but he doubted this would be a practical result.

He suggested the CATV industry has been magnifying the practical problems involved in arranging for prior authorization to carry programs.

He thought a practical solution would be to have networks act as the licensing agent for all their programs and that local stations do so in the case of non-network programs aside from music licenses from BMI or ASCAP, with which networks and stations themselves have to deal separately.

This system, he said, would require that feature-film owners turn over CATV rights to networks and stations when they sell their product, and might involve additional rights payments from the broadcasters to film owners.

He said there would be no obligation on program owners to license their properties to CATV's, that there is no compulsory licensing provision covering films or television programing in the copyright law.

From more neutral ground, it was observed that the FCC in its Second Report and Order addressed itself to the copyright situation very clearly.

The commission, it was pointed out, stated (in paragraph 108) that the rules were being adopted in the light of the copyright situation then existing and that the requirement that CATV's carry local stations do not afford the system defense against copyright suits.

But the FCC also said in that order that if the pending copyright litigation was decided adversely to CATV the rules may have to be revised. And it added in a footnote, stations in making requests for carriage on CATV "will have to take into account the effect of any copyright litigation."

An FCC source observed that if the court decision is upheld, one of the premises underlying the CATV rules would have to be reviewed—that cable operators have an unfair competition advantage over TV stations in that CATV is not paying for its programs. Another FCC official raised a cautionary warning against copyright owners who might be tempted to squeeze more than a fair fee from cable owners. This would not be considered in the public interest, he said, and might call for legislation to protect CATV's from being gouged. The FCC, this source said, would not like to see CATV's put out of business.

Happy Owners = Copyright sources were smugly satisfied at the judgment but were reserved in their comments. While CATV operators contended that getting individual clearances would be intolerable, if not an impossible chore, copyright experts questioned why this should be so.

"You know what the programs are going to be," one expert observed, and you know who the copyright owners are. So what's the problem about negotiating for rights? The [UA] decision puts the CATV operator in the same position as the broadcaster. He must get the rights before carrying the programs."

Another official close to the copyright field thought performing rights societies to handle CATV licensing and royalties might evolve, but he thought it not very likely and not particularly necessary.

If one were formed, he said, broadcasters, especially networks, and independent producers as well as the major motion picture companies and syndication firms would have to be involved because they all hold copyrights on some programs.

He thought it would make more sense for broadcasters to acquire control of CATV rights when negotiating with program suppliers.

In this way, he pointed out, CATV operators would be able to deal directly with the stations whose programs they wanted to carry.

He acknowledged that many program suppliers, including major motion picture companies and their syndication subsidiaries, have resisted efforts of broadcasters to acquire authority to let their programs be carried on TV.

But he thought this resistance might weaken if broadcasters were more consistent and especially if they worked out a fair arrangement with suppliers for sharing revenues from the sale of these rights to CATV operators.

The UA decision, if it stands, is considered certain to bring the American Society of Composers, Authors and Publishers and Broadcast Music Inc., the major music performing rights organizations, actively into the field of CATV licensing. The question last week was not whether, but when.

Neither would comment formally on its plans, but it is known that both have long considered the possibilities of licensing CATV. Generally, it is believed they have delayed any formal moves at least partly to await the court's decision in the UA case.

This now gives them backing they lacked before—a clear-cut decision saying CATV operators were wrong in contending they didn't need licenses to use copyrighted material.

There was no immediate indication, however, as to when the music-licensing organizations might move into this field. Some indications suggested that they would wait, as one source put it, "until the dust settles."

It was also believed that they would probably be inclined to charge only those CATV systems that import programs from distant stations or compete with local broadcasters, and would grant gratuitous or at most nominal-fee licenses where the system is non-competitive and is used only to carry programs into areas otherwise unserved by TV.

An ASCAP source said: "It won't be hard for CATV to get ASCAP music," pointing out that ASCAP operates under a consent decree permitting applicants to have the courts establish a reasonable fee if they feel that ASCAP is asking too much—a procedure well known and widely used by broadcasters in their own license dealings with the society.

A BMI source also suggested music fees charged CATV would not be large, declaring that "music is the smallest part of the CATV problem."

**Court tests due for CATV rules?**

Commission moves against two CATV's and both appear ready to appeal

The FCC last week provided the basis for one court challenge to its CATV rules and began laying the foundation for another.

The commission adopted an order directing Buckeye Cablevision Inc. to stop importing distant signals into Toledo, Ohio. It was the first such order adopted under the CATV rules.

In a separate action the commission ordered TeleSystems Corp. to show cause why a similar order should not be issued against its system in Springfield, Pa.

Buckeye, which underwent a show-cause hearing last month, has indicated it might appeal a cease-and-desist order.

And although the order had not been released as of Thursday (May 26), it was understood that its effectiveness will be stayed long enough for Buckeye to bring an appeal in the U. S. Court of Appeals and to ask the court for a stay.

TeleSystems had said it intended to violate the commission rules and thus bring about a court test of the commission's authority over the company's operations.

Both commission actions involve the rule prohibiting CATV's from transporting signals beyond their grade B contour into any of the top-100 markets. CATV's must seek commission permission in a hearing before providing such service.

**Distant Stations =** The stations involved in the show-cause order directed against Buckeye last month are WKBW-

BROADCASTING, May 30, 1966
Welcome South Braves
(you've picked a winner in Atlanta!)

WSBeaver-Buddies: The Atlanta Braves... Big League Advertisers... WSB Radio! A great home-run combination, busy as Beavers entertaining and selling the dynamic, prosperous Atlanta market. Loyal fans depend on lively WSB for a year-round line-up of all-star sports. Loyal advertisers depend on WSB as their dominant Atlanta radio salesman. Sell-out crowds every day, around the clock, on WSB Radio!
Last Sunday night, NBC won more Emmy Awards than any other network. And that's great, no matter how many times it's happened before.

To us, the most gratifying aspect of this current victory is the range and diversity represented by NBC's winning programs and performers.

The mere listing of these 1965-1966 Emmy Award winners and categories, it seems to us, tells more about the scope of NBC's programming than we can possibly say.
Outstanding Continued Performance by an Actor in a Leading Role in a Dramatic Series
Bill Cosby, I Spy

Outstanding Single Performance by an Actress in a Leading Role in a Drama
Simone Signoret, “A Small Rebellion”; Bob Hope Presents the Chrysler Theatre

Outstanding Variety Series
The Andy Williams Show—Bob Finkel, Producer

Outstanding Variety Special
Chrysler Presents the Bob Hope Christmas Special—Bob Hope, Executive Producer

Outstanding Musical Program
Frank Sinatra: A Man and His Music—Dwight Hemion, Producer

Outstanding Single Performance by an Actor in a Leading Role in a Drama
Cliff Robertson, “The Game”; Bob Hope Presents the Chrysler Theatre

Outstanding Performance by an Actor in a Supporting Role in a Drama
James Daly, “Eagle in a Cage”; Hallmark Hall of Fame

Outstanding Writing Achievement in Drama
Millard Lampell, “Eagle in a Cage”; Hallmark Hall of Fame

Outstanding Directorial Achievement in Drama
Sidney Pollack, Director, “The Game”; Bob Hope Presents the Chrysler Theatre

Outstanding Directorial Achievement in Variety or Music
Alan Handley, Director, The Julie Andrews Show

Program Achievements in News and Documentaries
American White Paper: United States Foreign Policy—Fred Freed, Producer

Program Achievements in News and Documentaries
U.S. Senate Hearings on Vietnam—Chet Hagan, Producer

Special Classifications of Individual Achievements
Burr Tillstrom—“Hand Ballet, The Berlin Wall”—That Was the Week That Was

Program Achievements in Daytime Programming
Mutual of Omaha’s Wild Kingdom—Don Meier, Producer

Program Achievements in Sports
Shell’s Wonderful World of Golf—Fred Raphael, Producer

Individual Achievements in Music Conducting
Laurence Rosenthal
Michelangelo: The Last Giant

Individual Achievements in Film Editing
Marvin Coil, Everett Douglas, Ellsworth Hoagland: Bonanza

Individual Achievements in Electronic Production Video Tape Editing
Craig Curtis, Art Schneider: The Julie Andrews Show

Individual Achievements in Electronic Production Lighting
Lon Stucky
Frank Sinatra: A Man and His Music

Individual Achievements in Electronic Production, Technical Directors
O. Tamburri: “Inherit the Wind”; Hallmark Hall of Fame

National Broadcasting Company
Radio revived by big users

RAB board told four major advertisers about to come into medium; report on ARMS evokes enthusiasm

This is radio's year to make major strides in bringing blue-chip package-goods advertisers back into its client list, the Radio Advertising Bureau's board of directors was told last week.

The report came from RAB President Miles David, who told the semiannual board meeting that in addition to gains already being made with such major advertisers as Colgate, Procter & Gamble and Lever Brothers (Broadcasting, May 23), radio this year would get "substantial" budgets from "at least four corporate giants" that have used radio sparingly in recent years.

He did not identify the "four corporate giants" publicly, but it was understood that they include companies in the food, soap and cosmetic fields.

He attributed radio's resurgence to a growing advertiser awareness of the need to include radio in the media mix, along with a stepped-up campaign by RAB among national advertisers.

The board also heard a detailed report on the All-Radio Methodology Study (ARMS), a project undertaken by RAB and the National Association of Broadcasters to evaluate various techniques for measuring the radio audience.

Arms Report in June • A preliminary report on the ARMS project, made public during the NAB convention (Broadcasting, April 4), touched off a controversy that NAB and RAB officials attributed primarily to confusion or lack of understanding. The final report was then promised within six or eight weeks. Authorities said last week that it had been delayed somewhat but would be ready for release "in June."

After hearing a "non-technical" report on the ARMS findings, the board was told to be "extremely enthusiastic." President Solomon Dutka and Vice President Maurie Gottlieb of Audits & Surveys, the independent research firm that conducted the study, were asked to answer questions from board members.

Mr. Dutka assured them that "radio is now out ahead of other media in having modern standards of audience size established through independent research."

The board adopted a resolution asking Harold Krelstein of the Plough Stations, the RAB chairman, to appoint a research committee "for the purpose of exploring means of seeing to it that findings of the ARMS study are put to use in producing valid measurements of radio audiences." Board members questioned afterwards said that this might be taken to mean that the board wanted to make sure that one or more research companies—either those now engaged in audience research, or others—get into the business of measuring radio audiences along lines recommended in the ARMS report.

Improvements Cited • The board also heard a report by Robert H. Alter,
RAB executive vice president on "the new RAB," describing changes in the bureau's organization policy objectives and services during the last six months. Department heads also appeared before the board to submit brief reports on their activities. These were Maurice E. (Doc) Fidler, regional sales director; Jack Burke, director of midwestern sales and head of RAB's new Chicago office; Joyce Reed, director of large-market service, and Edward A. Whitney, director of the small-markets division.

Also adopted was a resolution "praising the board for its wisdom in reaching down into the ranks of management for appointment of our new administration of RAB," an apparent allusion to the elevation of Mr. David to the presidency and Mr. Alter to the executive vice presidency.

Ayer and Y&R compete for Plymouth account

Both N. W. Ayer & Son and Young & Rubicam were busy last week preparing presentations for the broadcast-heavy Plymouth account of the Chrysler Corp., estimated to bill $30-35 million in all media.

Ayer has handled the account since 1943 and thus is fighting to keep the business. Y&R handles the Chrysler corporate account as well as the advertising for Chrysler and Imperial cars.

Earlier in the week Chrysler denied reports that the company already had decided to move Plymouth to Y&R and said that it only has asked both agencies to make presentations. The purpose, Chrysler officials explained, is because "we are looking for the most effective advertising we can get for the 1967 Plymouth."

On Thursday a Chrysler spokesman indicated a decision probably will be made soon but explained that does not mean immediately since both agencies were only informed last week and they must have time to prepare their presentations. In Detroit auto circles it is customary for basic advertising plans for the new model year to be pretty well outlined by June 1.

On the basis of total company spending, Chrysler Corp. was the number-one user of spot radio last year, investing nearly $14.7 million in the medium (Broadcasting, May 23). The company invests a substantial portion of its billing in TV too. Chrysler's Dodge division is handled by BBDO.

KSTP-TV offers clients free sample color ads

The adage of "show me" is being used to dispel misconceptions advertisers might have in the use of color in TV commercials. KSTP-TV Minneapolis-St. Paul is offering, at no charge, sample color commercials produced with station facilities to advertisers uncertain how their commercials will look in color and hesitant because of anticipated high-budget costs for production.

The station's offer includes color studios, crews, art work, talent and copy treatment.

The station said the plan came about after an advertising agency used such a "spec" for a client. Roger Harrison, an account executive with Kerker-Peterson Advertising Agency, Minneapolis, offered a series of color commercials on "spec" for client Schweiger Meat Co., a non-TV user. The stations-produced spots shown to agency Vice President Allen Sandvik moved him to include them in the agency's annual budget presentation to the client.

If it worked that well with an advertiser not using TV, it was decided, the "spec" plan was worth extending to advertisers who want to get into color but have some reservations.

Announcing Acme Accelerated Service

You set the deadline...we meet it!

New! Extra-expedited transfers, dupes, 16mm prints

ACME has always been known for superior service—and now we've added a new dimension. When you specify ACME ACCELERATED SERVICE your order is given uninterrupted attention from the moment it enters our doors until it's back in your hands. In short, all systems are "go" until your job is finished. When cost is no object, you can count on delivery in only a fraction of the regular time. (CAUTION: May be habit-forming.)

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The tricks of TV ad management

They're worked over in detail at ANA seminar as advertisers spend four days learning how to get more mileage out of their TV investment.

Sixty of television's biggest advertisers took a long, hard look at the problems and opportunities of TV advertising last week as the Association of National Advertisers held a four-day seminar on television advertising management at the Westchester Country Club, Rye, N.Y.

The sessions, held from Sunday evening (May 22) through Thursday morning (May 26), explored subjects as diverse as audience measurement, "how to buy and administer" spot and network TV, trends in programming and in government regulation, creative concepts, testing commercial effectiveness, the responsibility for future effectiveness and the role of television not only as an advertising force but also as a communications medium.

The sessions were closed to all but ANA members. Texts of a number of presentations were made available, however. Among those not immediately available were those of network and agency officials participating in a panel on advertiser-network relationships. These included James Duffy, ABC-TV; John Otter, NBC-TV; Carl Tillmanns, CBS-TV; Edmund C. Bunker, Interpublic Group of Cos.; Frank Kemp, Compton Advertising, and Richard A. R. Pinkham of Ted Bates & Co., who was moderator.

Sam B. Vitt, vice president and executive director of media and programming, Ted Bates & Co., discussed the mounting complexities of buying spot TV, concentrating on the effects of UHF television and community antenna TV and of various industry moves to achieve more widespread flexibility in the use of the medium.

CATV Effects • Mr. Vitt pointed out that CATV at present is not hurting the advertiser and is helping him in many cases, but is working toward a redistribution of his expenditures. He cited as an example a regional produce company that sold its products both in the home town and in a large city 200 miles away. With the establishment of a CATV system bringing the big-city station's signal into its own town, the company canceled a large portion of its home-town budget.

"Where CATV exists, he [the advertiser] is in all probability getting more for his money than he knows," Mr. Vitt ventured. "The logical extension, of course, is that because of this, he may not be deploying his dollars as relatively efficiently as could be possible. The industry does not have comprehensive data on CATV systems and the areas they service; thus, CATV advertising pressure accrues as a haphazard bonus weight rather than a marketing-directed one."

The growth of UHF television outlets, Mr. Vitt continued, has the effect of splintering the audience to a considerable degree. The spot TV administration and buying functions accordingly become complex, he observed, and this means that effective management of proliferating detail can result in a decisive marketing edge, particularly for packaged goods.

Mr. Vitt cited the perplexities faced by media buyers in coping with a large number of varied rate cards offered by TV stations and the need for more effective coordination of spot TV buys primarily because of the surging use of piggyback commercials. Three basic approaches are being used to grapple with the question of coordination, he reported, with the advertiser sometimes managing the broadcast detail, with one agency among several sometimes assigned this responsibility and with two or more agencies dividing this function in designated markets or regions.

Flexibility • Mr. Vitt offered these suggestions to advertisers and agencies to meet the challenge of spot TV buying: Play the constructive critic role and explain to stations and their representatives the reasons for dissatisfaction or for dropping a spot TV schedule; pay more attention to the detail of buying the medium; be ready to make changes in media implementation since "new problems demand new solutions."

Norman E. Cash, president of the Television Bureau of Advertising announced a TVB project aimed at clearing a path through the paper jungle surrounding spot television buying (see box), and also described a booming and flexible spot TV market that has grown from under $400 million in 1956 to over $1 billion last year.

Among notable trends within those totals, he pointed to toy manufacturers' spot TV billings, up to more than $25 million in 1965 from about $1,250,000 10 years earlier, and a tremendous increase in soft-drink expenditures over the same decade. They may overtake beer and ale billings this year, he noted.

Mr. Cash suggested the practice of evaluating the spot television outlay for a market in terms of gross rating points should have given way to the more sophisticated approach of determining desired reach and frequency and allocating the budget accordingly.

Burgard's Grievances • A speech by John W. Burgard, vice president and director of advertising for Brown & Williamson Corp., Louisville, was titled "increasing the effectiveness of advertiser-network relationships," but actually was a lengthy complaint about network practices, although he noted that a great deal of the blame for advertisers' problems rests with the advertisers themselves.

His first complaint was over pricing TVB clean-up campaign

The Television Bureau of Advertising is ready to take a hatchet into the paperwork jungle of station-representative-agency accounting practices.

TVB President Norman (Pete) Cash last week announced a new bureau program involving long-term major expenditures to work at streamlining broadcasting billing procedures.

A preliminary report by the accounting firm of Arthur Young, underwritten by TVB, found that savings through coordinated techniques and elimination of duplicated paperwork "could be in the millions of dollars, shared by television, agency and advertiser."

Mr. Cash said the bureau project would work toward standard definitions of business accounting periods, uniform media and product codes for computer applications, elimination of redundant records and simplification of the entire area of paperwork accounting between segments of the broadcast advertising industry.

TVB, he said, is underwriting a major study of systems used by stations, reps and agencies in handling spot TV.
Mr. Burgard claimed that costs to advertisers are rising constantly without any compensating increase in audience. He criticized sharply the pricing of new programs, which, he said, have a high rate of failure. The advertiser, he added, has little or no price protection on renewal of continuing programs. He singled out as "annoying" the networks' charge for extras, which take different names such as "networking."

For example, he said the cost of mechanically inserting commercials into original programs on ABC-TV next season would go to $500 as against $250 this season, a gain of 100%. While the same inflation charge in ABC-TV repeats would go to $850 as against $700 this year, a 21% increase. On CBS, he said, integrating commercials and billboards will go from $250 this season to $800 next, whether the programs are originals or repeats. NBC's comparable charges, he continued, remain unchanged at $250 for both originals and repeats.

By whatever name they're called, he said, extras like these "used to be trivial" but now, particularly with the addition of color, add up to "a significant sum" and, along with other price problems, work against "the continuing 52-week, year-in-year-out advertiser who is the backbone of the networks' business."

Mr. Burgard also deplored what he called the "nebulous position protection," offered by TV networks, contending that a show is often dropped or moved into another time period without regard to the advertiser's needs. Related to this, he said, is product protection, which "for all practical purposes has disappeared."

He scolded networks on other counts, for failing to provide audience composition information which he held to be "important" to advertisers; for placing some commercials after the end of a show instead of scheduling them in favorable "island" positions and for neglecting to solve the problem of "clutter," created by billboards, titling, and credits.

Spate of Specials - William Hylan, senior vice president and director of broadcasting, J. Walter Thompson Co., spoke on emerging programing trends and pointed to the blossoming of prime-time entertainment specials, the potential of the series pilot serving as feature-film entertainment and the upheaval in new program development.

He reported that both CBS-TV and NBC-TV, which had tended to limit the number of specials in the past, are now reported to be "out for all they can lay their hands on." He added that CBS-TV has notified advertisers it may exceed the two pre-emptions that had been the limit in past seasons. ABC-TV already is in the market booking special programs for its Stage 67 series, Mr. Hylan observed.

Mr. Hylan referred to "a considerable upheaval" going on behind the scenes that will affect future new program development. In January and February when new shows were selected for fall scheduling, the independent producers realized they were spending large sums of money to develop network programs with no way to recoup funds expended on unsuccessful pilots, according to Mr. Hylan. As a result, he said, program producers have "decided to call a halt and rewrite the book on program development."

He predicted there will be more and more shows like ABC-TV's upcoming The Iron Horse, which will be produced to serve the dual purpose of feature entertainment and series pilot, and added:

"It's somewhat ironic that television which killed the 'B' picture in theatrical distribution will be resurrecting it for inclusion in its own schedules."

Mr. Hylan said that with the possible exception of The Monkees on NBC-TV, with a novel technique of filming, and Stage 67 on ABC-TV, he found it difficult to pinpoint any 1966-67 programs that break new ground or launch a new program trend.

Ad Values in Specials - Lee Currlin, vice president and director of programming, Benton & Bowles, explored the advantages and the drawbacks of TV specials to an advertiser.

He noted that the average number of entertainment specials has increased from 35 in 1954 to an estimated 100-150 in 1966-67, though the growth pattern has been uneven through the years. The number fell from 110-125 during 1959-1962 to 70-80 during 1963-64 as networks became more selective, Mr. Currlin said. With a strong sellers' market in network TV developing in 1965-66, the number of entertainment specials topped the 100 mark.

Among the reasons cited by Mr. Currlin for buying specials: the need to present a "deep sell" message, support special promotions, enhance the corporate image, bolster seasonal advertising, stimulate interest of sales force and distributors, and capitalize on special holidays.

He indicated these potential drawbacks in buying specials: It is difficult to project ratings for specials, as compared to a weekly series, as they can vary in pulling power; it is vital to have substantial publicity and promotion support since the special is telecast once at a certain day and at a specific time; it requires a satisfactory time period to attain its full potential.

Mr. Currlin said prices for specials are skyrocketing. He reported that a special that could be bought for $250,000 per hour a few years ago now costs $350,000 and will rise closer to $450,000 next year.

More to Be Done - Louis Cowan, director of special programing of the Columbia University graduate school of journalism and former president of CBS-TV, said TV has fulfilled its potential as an advertising medium but has fallen short of target as a communications force.

He noted that TV accounted for an estimated $2.5 billion of the approximate advertising expenditures of $15 billion in 1965. He mentioned the comfortable profit margin in recent years of stations, group operations and the TV networks to support his assertion of advertising achievement.

"While I'm not commenting on any advertiser profits," Mr. Cowan remarked, "the Dow-Jones figures give expert testimony. Financially, then, it seems that, on the whole, the advertiser-network and station relationships have worked well."

Mr. Cowan expressed strong reservations about television's accomplishments as a communication force in these terms:

"If, on the other hand, television is to be regarded as an instrument for achieving fundamental objectives of a national policy dedicated to the common interest and improved quality of
Napoleon pitches for Bonbel cheese

A famed engraving of Napoleon is a pivotal part of a 10-second color commercial prepared by N. Dorman & Co., New York, on behalf of its Bonbel cheese. The commercial began last week on WNBC-TV and WCBS-TV in New York and the campaign will be extended to Los Angeles, Philadelphia and possibly other major cities later in the summer and fall seasons.

The engraving fades into an animated figure of Napoleon holding a Bonbel container and ends with the only four spoken words in the spot: "Tonight, Josephine!—Bonbel Cheese." The commercial was created for Dorman by its agency, Venet Advertising Co., New York and Union, N. J., and was produced by Stars and Stripes Forever Productions, New York.

our society, then I feel that it has fallen far short of its potential."

He said he was convinced that commercial television can be the freest and the best television. He urged TV broadcasters and advertisers not to appeal simply to "docile audiences" that demand nothing.

Mr. Cowan cautioned that the same kinds of mass audiences may not be there in the future. He pointed to the coming fragmentation of audiences resulting from satellite broadcasting, CATV and UHF and, as a consequence, urged that advertisers and the industry redefine their goals.

Forecasting * Paul Roth, vice president and media director of Kenyon & Eckhardt, outlined his agency's method of predicting the performance of television programs. He put strong emphasis on the importance of attitude research in this technique and said TV-Q and PI-Q scores—research which measures attitude rather than audience figures—are more important in predicting programs shares than the last season's Nielsen scores.

Kenyon & Eckhardt's system, called "key-pace," uses a computer with factor analysis and multiple regression techniques for weighing variables. For the 1965 television season the system predicted accurately for 67% of network programs within a margin of five share points according to Mr. Roth. For new shows it was 49% accurate within the five-point margin.

John Kelley, director of advertising at Goodyear Tire & Rubber, said his company's sales have increased nearly $500 million in the last two years, that television is getting 75% to 80% of its national advertising dollars and that "if our advertising didn't help us it also didn't hurt us."

Mr. Kelley described Goodyear's success with voiceless commercials for its snow tires and with the commercial series whose theme is "when there's no man around, Goodyear should be."

He offered recommendations for handling advertising creative departments, among them: "Manage, don't dominate," "immerse your creative people in advertising research," and "see to it that your creative people win more battles than they lose."

Agency appointments...

- Keebler Co., Chicago, formerly United Biscuit Co., has named Tatham-Laird there to handle its new products.
- First Financial Marketing Group, Boston, has assigned Edward Thomas Associates Inc., New York, to prepare public relations for its new Bancard-check, a combination travelers check and credit card. National introduction is scheduled through commercial banks supported by a campaign handled by Churg and Cairns Inc., Boston.
- Brioschi Inc., Fair Lawn, N.J., has named Ketchum, MacLeod & Grove Inc., New York, to handle advertising for its product, Brioschi, an antacid alkalizer marketed primarily in drug and grocery outlets.
- Celeste Italian Food Specialties, Stickney, Ill., names Geyer, Morey, Ballard Inc., Chicago, to handle its account. Broadcast media will be used.

KWFT sends rate card to free-time promoter

Nelson Sykes Associates Inc., a New York public relations firm, has shocked KWFT Wichita Falls, Tex., with a new promotional stunt for the Mobil Oil Co., also of New York.

The station had received a 12-inch LP record from Nelson Sykes that contained 20 bands of "public service" messages, each of which mentioned the Mobil Oil Co. The messages, code "Let's Discover America," proclaimed "unusual and fascinating places or events in the U. S. and their history." Nelson Sykes requested free air time.

The station responded by sending its rate card to the PR firm, saying that it would be happy to work for Nelson Sykes and Mobil Oil "on a commercial basis which this LP record unquestionably is."

Bell wants everyone's ideas on 'clutter'

A major review of the elements of clutter in television is underway by the National Association of Broadcasters Code Authority. Howard Bell, code director, told the Better Business Bureau of South Florida meeting in Miami Springs Villas last week that the study is being conducted "to see what can be done to meet the concerns of the viewer" and still be practical for the broadcaster.

The study, ordered by the TV code board, will include a review of the code's advertising standards. Mr. Bell said the problem of placing nonprogram elements in the schedule often give the "appearance of overcommercialization."

He said he is seeking constructive comments and suggestions from all broadcasters, whether code members or not, on the problem of clutter.
NEW YORK
LOS ANGELES
CHICAGO
PHILADELPHIA
BOSTON - MANCHESTER
DETROIT
CLEVELAND
SAN FRANCISCO - OAKLAND
PITTSBURGH
WASHINGTON
PROVIDENCE
ST. LOUIS
DALLAS - FT. WORTH
CINCINNATI
Baltimore
MINNEAPOLIS - ST. PAUL
MIAMI
NEW HAVEN - HARTFORD - NEW BRITAIN
INDIANAPOLIS - BLOOMINGTON
MILWAUKEE
KANSAS CITY
CHARLOTTE, N. C.

THE MIAMI MARKET
MAY BE 19th TO SOME PEOPLE...

BUT

TO SMART ADVERTISERS
THE MIAMI MARKET
IS
16th!

647,100 TV HOMES (Television Magazine April 1966)
144,666 ADDITIONAL TV HOMES (Based on Horwath & Horwath, Accountants to Florida Hotel Ass'n., and Florida Development Commission)
791,766 TOTAL TV HOMES

Represented by

WLBW-TV, CHANNEL TEN, MIAMI, FLORIDA

AFFILIATED WITH WCKY 50 KW CINCINNATI, OHIO

BROADCASTING, May 30, 1966
Mixed bag of TV grievances

Widely heralded Senate hearing on TV discounts produces some complaints from small advertisers, but consensus leans against more federal control

After eight months of preparation, the Senate hearing into possible discrimination in television advertising went before the public last week. It had the buildup of a lion and came in like a lamb.

Several witnesses decried the unfair advantage the "giants" have with their huge discounts, but generally they didn't favor government regulation. They preferred to let the marketplace take care of possible inequities.

One advertiser charged that Procter & Gamble and broadcasters had joined in "illegal collusion" to kill piggyback spots in 1964.

One advertiser felt there were too many commercials on television.

One advertiser said that the desire to get TV discounts has been a factor in company mergers. He also wanted the networks to sell 30-second spots.

A station representative said the break between network shows should be extended from 40 to 60 seconds because one-minute spots are in more demand.

But when the first three days of the hearing had ended the Antitrust and Monopoly Subcommittee, in the words of its chairman, Senator Philip A. Hart (D-Mich.) was still seeking an "objective standard..."

Senator Hart, in his opening statement, noted that network TV rates and discount structures "have reached an acme of sophistication." He said the hearing centered on the TV networks "not because their practices necessarily differ from other media" but because TV has an "enormous impact...particularly in the field of low-cost consumer items."

The new network rate cards will play a role in the hearing, he said. However, the marketplace will have to tell if they contribute "to a less discriminatory structure and what insurance they give, if any, concerning freedom from possible future discriminations."

CBS announced it in February, ABC announced it at a House hearing three weeks ago and NBC the following week announced it was dropping two of its discounts (Broadcasting, May 23, 16).

A difference of opinion among the subcommittee members was evident at the outset. Following Senator Hart's statement, Senator Roman Hruska (R-Neb.) read a statement from himself and Senator Everett Dirksen (R-Ill.). They referred to the House hearing that indicated that 83% of all network TV today is being sold on a participation basis "with no volume discounts rather than under block advertising system with its volume discounts."

A Decade of Change • Contentions

that large discounts, "amounted to discrimination among competitors," they said, were based primarily on the block advertising, the prevailing practice in television's early days. They asked for a "full, objective" picture of today's TV advertising practices and the "precise reasons for the apparent changes during the past eight to 10 years."

Several times during the hearing the question came up of what the rate cards, particularly the new ones, show. At one point Peter Chumbirs, minority counsel, suggested postponing the hearing until all the rate cards are available for study.

Jerry Cohen, staff director and chief counsel, said he had seen the ABC and CBS cards, but hadn't seen NBC's card yet. The basic discrimination, he maintained, is not covered by the time card. Rather it's a question of availability.

The basic problem, he added, is whether big advertisers, because they have huge advertising budgets, are getting better availabilities and better types of packages. The networks expect to testify late in June but have not been given definite dates.

The two-year-old story of the piggyback battle was brought into the picture by Allen D. Choka, vice president and chief counsel of Helene Curtis Industries Inc., Chicago. He charged that in 1963 the FCC's drive against overcommercialization and clutter produced "soul-searching" on the part of broadcasters that led many of them to feel that piggybacks were depriving the stations of income.

Mr. Choka said that when Procter & Gamble added its voice to the antipiggyback clamor, the National Association of Broadcasters Code Authority got into the act and said it would recommend that piggybacks be banned. This action could only be viewed in one way, he said, "as collusion, and as illegal collusion at that."

Improper Ultimatum • He said that Helene Curtis in letters to NAB, the FCC and P&G "indicated that we considered P&G's ultimatum and the broadcasters' acquiescence in the ultimatum as improper." The allegations that Helene Curtis would be injured by such a move, he said, were denied by Howard Bell, director of the code authority, and the new rule was "defended on the basis of public interest and a desire to
said he had tried to buy 30's but "it's well known that a single 30 isn't available." He called this a "real disadvantage" to smaller advertisers who must compete with large corporations that use piggybacks to push dissimilar products.

Asked by Senator Hart if he had tried to pool with other small advertisers to jointly buy a one-minute network spot that would be a piggyback, Mr. Combe said: "Yes. I didn't get to first base."

He also felt that some smaller firms merge to get TV discounts. He described this as a "factor, a frequent factor." As former president of the Proprietary Drug Association, he said the PDA membership in 1956 was 115 and only 96 in 1966. "The obvious discounts of up to 40% in television advertising," he said, "have to be a factor in a merger."

He said that Clearasil, an acne ointment, its biggest product, went from almost exclusive print advertising to television between 1950 and 1960. He sold the product in 1960. Mr. Combe said he never spent more than $500,000 a year and was hucking people "who spent millions and got big discounts in advertising."

First Call • The participation route in television is credited to helping the small advertiser by Jeno F. Palucci, president of the Chun King Corp., Duluth, Minn. Although, he added: "I'm sure the giants are given the first call at the good show."

Describing his early dealings with networks in trying to buy time, Mr. Palucci said he attempted in the mid-fifties to buy "some one-minute spots" on Garry Moore's CBS-TV daytime show. He tried with two agencies, he said, and both times came up empty handed. Since the show was on daily, "It was hard to believe there weren't some empty one-minute periods somewhere," he commented.

After the second agency was unsuccessful, he said, he went to New York for a direct confrontation with the CBS-TV sales manager. "I was there to plead our case, hat in hand," he said, asking the network to "please sell me some of that publicly owned air time."

Mr. Palucci said he "finally did get those one-minute commercials, but this incident taught me something—that my dollars were not as good, in the eyes of the network, as the dollars of other larger companies. The giants are given the red-carpet treatment when they want to buy time, whereas I was practically escorted to the elevator."

He said when Chun King landed an hour on ABC-TV "we were able to buy time, but not the prime time we wanted. The best we could get was an hour period on the fringe of prime time. . . . I didn't know it then, but the time for that show cost us about twice what it would have cost a giant advertiser." Mr. Palucci did not elaborate.

Reasonable Discounts • The Chun King president said he is not against discounts if they are reasonable—"about 10%." He is opposed to "hugh discounts of 50% to 70%" that give big advertisers "an unfair advantage" over smaller ones. He also feels big advertisers get first crack at shows and that the big discounts contribute to "poor programming through reduced competition."

Mr. Palucci, who said he now has spots on NBC-TV's Today and Tonight shows, feels that availabilities have improved in the past five or six years. "The longer we buy and the more we buy," he added, "it's like getting senior-
Label misleads truth-in-advertising champions

In an attempt to show how corporations with a variety of products spend much more in television than single-product firms, and can afford to do so because of discounts, the Senate Antitrust and Monopoly Subcommittee produced the chart (above) at last week’s hearing into alleged discrimination in TV advertising practices.

The chart, showing the amount spent on TV in 1965 by the 10 leading coffee roasters in 1964, was unveiled during the testimony of Reuben W. Hills III, president of Hills Bros. Coffee Inc., San Francisco. It had been assumed it was his chart until Mr. Hills professed no knowledge of it.

The chart was considered misleading since it did not specify how much of the spending was for coffee advertising.

According to Television Bureau of Advertising figures, Procter & Gamble spent $7.1 million in spot for Folger’s coffee out of the P&G TV budget of $160.9 million. General Foods spent $4.2 million in spot and $4.9 million in network for Maxwell House, $1.6 million in spot and $314,200 in network for Yuban, $80,510 in spot for Maxim, $3.3 million in network and $110,770 in spot for Sanka, for Folger's, $1.6 million in network and $4.2 million in spot for Martinson's, for Sanka, and $266,620 in spot for Martinson's coffee out of a corporate TV budget of $53.5 million.

The chart was prepared by the Hart subcommittee which has also been the instigator of legislation to require truth in packaging.

for Folger's coffee out of the P&G TV budget of $160.9 million. General Foods spent $4.2 million in spot and $4.9 million in network for Maxwell House, $1.6 million in Spot and $314,200 in network for Yuban, $80,510 in spot for Maxim, $3.3 million in network and $110,770 in spot for Sanka, for Folger's, $1.6 million in network and $4.2 million in spot for Martinson's, for Sanka, and $266,620 in spot for Martinson's coffee out of a corporate TV budget of $53.5 million.

The chart was prepared by the Hart subcommittee which has also been the instigator of legislation to require truth in packaging.
For the first time in syndication
RKO General Productions in association
with Henry Jaffe Enterprises presents

Shirley Temple's Storybook.

Here are 13 hours of family entertainment,
with the timeless appeal of the world's best-loved
stories and the marquee impact of a star-studded
cast. Look at this line-up:
Great stories such as: Sleeping Beauty, Ali
Baba & The Forty Thieves, and Rip Van Winkle.
Great stars such as: Lorne Green, Carol Lynley,
E. G. Marshall, Agnes Moorehead and, of course,
Shirley Temple.

All 13 hours were produced at the Hollywood
Studios of Columbia Pictures. All commanded
dominant ratings and shares on the networks.
And all of the facts are yours for the asking.
Contact Al Sussman. (212) 564-8000

RKO GENERAL PRODUCTIONS, 1440 BROADWAY, NEW YORK, NEW YORK 10018.

BROADCASTING, May 30, 1966
2, 3, 4) Riot scenes as relayed from the Telecopter to home viewers • (5) The KTLA Telecopter • (6) Newsmen Stan Chambers and Hal Fishman discuss implications of the Watts riot with Sam Yorty, Mayor of Los Angeles • (7) Pilot-announcer Larry Scheer and meteorologist Harold Morby • (8) Hugh Brundage, head of news for GWB in KTLA’s communications center where he coordinates reports from the station’s ground and air-teams • (9) Dean John E. Drewry of the University of Georgia presents the George Foster Peabody Award to Gene Autry, Chairman of the Board, Golden West Broadcasters; GWB Executive Vice President Loyd C. Sigmon (center).
The weather was sultry, the crowd sullen. Soon a single incident flared into a mindless riot. With one exception, the news teams that rushed to the Watts area on that angry August evening were driven back by gunfire.

But KTLA News was on top of the story. Literally. For a total of twenty-four and a half hours the station’s Telecopter hovered in the smoke of the looted buildings, keeping its live TV cameras trained on the strife below. Only KTLA’s airborne newsmen could provide this immediate coverage. Even so, KTLA relinquished its dangerously gained right to an “exclusive” and freely supplied its unique coverage to the nation’s major networks and the other independent stations throughout the nation.

Golden West Broadcasters, owners and operators of KTLA, are deeply pleased that this feat of reported impartiality and daring has been honored with a George Foster Peabody Award.
ter-plan buys and said the only shows it can't get on are those that are sponsor owned or are sponsored under long-term contract. "We are able to buy the advertising in a satisfactory way to fulfill our marketing objectives," he added.

Questioned by Senator Hart if the time buy is more "negotiation" than following of the rate card, Mr. Boslet said: "I don't know the practice of other advertisers. I have no way of knowing what the other people on the same show pay. Audiences change and the networks are basically selling audience size. In scatter plans it's a negotiation between sponsors and the networks. It's a good healthy buyers-and-sellers market."

The only witness to openly call for government intervention in this area of "business intercourse" was David C. Melnicoff, vice president of the Federal Reserve Bank of Philadelphia. However, he doubted if the answer would be in simply applying antidiscrimination legislation.

He testified on industry practices when he was president of Fels & Co., from 1959 to 1964. The structure of TV time, he claimed, "gives an important advantage to the large purchaser" with discounts up to 40% or 50%.

He said the price-discrimination ban of the Robinson-Patman Act would forbid current TV pricing practices if the act applied. The present rate structure, he added, appears to be a contributing factor of mergers of smaller firms into larger ones.

Mr. Melnicoff said he knew Fels was paying more for TV time than its larger competitors, but that he even could have put together five Fels with five times as many products, "it could have gotten competitive schedules.

Conjecture - Senator Hruska challenged Mr. Melnicoff's statement as "a conjecture, built on a conjecture, built on imagination." He replied that his impressions were based on his tenure with Fels and that it dates back several years. He maintained the observations were based on "what was generally well known. I mean well known in the trade."

"But you don't know now," Senator Hruska charged. "What you're saying is what you believe was true several years ago when you were head of Fels."

Adam Young, president of Adam Young Inc., New York, noted that many former spot advertisers have now gone into network participations since block time purchases have diminished. The rep claimed that some national and all regional and local advertisers are precluded from getting one-minute spots in prime time because the network-controlled station breaks are limited to 60 seconds. He maintained that 80% to 90% of advertiser requests are for 60-second availabilities, but that none exist in prime time. He termed this an inequity between the national advertiser on the network and the advertiser buying spot time.

The hearing continues Thursday and Friday (June 2-3) with testimony from Gerald Arthur, president of Mercury Media, Islip, N. Y., licensee of WABC Islip and an applicant for channel 67 in Bayshore, N. Y.; Arthur Howell, Creomulsion Co., Atlanta; Jess Nicks, General Brewing Co., San Francisco; Arthur Hyde, Mentholatum Co., Buffalo, N. Y.; Paul De Domenico, Golden Grain Macaroni Co., San Leandro, Calif.; Professor Harlan Blake, Columbia University; Robert Morris, Broadcast Advertisers Reports, New York, and Gaylord La Mond, Chock Full O'Nuts Coffee, New York.

FCC serves best by serving least'

Broadcasting's responsibility to the public, to communicate honestly on even the most controversial subjects despite governmental pressures, was the theme of the keynote address made at the opening of the Western States Advertising Agencies Association's 16th annual conference. The four-day meeting (May 19-22) was held in Palm Springs, Calif., at the Canyon Club Inn.

In making the keynote address, Gordon B. McLendon, president of the McLendon stations group, cracked down hard on the FCC. In the field of program content, he said, "The FCC can serve best by serving least."

In all, there were 20 speakers in advertising and communications fields at the WSAAA sessions. Also included were lectures and seminars covering advertising production and creativity and delving into the general area of techniques needed to produce more meaningful communication.

How humor and other emotional appeals can move in on the wings of sound were demonstrated by a radio panel that included Chuck Blore of The Blore Group, Creative Services, Dar Williams of Dallas Williams Productions, Hugh Heller of Heller-Ferguson Productions and Robert Light, president, Southern California Broadcasters Association. The role of the computer and computer-based systems in future advertising services was presented by Frank Crane of Informatics Inc., Van Nuys, (Calif.), developer of electronic processing systems. Anthony Newell, head of the International Division of Foote, Cone & Belding Inc., in London, described how the Institute of Practitioners in Advertising and other European organizations are working together to improve the quality, efficiency and impact of advertising abroad.

WSAAA awards for outstanding service were given and the new officers and directors for the 1966-67 year were announced. Gordon M. Gumpertz, president, Gumpertz, Bentley & Dolan, Los Angeles, will head the association as president. Robert Brandson, senior executive vice president of Falos Co., N.Y., San Angeles, will serve as executive vice president. Robert W. Boone, vice president, Ray Gage Inc., Los Angeles, becomes secretary-treasurer.

Business briefly...

Gillette Safety Razor Co., through Clyde Maxon, both New York, is pacing its Heads Up hair grooming campaign with network and spot TV during May and June. One-minute color commercials on CBS-TV and NBC-TV and spot across the country are backing Gillette's combination offer of Heads Up and a pair of sunglasses. Gillette, via same agency, also will use network and spot TV in an expansion of its Techmatic razor and razor and comb introduction throughout the Northeast.

Marine Division, Chrysler Corp., through Ross Roy, both Detroit, has bought into NBC Radio's Monitor, Monitor Sports with Joe Garagiola and Chet Huntley's Focus on the News.

International Harvester Co., through Foote, Cone & Belding, both Chicago, and Bank of America, National Trust & Savings Association, through D'Arcy Advertising, both San Francisco, have bought time in NBC Radio's Monitor.

WTS/Pharmacia, Rochester, N. Y., a division of Wallace & Tiernan Inc., through Rumrill-Hoyt Inc., New York,
Rum for the Big Apple

WNJU-TV accepts liquor advertising; the UHF nears break-even point

WNJU-TV Newark-Linden, N. J., will start carrying commercials for Rum Superior of Puerto Rico on June 6. A station official said it is believed to be the first time that a hard-liquor product is being advertised on television.

The commercials, in Spanish, will be aimed at the New York area's 1.5 million Spanish-speaking residents to whom Stroh.

Mr. Cooperstein

Also in advertising...

Account resigned = Miles Shoes, division of Melville Shoe Corp., New York, has resigned its advertising from Smith/Greenland Co., also New York. The account bills $250,000 with close to 50% in broadcast.

N.B.C. revue = Some 1,100 advertiser and agency personnel on May 24 saw the first showing in New York of N.B.C.'s 40th anniversary presentations. "40—count 'em—40," that had been run initially at the N.B.C. affiliates meeting in Hawaii (BROADCASTING, May 16). Another rerun had been held in Chicago a week before. The presentation, using slides, rear projection, motion picture film and voiceover, reviewed N.B.C.'s 40 years of broadcasting and looks ahead with an emphasis on next fall's programming plans. The New York showing was held at the Hotel Astor. N.B.C.-TV sales planning put the show together, and Dean Shaffer, who is director of the sales planning unit, was its producer.

first year on the air two weeks ago as the only commercial UHF station in the New York metropolitan area. It is still operating at a deficit but Mr. Cooperstein estimates that the channel 47 station will reach the break-even point by the spring of 1967. On the basis of business already on the books for 1966, the station's gross should reach $1.2 million this year, Mr. Cooperstein reported, "which is close to the break-even figure of $1.4 million."

The station raised its rates, effective May 16, by an average 35%, with prime-time charges rising 25% to an hourly rate of $1,000. Mr. Cooperstein pointed out that WNJU-TV's average audience delivery in the Spanish-speaking community has jumped from 10,000 to 30,000 homes while UHF set penetration among the Spanish audience has risen from 65,000 to 100,000 homes in the past year.

WNJU-TV's prime-time schedule is 70% Spanish-language drama, music-variety, news, sports and public-affairs programming. The remainder of the evening time appeals largely to the Italian and Jewish groups. Daytime programming is New Jersey-oriented.

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.

HR Productions Inc., 1618 Westlake North, Seattle 58105.

Valu-Mart Stores, Seattle (chain); two 60's for radio, musical, Frank Libero, production manager, Agency: Seattle Advertising, Monte Soliver, account executive and agency producer.


Hart & Trust and Savings Bank, Chicago (services); two 20's for TV, animated on film, color. Agency: Leo Burnett, Chicago, George Bole, agency producer.

Forrest Dairies Inc., San Francisco (ice milk); one 60, one 20 for TV, animated on film, color. Agency: Dancer-Fitzgerald-Sample, San Francisco, Gerry Good, agency producer.

National Brewing Co., Baltimore (beer); five 60's for TV, live and animated on TV, color. Stan Walsh, producer Agency: W.B. Doner, Baltimore. Herbert Fried, account executive.


Gold Seal Co., Bismarck, N.D. (Snowy Bleach); one 60 for TV, animated on film. Agency: Camp-
Network TV billings 14.2% ahead of '65

<table>
<thead>
<tr>
<th></th>
<th>MARCH 1965</th>
<th>MARCH 1966</th>
<th>% Chg.</th>
<th>JANUARY-MARCH</th>
<th>JANUARY-MARCH</th>
<th>% Chg.</th>
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<tr>
<td>Daytime</td>
<td>$ 29,505.7</td>
<td>$ 37,597.4</td>
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<td>$ 87,389.4</td>
<td>$108,788.8</td>
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<td>Mon.-Fri.</td>
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<td>29,960.4</td>
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<td>9,637.3</td>
<td>+26.6</td>
<td>23,038.1</td>
<td>30,546.5</td>
<td>+34.3</td>
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<tr>
<td>Nighttime</td>
<td>77,554.1</td>
<td>85,314.8</td>
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<td>245,716.6</td>
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<td>$122,912.2</td>
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<td><strong>$310,454.4</strong></td>
<td><strong>$354,505.4</strong></td>
<td>+14.2</td>
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*January and February figures adjusted as of May 17, 1966.

**Network TV net time and program billings by Day Parts and by Network (Source: TVB/LNAR-BAR)**

**McGredy defends ratings from 'mad' attackers**

The ratings system was vehemently defended last week against a current antiratings "madness," which, according to a top station representative, is harming the whole advertising business, as well as television.

Robert M. McGredy, president of Television Advertising Representatives, New York, last Tuesday (May 24) gave members of the Houston Advertising Club his opinion of "the reason for the hysterical outcry against ratings. They are a report card—and ... nobody likes a report card, nor the people who mark the examination."

"It seems that virtually anyone with an axe to grind against the industry, he continued, "points to ratings as the culprit responsible for whatever he is against."

Mr. McGredy went on to give his indictment against irrational attacks on ratings, although he did not offer a blanket defense of the system.

He cited the Rex Sparger case (involving alleged tampering with the A. C. Nielsen Co. sample) as an instance of "fuzzy thinking that "rating hysteria seems to beget."

He said people, even in advertising and broadcasting, hailed Mr. Sparger as a Lochnivar, rather than viewing his tactics with distaste.

He emphasized that under the ratings system the mass viewer gets what he wants, which he said, is "almost pure democracy in action."

**FTC to cooperate with FDA on drug advertising**

Chairman Paul Rand Dixon of the Federal Trade Commission told House subcommittee investigating drug last week that he would reserve judgment on the truth or falsity of the advertising of an aspirin-like drug called Measurin until the Food and Drug Administration had completed its investigation. Mr. Dixon said that the FTC would base its action on the findings of the FDA investigation. "We intend fully," he said, "that when the Food and Drug makes this determination, we are going to proceed on that basis rather than to duplicate" FDA's work.

Subcommittee investigator W. Donald Gray of the House Intergovernmental Relations Subcommittee said that the drug firm producing Measurin, Cheesbrough-Pond's Inc. of New York, was conducting false advertising. "I don't agree with you," Chairman Dixon said, explaining it would be "unfair" to public interest to await the outcome of the investigation. "It seems to be increasingly clear that FDA is establishing a pattern of approved therapeutic claims for many proprietary (over the counter) drugs," he said. "It seems to us that for such drugs the determination of efficacy by FDA as it reviews the new drug application will provide the [FTC] with a sound basis for evaluating advertising representations."

Mr. Dixon said his agency and the FDA were in the process of putting in writing cooperative procedures that have been in verbal form for several years.

**Philip Morris sets up own screening rooms**

Marketing executives at Philip Morris, New York, were reported most satisfied last week with a newly installed, closed circuit TV system for advanced viewing of commercials from several film houses.

Philip Morris has two conference rooms, equipped with a 25-inch color set and a 23-inch black-and-white set. All four sets are Zenith standard home-viewing models and have auxiliary speaker systems to amplify commercial sound tracks.

Officials concerned with advertising no longer have to leave the office to view 35 mm interlocks, or rough cuts, at a film house. "We are also put a step closer to the way the consumer sees the finished commercial, instead of viewing the production on sophisticated monitors," Vincent Weiner, PM's New York production supervisor, said.

The PM system, said Mr. Weiner, cost between $9,000 and $10,000.
Way out front in this event!

America's standing in the world is something we all think about. So it's good to know that our nation is way out front in a very important measure of strength—electric power.

Take the top six nations of the world ranked in terms of the electricity they produce. The U.S.A. heads the list, with more electric power than the other five combined. And we have almost 2 1/2 times as much as the Soviet Union.

Why are we so far out front?
You are one of the reasons! It's your interest in new things, your desire to live in a more satisfying way—your hopes for the future—that spurs every business onward, including more than 300 investor-owned electric light and power companies across the nation.

And it is not by chance that Americans enjoy the greatest abundance of electricity in the world. The wants and wishes of people—provided for by business management working in a free economy—make a winning combination.

This way of doing the job assures you of plenty of dependable, low-priced electric service now and in the years to come.

You've got good things going for you with service by Investor-Owned Electric Light and Power Companies*

*Names of sponsoring companies available to you through this magazine.

Tune in "Hollywood Palace" with hostess Joan Crawford, Saturday, June 4, 9:30 P.M., Eastern Time, ABC-TV.
Emmy appears with a new, sedate look

AWARD CATEGORIES REVISED AND PRESENTATION MORE SUBDUE

NBC-TV, the Bob Hope-Chrysler and Dick Van Dyke series and Hollywood's production center were the big winners at television's annual tournament of posies: the Emmy awards. Originating on Sunday, May 22, before jam-packed, celebrity-littered audiences in both Hollywood's Palladium auditorium and New York's Americana hotel, the event—the 18th in a series staged by the National Academy of Television Arts and Sciences—was televised in color over CBS-TV. Although it was handled strictly as an award-giving ceremony, rather than as presentation punctuated among song-and-dance substance, the program, scheduled for 90 minutes, ran 14 minutes overtime.

With Danny Kaye as host in Hollywood and Bill Cosby running things in New York, some half-hearted attempts were made at comedy, but for the most part the 1965-66 Emmy awards were a straight act, which, on a network basis, NBC-TV dominated. NBC-TV took 20 awards against 14 for CBS-TV and nine for ABC-TV. NBC-TV's Bob Hope series won four awards, its Hallmark Hall of Fame programs won three awards and NBC News capped two Emmys.

CBS-TV's Dick Van Dyke Show, now in its fifth and final season, tied Bob Hope for top individual honors with four Emmys. Besides being named the outstanding comedy series, its stars, Dick Van Dyke and Mary Tyler Moore, received Emmys for best actor and actress in leading roles in a comedy series and Bill Persky and Sam Denoff took awards for outstanding writing achievement in a comedy. The Bob Hope Christmas Special was honored as the best variety special. and statuettes for outstanding single performance by an actor and an actress in a leading role in drama went to Cliff Robertson for "The Game" and Simone Signoret for the "A Small Rebellion" segments of the Bob Hope Presents the Chrysler Theater series. Sydney Pollack won as director of "The Game" episode.

More In The West • In the competition over who originates more award-winning productions and performances, New York or Hollywood, the West Coast was the winner by a big margin. In an unofficial tabulation of results (the lines of demarcation in this area often can be indefinite), the West gathered 23 awards to 13 for the East.

Unlike last year, Emmys were given for "outstanding" achievement, as well as multiple awards for program and individual achievement in noncompetitive categories. In addition to these regular awards, a Board of Trustees award was voted for the late Edward R. Murrow. It was accepted on behalf of the Murrow family by a long-time friend and co-worker, CBS News United Nations correspondent Richard C. Hottelet.

In a surprise presentation that gave recognition to the hand that feeds television's programing, another Trustees award went to Xerox Corp. for exercising good taste in its use of commercials. A second posthumous award—one this one, though, won in competition—came about when Alice Pearce (she died of cancer earlier this year) was chosen as the best supporting actress in a comedy for her role in ABC-TV's Bewitched series.

Winner of the international award was "Wyvern at War—No. 2 Breakout," produced by Westward Television Ltd., Plymouth, England. The station award, presented to a local operation, was won by WBBM-TV Chicago for its program 1 See Chicago.

Winners of this year's Emmys were selected by panels of judges whom the academy refuses to identify. In all, some 180 judges serving on 18 panels were involved. An academy official explained the policy of anonymity of judges was adopted "because the academy is afraid the possible adverse publicity that would result would make it difficult for them to get judges next year."

The Awards • Following is the complete list of awards:

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Critics limit their list to four awards

The first "Critics' Consensus for Exceptional Contribution to Television" awards were announced last Wednesday (May 25) in the respective newspaper columns of the 12 participating TV critics. The dozen geographically distributed critics, who are protesting the present Emmy award system as being too elaborate and undiscriminating (BROADCASTING, May 16), divulged their own selections shortly after the public presentation of the Emmys by the National Academy of Television Arts and Sciences.

Under the "Critics' Consensus" system, conceived last year by Harry Harris of the Philadelphia Inquirer, a series, network, sponsor, program, or performer must receive at least eight of a possible 12 favorable ballots. Out of 168 different nominations this year, 120 received at least one vote, but only one program, one network, one sponsor and one individual were given enough votes to win awards:

Exceptional drama—"Death of a Salesman" by Arthur Miller, produced by Talent Associates and directed by Alex Segal. Cast included Lee J. Cobb, Mildred Dunnock, George Segal, James Farentino and Edward Andrews.

Exceptional contribution by a network—NBC for its introduction of an all-color format, for presenting a weekly series with a Negro co-star (I Spy with Bill Cosby) and for coverage of U.S. Senate hearings.

Exceptional contribution by a sponsor—Xerox Corp. for underwriting programs on the United Nations, documentaries such as The Making of the President, 1964 and Let My People Go, and outstanding drama such as "Death of a Salesman."

Exceptional contribution by an individual—Fred W. Friendly, former president of CBS News, who received awards for high TV standards, for originating audience-involvement tests, for bold news documents, for inspiring international debate, for pioneering discussion on South Vietnam, for resigning when CBS refused to provide complete coverage of the Senate Foreign Relations Committee's hearings on Vietnam and for not supporting the Emmy awards.
Outstanding comedy series: The Dick Van Dyke Show, CBS-TV.

Outstanding variety series: The Andy Williams Show, NBC-TV.

Outstanding variety special: Chrysler Presents the Bob Hope Christmas Special, NBC-TV.

Outstanding dramatic series: The Fugitive, ABC-TV.

Outstanding dramatic program: Ages of Man, David Susskind and Daniel Melnick, producers, CBS-TV.

Outstanding musical program: Frank Sinatra: A Man and his Music, NBC-TV.

Outstanding single performance by an actress in a leading role in a drama: Simone Signoret, "A Small Rebellion," Bob Hope Presents the Chrysler Theater, NBC-TV.

Outstanding single performance by an actor in a leading role in a drama: Cliff Robertson, "The Game," Bob Hope Presents the Chrysler Theater.

Outstanding children's program: A Charlie Brown Christmas, Lee Mendelson and Bill Melendez, producers, CBS-TV.

Outstanding performance by an actor in a supporting role in a drama: James Daly, "Eagle in a Cage," Hallmark Hall of Fame, NBC-TV.

Outstanding performance by an actress in a supporting role in a drama: Lee Grant, Peyton Place series, ABC-TV.

Outstanding continued performance by an actor in a leading role in a dramatic series: Bill Cosby, I Spy, NBC-TV.

Outstanding continued performance by an actress in a leading role in a dramatic series: Barbara Stanwyck, The Big Valley, ABC-TV.

Outstanding continued performance by an actor in a leading role in a comedy series: Dick Van Dyke, The Dick Van Dyke Show.

Outstanding performance by an actor in a supporting role in a comedy: Don Knotts, "The Return of Barney Fife," The Andy Griffith Show, CBS-TV.

Outstanding performance by an actress in a supporting role in a comedy: Alice Pearce, Bewitched series, ABC-TV.

Outstanding writing achievement in a comedy: Millard Lampell, "Eagle in a Cage," Hallmark Hall of Fame.

From the shadow of condemnation to the spotlight of industry acclaim. That epitomized the satisfaction of writer Millard Lampell, an Emmy winner for his writing achievement in "Eagle in a Cage" on Hallmark Hall of Fame. In his acceptance, Mr. Lampell said that he had been "blacklisted for 10 years," an obvious reference to the inclusion of his name in 'Red Channels,' an extremist right-wing and influential publication of the '50's, that pointed a finger at those in the entertainment field that it considered politically dangerous. The compilation that included Mr. Lampell's name was said by 'Red Channels' to show those who had been "inveigled to lend their names, according to public records, to organizations espousing Communist causes."

Outstanding writing achievement in comedy: William Asher, Bewitched series.


Program achievements in daytime programming: Camera Three, CBS-TV; Mutual of Omaha's Wild Kingdom, NBC-TV.

Program achievement in sports: ABC Wide World of Sports, CBS Golf Classics and Shell's Wonderful World of Golf.


Individual achievement in music: Laurence Rosenthal, Michelangelo: The Last Giant, NBC-TV.

Individual achievement in art direction and allied crafts: James Trottino, The Hollywood Palace, ABC-TV.

Individual achievement in cinematography: Winton C. Hoch, Voyage to the Bottom of the Sea, ABC-TV; special classification: L. B. Abbott and Howard Lydecker for photographic effects, Voyage to the Bottom of the Sea.

Individual achievement in film editing: David Blewitt and William T. Cartwright, Making of the President 1964, CBS-TV; Marvin Coil, Everett Douglas and Ellsworth Hoagland, Bonanza, NBC-TV.


Individual achievement (special classification): Burr Tillstrom, Berlin Wall hand ballet on That Was the Week That Was, NBC-TV.

Individual achievement in electronic production: O. Tamburri, "Inherit the Wind," Hallmark Hall of Fame.

Individual achievement in engineering development: CBS-TV and MVR Corp. for the National Football League stop-action playback and to the Hughes Aircraft Corp. for the Early Bird satellite.

Trustees awards: Xerox Corp. and the late Edward R. Murrow.
Edwin Ebel takes it home to read

TELEVISION. The magazine that is read, in depth by decision-making money allocators in advertising management.
Three networks win School Bell awards

National School Bell awards were extended last week to ABC, CBS and NBC by the National Educational Association (NEA) and five other national educational groups.

The networks were honored along with winners in the print media for distinguished coverage of the educational field.

NBC received an award for outstanding dramatic interpretation of education for "Inherit the Wind," a program in the Hallmark Hall of Fame series.

CBS News was named for the national testing series, which included The National Drivers' Test, The National Citizenship Test, and The National Health Test.

An award for distinguished documentary interpretation of education in a single program series went to ABC News and to David L. Wolper Productions for The Teen-Age Revolution.

The five national organizations that sponsor the annual awards in addition to the NEA are: the American Association of School Administrators, Council of Chief State School Officers, National Association of Secretaries of State Teachers Associations, National Congress of Parent and Teachers and the National School Boards Association.

Big productions for radio sales pitch

Efforts of stations participating in the periodically held CBS Radio Sales Seminar to dramatize their strong points reached a new high, or pitch, at the May 20-24 meeting. At Pheasant Run Lodge, St. Charles, Ill., 85 executives, sales and promotion personnel attended the event highlighted by presentations of 12 stations represented by CBS Radio Spot Sales and small-group sales sessions.

Several presentations built up enough enthusiasm for a 40-piece band—and one station actually brought in such an entourage for its presentation. KMOX St. Louis struck up the band (high school, 40-piece assemblage) to accompany George Jessel who likened the talk to William Paley's (CBS board chairman) office and otherwise cut-up as the station's presenter. Al Capp (creator of "Li'l Abner") "narrated" a presentation for WEEI Boston, and WBBM Chicago flew in four of its air personal-ties for the occasion by helicopter to make a "live" presentation. Other presentations were shown by WCAC Philadelphia, WCCO Minneapolis-St. Paul, KCBS San Francisco, WKAT Miami, WCBS New York, WTOP Washington, KTRH Houston, and KCNO Kansas City, Mo. During the meeting such executives as Fred Ruegg, CBS Radio vice president for station administration, reported to the seminar (Broadcasting, May 23).

Why all that hoopla? Each station, said a CBS spokesman, wants to impress the national salesman (CBS Radio Spot Sales) with the selling message. Last such seminar was held two years ago.

Drumbeats ...

Boss of the year = Herbert E. Evans, president, Peoples Broadcasting Corp. Columbia, Ohio, has been named 1966 International Boss of the Year by The National Secretaries Association. Peoples Broadcasting operates: WRFD-AM-FM Columbus-Worthington; WGAR-AM-FM Cleveland, both Ohio, and WATE-AM-TV Knoxville, Tenn.

Youth employment = The U. S. Department of Labor has asked TV to help its Youth Opportunity Campaign this summer. Spots and slides were sent to TV stations and will be followed up with three one-minute spots by the vice president, secretary of labor and secretary of commerce. The TV campaign is to urge participation by employers in the youth campaign.

GMB picked = KPAT Berkeley, Calif., has appointed Geyer, Morey, Ballard, New York, to handle advertising within the nine San Francisco-Bay Area counties.

The Missoula market = KGVO-TV Missoula, Mont., has released a market brochure for agencies and advertisers. The four-color booklet tells of the $310.9 million market covered by KGVO-TV.

Terre Haute data = WTHI-AM-TV Terre Haute, Ind., is distributing to advertisers and agencies a 1965-66 consumer brand purchase research study of its market compiled by the bureau of business research, Indiana State University.

Two for Sarnoff = RCA president Roger W. Sarnoff will receive two honorary degrees next weekend, doctor of laws at the graduation convocation of LaSalle College in Philadelphia on June 4, and fine arts at Washburn University (Topeka, Kan.) on June 5. Mr. Sarnoff will deliver the commencement address to the graduating class at Washburn.

Cox quizzed = Sixteen junior high students fired questions at FCC Commissioner Kenneth Cox last week as part of their three-day tour of Washington under sponsorship of Pittsburgh National Bank and WTAE (TV) Pittsburgh. They were members of the two winning teams that defeated 30 other school teams in Junior High Quiz this past season on WTAE. L to r: Program creator-moderator Ricki Wertz; Commissioner Cox; Scott Spudaford, captain of the Charleroi Junior High team, and Richard Thomas, captain of St. Edmund's Academy team.

Convention services expanding = Convention and Exposition Services Inc. is now providing extensive production, staging and associated services for television and allied fields in the south Florida area. George Gill, company vice president and general manager, has announced that affiliate services and offices are being established in other regions. Convention and Exposition Services Inc. is located at 4116 Meridian Avenue, Miami Beach.

Bristol, Scott named to AFA hall of fame

The late Lee Hastings Bristol, former chairman of the board of the Bristol-Myers Co., and the late Walter Dill Scott, former president of Northwestern University and early author on advertising subjects, have been elected to the Advertising Hall of Fame. The hall was established in 1949 by the Advertising Federation of America (AFA) to honor individuals who have made lasting contributions to the social and economic values of advertising.

Mr. Bristol, the AFA noted, was a founding member of the Advertising Council and was largely responsible for his company's growth as a broadcast advertiser. Professor Scott established much of the foundation for advertising education at colleges and universities, particularly through his books, "The Theory of Advertising (1903) and The Psychology of Advertising (1908)."

BROADCASTING, May 30, 1966

(FANFARE) 57
FCC money troubles may force cutbacks

Hyde tells Hill group that higher-power project will be put aside; Magnuson opposes top-50 proposal

The FCC is shelving proposals for "superpower" tests on clear-channel stations. The demands on a tight budget of what are considered higher-priority items, such as community-antenna-television regulation, are too great to permit a follow-through on the proposed experiments in the foreseeable future.

Acting FCC Chairman Rosel H. Hyde made the disclosure last week while appearing before a Senate appropriations subcommittee on the commission's budget request for fiscal 1967.

At the same time, an influential member of the Senate indicated there was another controversial proposal he wouldn't mind seeing abandoned—the one to limit the expansion of multiple TV-station owners in the top-50 markets.

Senator Warren G. Magnuson (D-Wash.), chairman of the Senate Commerce Committee, indicated he felt the proposal would discriminate against newly developing group owners. He made the comment while wearing his hat as chairman of the Appropriations Subcommittee on Independent Offices, before which the commission was testifying.

Chairman Hyde, in his prepared testimony, "urgently" requested the Senate to restore the $181,500 that the House voted to cut from the $17,520,000 appropriation that President Johnson recommended for the agency. He said the reduction, if allowed to stand, would require sharp cutbacks in the amount of personnel now available to handle an increasing workload.

On The Shelf • Chairman Hyde, in answer to a question said one job the commission has decided to put aside for the foreseeable future involves the plan to permit some clear-channel stations to operate experimentally with power in excess of the present 50 kw limit.

The commission staff has drafted technical criteria which might be used in determining which of the remaining 12 unduplicated clear-channel stations should be authorized to operate with higher power. The commission began considering the tests two years ago, at the time it began implementing its order to duplicate 13 of the 25 clear-channel stations.

Public disclosure of the staff document touched off a campaign on the part the Association of Broadcast Standards, in Congress and at the FCC, to head off any grants experimental or otherwise (Broadcasting, May 9). The 100 ABS stations, mostly class III regions, are worried about the competitive effect of "superpower" grants to a handful of clear-channel stations.

However, Chairman Hyde said the concern about the higher-power matter, asked when the commission might consider it. In view of the commission workload, Chairman Hyde said, he didn't contemplate action "for months."

The disclosure was not unexpected. Commission members and staffers over the past few weeks have indicated that, at a time when pressures for economy are great, experimentation with higher power could be considered an "expendable" project (Broadcasting, May 9).

The commission is worried about its funding for the next fiscal year. Chairman Hyde said that even if the full amount requested were approved the commission would have to eliminate 11 positions. And if the amount voted by the House—although equal to the appropriation approved for the current fiscal year—is allowed to stand, 18 more positions would have to be cut— all this, he said, at a time when the commission is "experiencing an expansion of activity and basic responsibility in extremely important regulatory areas."

The additional $181,500 requested for 1967 would merely cover pay increases voted by Congress.

CATV regulation, undertaken two months ago following the preparation of the budget request, is a case in point. Chairman Hyde strongly hinted that the commission will request a supplemental appropriation to finance that activity (Closed Circuit, May 23). He said that preliminary studies indicate that the commission would have requested funds for 41 positions if it had budgeted for CATV regulation.

However, it's not clear yet whether some of those positions could be filled by reassigning existing personnel. Congressional action on CATV, if any, will have a bearing on commission staffing needs, as will the kind of commission policies that evolve under the rules. The commission is expected to make firm decisions on its staff needs some time next month.

Magnuson On Top 50 • Senator Magnuson commented on the proposed multiple-ownership rule after Chairman Hyde cited it as an example of the work that is occupying the commission. The rule would bar broadcasters from acquiring more than three TV stations in the top-50 markets, and would permit no more than two of the stations to be VHF's. An interim policy based on that rule is now in effect.

Senator Magnuson, noting that broadcasters with existing holdings in excess of the proposed limits wouldn't have to divest, said: "You don't allow anyone else to develop to a point where he could compete with existing large multiple owners. "You ought to treat them [broadcasters] equally, no matter
In the wings: WLBT hearing

FCC votes to schedule court-ordered renewal hearing on race issue

The FCC, acting under orders from the U.S. Court of Appeals, began setting the stage last week for a license-renewal hearing that, for delicacy and potential controversy, has few parallels in the commission's history.

The license at stake is that of WLBT (TV) Jackson, Miss., owned by the Lamar Life Insurance Co. The issues involve charges that the station was unfair in its treatment of the race question and discriminated against Negroes in its programming. And the hearing will probably be held in Jackson.

The order stated that the examiner who will preside and the date and place of the hearing will be specified later. But it is customary for the commission to order a license-renewal hearing in the community of the station involved.

Thus the commission in the spring of 1966 is moving toward the kind of hearing it thought unnecessary and probably unwise in the spring of 1965, when it granted WLBT a one-year license renewal (Broadcasting, May 24, 1965). Commission members then privately acknowledged they didn't relish the prospect of a hearing involving the race question in Jackson. And the order providing for the renewal noted that Jackson "is entering a critical period in race relations" and said that the station could contribute to a resolution of the problems "arising in this respect."

Court Action • But the U.S. Court of Appeals in Washington, acting on an appeal, directed the commission to hold an evidentiary hearing on the renewal application and, in a benchmark holding, declared that "responsible" members of the public should be permitted to participate in renewal hearings (Broadcasting, March 28). Previously, the commission limited its grant of standing to persons claiming that they would be economically damaged or that their stations would suffer electrical interference from the grant of a license. The decision held it could represent the public.

Accordingly the commission last week voted to vacate its one-year license-renewal grant, and conferred standing on the parties who had petitioned for a denial of WLBT's renewal application and who had taken the court appeal: the United Church of Christ's office of communication, the United Church of Christ at Tougaloo, Miss., and Aaron Henry and Robert L. T. Smith, Mississippi civil-rights leaders (Broadcasting, May 23).

The commission indicated that, in following the court's ruling in the future, it generally would confer standing on groups as a means of keeping the number of parties in hearings within manageable limits. "We believe that organizations rather than individuals are likely to be representative of the community and helpful to the commission in a proceeding such as this," it said. The commission added that since the four parties in the WLBT case have joined in their pleadings and are represented by the same counsel, "there will be no proliferation of parties."

Burden of Proof • The commission placed on the four the burden of proof in connection with two of the four issues in the hearing—whether it has afforded reasonable opportunity for the discussion of conflicting views on issues of public importance and whether the station offered Negroes in its service area an opportunity to use its facilities.

The commission's Broadcast Bureau will be required to shoulder the burden of proof on a question of whether the station acted in good faith in connection with the presentation of programs on racial discrimination and, "particularly, whether it has misrepresented" this aspect of its programming to the commission and the public.

The station will bear the burden of proof on the final issue: "Whether in light of all the evidence," a license renewal "would serve the public interest, convenience or necessity."

In this connection the commission held that the examiner should admit evidence dealing with the station's performance in the past year.

Cox Dissents • The commission vote ordering the hearing was unanimous, but Commissioner Kenneth A. Cox dissented from various parts of the order. He said the commission should have included an issue relating to the "possible unauthorized transfer of control of the station" from Lamar Life Broadcasting Co. to Lamar Life Insurance Co. He also disagreed on the allocation of the burden of proof. He said the parties should be responsible for presenting evidence on the issues but that the station should bear the burden of proof—"that is, the risk of nonpersuasion."

The question of a possible unauthorized transfer of control had originally been raised by the complainants. And Commissioner Cox and former Chairman E. William Henry, in voting for a hearing on the station's license-renewal application last year, said there...
was a question as to whether the insurance company had controlled the station since it was first licensed in 1953. The insurance company had created Lamar Life Broadcasting and sold its stock in it to insurance company employees and stockholders for $10,000.

In a separate order, the commission granted the license-renewal applications of WLBT's affiliated stations, WJDX-AM-FM. The order noted that the grants were "not to be construed as determinative of any issues contained in the WLBT hearing."

Acting FCC Chairman Rosel H. Hyde and Commissioners Lee Loevinger and Robert T. Bartley voted for the renewal grants. Commissioners Cox and James J. Wadsworth concurred in the result but would have made the renewals subject to the outcome of the WLBT hearing.

Springfield, Ill., says its size exaggerated

Usually city officials are all for bigger and better ratings for their cities, but last week the Springfield, Ill., city council took a different tack: It wants Springfield to be removed from the top-100 market list.

The council unanimously passed a resolution backing the request of First Illinois Cable TV Inc. to the FCC seeking permission to bring into the city five independent TV stations from Chicago and one from St. Louis, and in so doing secured First Illinois' principal argument that Springfield should not be considered a part of the 73rd market but should be somewhere between 103 and 110.

This is the key contention of First Illinois in its petition last week to the FCC for a waiver of the rules forbidding a community antenna TV system from bringing into its community TV signals that do not place a Grade B signal in the area.

First Illinois maintains that the Springfield-Decatur-Champaign-Danville area is a contrived and false combination. Only one station, First Illinois said, puts a Grade A signal over Springfield, and that is WICS(TV) Springfield, on channel 3. The other area TV stations, WCIA(TV) Champaign-Urbana, WTVP(TV) Decatur and WICD(TV) Danville, barely put a Grade B signal over the area, First Illinois contended.

First Illinois also maintained that its franchise with the city calls for it to furnish not only the local TV stations but also the five from Chicago and the one from St. Louis. If the commission denies its request, First Illinois said, it would force a violation of this contract.

The five Chicago stations to be brought in are WGN-TV, WCIV-TV, WFLD(TV), and educational WTTW(TV) and WXYZ(TV). KPLR-TV would be brought in from St. Louis.

Last Monday (May 23) First Illinois announced its lease arrangements with Illinois Bell Telephone Co., and its plans to serve Springfield's 120,000 people with a 365-mile CATV system (Broadcasting, May 23). The company is 60% owned by JFD Electronics Corp., New York (receiving antennas); 32.5% by William E. Clancy, who is president of First Illinois, and 7.5% by Ira Kamen, consulting engineer. First Illinois holds franchises also for Waukegan, Dwight, Kewanee and Harrisburg, all Illinois; Louisiana, Mo., and for a section of Tucson, Ariz.

Computer Sciences seeks Seiler firm

Computer Sciences Corp., which acquired the Alfred Politz research firm in an exchange of stock earlier this year (Broadcasting, Feb. 28), was reported last week to be negotiating for acquisition of Media Statistics Inc.

The Politz organization is widely known for its research work in the print media. It also has done some radio and TV audience research. Media Statistics of Silver Spring, Md., headed by James Seiler, formerly of American Research Bureau, concentrates on the broadcast measurement field.

Mr. Seiler confirmed last week that his firm had been approached by Computer Sciences and that some discussions had been held regarding a possible merger. He said also, however, that no discussions were now in progress, and indicated that no further developments were expected soon, if at all.

Kansas TV network formed

The Greater Kansas Broadcasting System has been established by five TV stations in the state. The new regional network includes KTVH Wichita-Hutchinson, WBBW-TV Topeka, KAYS-TV Hays, KTVC Ensign-Dodge City and KLEE-TV Goodland. The national sales representative is Averly-Knodel Inc. Advertisers may buy all or any part of the network according to individual marketing needs.

Rev. McIntire's association delayed AM grant

The Navajo Bible School and Mission Inc. was granted a construction permit by the FCC last week to build a daytime AM station in Window Rock, Ariz., to, as the application put it, "bring the gospel of salvation" to the Navajo Indians in the area. The grant, however, was not made without some soul-searching on the part of the commission.

Among the 14 directors of the school is the controversial Rev. Dr. Carl McIntire. Another is a member of the faculty of the Faith Theological Seminary of Philadelphia, which Dr. McIntire heads. And mention of Dr. McIntire's name automatically causes eyebrows, and sometimes temperatures, to rise at the FCC.

His right-wing-oriented broadcasts, heard on more than 600 radio stations, are frequently cited in fairness-doctrine complaints to the commission. And WXUR Media, Pa., whose transfer of control to the Faith Theological Seminary was granted last year despite protests from labor, liberal and church groups (Broadcasting, March 22, 1965) has been charged, by the Pennsylvania House of Representatives, among others, of right-wing bias.

Tenuous Relationship • Accordingly, commission action on the application for a station to bring the gospel to the Navajos was delayed. The commission staff, however, finally determined that Dr. McIntire's connection with the Navajo Bible School was tenuous at best; he had permitted himself to be listed as a director years ago, but had never participated in the operation of the school. Further, the staff noted that he was only one of 14 directors of a nonprofit organization and, therefore, very likely could not exert much influence on the station.

As a result, a grant was recommended, and the commission vote was 4-1. Commissioner Kenneth A. Cox, the lone dissenter, issued no statement. But he was also the lone dissenter from the commission action approving the WXUR transfer. Commissioner Lee Loevinger was absent.
This is television’s first UHF super gain zig-zag antenna.

Overmyer Communications Company just ordered 3 of them.

General Electric’s new super gain antennas, series TY-97-A for channels 14 to 83, offer you an almost unlimited choice of directional patterns. The standard omnidirectional version has a power gain of 44.5—with 20% null fill-in and 0.75° beam tilt.

You also get these new features:

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- Simplified deicing system —deicing current passed through radiator. Plus separate feedpoint deicers.
- All Zig-Zag radiators grounded for lightning protection.
- Factory tested — no field tuning required.

The antenna shown here is 1 of 3 purchased by Overmyer Communications. It’s for channel 24, and has a directional pattern giving a maximum power gain ratio of 131.3.

To get complete details on General Electric’s new super gain antennas, call your G-E broadcasting representative.

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ABC answers KOB: it's still WABC owner

ABC has asked the FCC to dismiss the petition of KOB Albuquerque, N. M., that opposes ABC's application for assignment of WABC New York (Broadcasting, May 16).

The assignment is part of ABC's merger with International Telephone and Telegraph Co. ABC is assigning WABC to the new corporation that will merge with IT&T.

KOB, which has been competing with WABC for the 770-kc frequency since 1941 had asked for denial of the transfer application on the basis that WABC's license renewal application is still pending and that, therefore, ABC has nothing to assign.

ABC answered that the expired license continues in effect while its renewal application is pending and that ABC has every right to assign this license.

KOB also had argued that since it is competing for the New York facility with WABC it has a right to a comparative hearing with WABC as presently organized rather than with a new licensee. KOB filed an application for the New York facility in 1960, on top of ABC's application for renewal of WABC's license.

ABC said that since no hearing has begun and since KOB's application hasn't even received an FCC docket number, it is "nonsensical" to argue that KOB has an absolute right to a comparative hearing with ABC as presently organized. The network added that KOB has not explained why it would be worse off competing against the new ABC rather than the present ABC.

Two bills call for longer license terms

Broadcasters who are seeking a longer license term received additional support last week in the form of two bills introduced in the House of Representatives.

The bills, which were introduced by Representatives John Buchanan (D.-Pa.) and Arnold Olsen (D.-Mont.), are identical to a bill introduced two weeks ago by Representative Robert N.C. Nix (D.-Pa.) (Broadcasting, May 23).

All three bills provide for six-year license terms in both the broadcast and common-carrier services.

Representative Paul J. Krebs (D.-N.J.) also is expected to introduce an identical bill. All four congressmen are members of the House Subcommittee on Census and Statistics, which is looking into the government's paperwork problem.

Brooke says state doesn't have CATV jurisdiction

Massachusetts Attorney General Edward Brooke said last Thursday that his state does not have jurisdiction over community antenna television.

The Massachusetts House had requested Mr. Brooke's opinion on a bill that would place CATV activities under the authority of the state public utilities department. With such jurisdiction the state would have been able to regulate rates and charges.

Mr. Brooke stated that Congress assumed control over TV regulation via the 1934 Federal Communications Act and that the federal legislative body now intends to occupy the entire field of TV regulation.

"General state regulation of community antennas has been precluded by the Federal Communications Act," he said. The state attorney general said, however, that state and local officials do have the authority to regulate the use of municipal rights of way or to legislate ordinances to govern pole and cable locations.

Changing hands

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

- KDoo El Cajon, Calif.: Sold by John Hearne and Howard Tullis, principal stockholders in Tullis-Hearne Broadcasting Corp., to Metro Communications for $425,000. Principal stockholders of Metro Communications are Mortimer W. Hall, former president and owner of KLAC Los Angeles; Don Balsamo, KIJJ-TV Los Angeles; Morton Sidney, RKO General, and Leonard Cohen. Mr. Balsamo will be vice president and general manager. Kdeo is on 910 kc fulltime with 1 kw.

- KBuy Amarillo, Tex.: Sold by Radio KBuy Inc. Giles E. Miller, president, to John B. Walton Jr. for $405,000. Mr. Walton owns KVi-v-FM-TV Amarillo, KVKM-FM-TV Monahans, KELP-AM-TV El Paso, all Texas; KFF Tucson, Ariz., and KYOD Albuquerque, N. M. He also has recently purchased KCU-L-AM-FM Fort Worth, which is pending FCC approval. KBuy operates fulltime on 1010 kc with 5 kw. Broker: Hamilton-Landis.

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of station interests were approved by the FCC last week (For other commission activities see For The Record, page 78).


- **Weyz-am-fm** Cocoa, Fla.: Sold by Weyz Inc. (Irving Braun, president and general manager) to Gannett Florida Corp., a subsidiary of Gannett Co., for $350,000. Gannett Co., newspaper publisher and broadcaster, owns Whec-AM-TV Rochester, WiMr-am-tv Binghamton, both New York; and Wdan-TV Danville, and Wrehx-Tv Rockford, both Illinois. Weyz operates fulltime on 1350 kc with 1 kw. Weyz-fm operates on 99.3 mc with 3 kw. FCC Commissioners Robert T. Bartley and Kenneth Cox dissented.

- **Wnws-am-fm** Schenectady, N.Y.: Sold by C. P. Edwards Jr. and associates to Holston Valley Broadcasting Corp., which is owned by Segismundo Quinones Jr. for $328,629. Mr. Quinones is licensee of Wpfr-fm San Juan, P. R. Wnws operates on 1430 kc with 5 kw day and 500 w night.

- **Note:** Edward Winton, one of the buyers of Wsmp Miami, was erroneously identified as being associated with Hamilton-Landis & Associates, station brokers, in report on FCC station sale approvals two weeks ago (Broadcasting, May 23). Mr. Winton has no connection with Hamilton-Landis or any other station brokerage firm.

COMMUNITY TELEVISION

- **Corning, N. Y.:** Sold by Charles W. Fribble Jr. to Newhouse Broadcasting Co. for consideration reported to be in excess of $1 million. The seven-channel system, which was established in 1954, serves over 5,500 subscribers with TV signals from Syracuse, Buffalo, Binghamton, and Rochester, all New York, and Wpfr(tv) New York City via microwave. It also serves South Corning and Gibson, both New York. Newhouse Broadcasting, through its CATV subsidiary, Newchannels Corp., owns six operating CATV systems and five franchises in upstate New York communities. Sale is subject to city council approval. Newhouse spokesman said that the new owner plans to increase the system to receive 12 channels.

- **Gault heads Viking's busy new CATV arm**

  Systems Construction Corp., Dallas, a subsidiary of Viking Industries Inc., announces four major construction contracts to build community antenna television systems. Work has already started on a 250-mile, $1.6 million system for Gregg Cablevision Inc. in southern Illinois, including the communities of Marion, Herrin, West Frankfort, Johnston City, Carterville, Carbondale, Murphysborough and Energy. Completion of the system for the group CATV-broadcast owner, is scheduled for late fall.

  In Hobbs, N. M., Systems Construction is building a $240,000 12-channel system for Lon Broadcasting Corp. (same ownership as Gregg Cablevision) with completion due in late summer.

  In New Castle, Pa., a 200-mile system is being built for the franchise holder which is jointly owned by Neptune Broadcasting Co. (Rust Craft Broadcasting), Brush-Moore Newspapers and Viking Industries' Continental CATV Corp. In Steubenville, Ohio, a 70-mile extension is being built for Neptune Broadcasting, with completion due in mid-summer.

  Continental CATV Corp., formed to operate Viking Industries' CATV properties, was established early this month and is headed by John F. Gault as executive vice president.

  Viking owns CATV systems in Rochester, Beaver and Monaco, all Pennsylvania, and, in conjunction with Neptune and Brush-Moore Newspapers, in East Liverpool and Wellsville, both Ohio, as well as New Castle, Pa.

  Viking Industries, which manufactures coaxial cable, amplifiers and other electronic equipment for the CATV industry, reported 1965 earnings of $602,080 (72 cents a share) on sales of $11,683,610. First quarter 1966 earnings, said to be the best in the company's history, reached $232,000 (27 cents a share) on sales of $3,750,000. This is 200% over 1965's first quarter earnings of $80,000 (9 cents a share) and 41% over the same 1965 period's sales of $2,650,000. On May 9, Viking Industries split its stock 3 for 2.

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**Midwest—** Major market daytimer that grossed $80,000 in 1965, dropped off this year. Total price of $120,000 with $12,000 down. Contact—Richard A. Shaheen in our Chicago office.

**California—** Fulltimer serving single station market. Absentee owner cash flow of $25,000. Valuable real estate. Priced at $140,000 with $40,000 down.

**Northwest—** Daytimer in major university town. $80,000 in real estate included. Total price of $85,000 with $20,000 down. Contact—John F. Hardesty in our San Francisco office.
Sterling wants CATV franchise in Hoboken

Sterling Communications Inc., a subsidiary of Sterling Information Services, New York, is seeking a franchise for a community antenna television system in Hoboken, N. J.

The city council of Hoboken is scheduled to hold a public hearing June 15 to decide on Sterling's petition. Sterling has proposed rates of no more than $6 per month for each subscriber in the first five years, and installation charges not over $70 for that period.

Sterling's parent company, SIS, now holds a CATV grant in New York City (Broadcasting, Dec. 6, 1965). Its major stockholders are Time-Life Broadcasting (largest interest at 20%), William Lear of Lear Jet Corp., station owner J. Elroy McCaw, former Secretary of the Treasury Robert Anderson and Sterling Movies. SIS also owns Channel 6 Teleguide of New York, a hotel information service.

Media notes...

New AM this week = Wkxr Exeter, N. H., licensed to Coastal Broadcasting Co., will begin broadcasting June 4 as a 1-kw daytimer on 1540 kc. Wkxr is represented by New England Spot Sales and Vic Piano Associates. President is Frank B. Estes, and vice president and general manager is Ronald P. Allard.

Expansion = The annual two-day National Association of Broadcasters state presidents conference may be a thing of the past. Next year's session in Washington has been set for three days, March 1-3. The extra time on the first day will be turned over to the executive secretaries' meeting.

Overflow crowd = The maximum enrollment of 70 broadcasting executives will attend the National Association of Broadcasters fifth Management Development Seminar at Harvard University's Graduate School of Business Administration, July 17-29. The seminar had been set for 60, but extra registrations pushed the number to the limit. The two-week course is to develop skills in sales, personnel, budgeting and competitive programing.

California tax relief bill = A bill to exempt nonprofit educational television stations from the personal property tax was given a "do pass" recommendation by the California state senate revenue and taxation committee last week. The measure was later amended to include nonprofit educational radio stations. The original bill was presented by Assemblyman John Quimby of San Bernardino county who pointed out that there are four nonprofit ETV stations currently operating in California and that other such stations would be discouraged from coming into the state unless the tax exemption is granted. Objections that ETV does not meet the constitutional requirements for personal property tax exemption were overridden in committee.

FM entry = Kxc-FM Iowa City, Iowa, has gone on the air at 100.7 mc. The fulltime stereo station, owned by the Johnson County Broadcasting System, has an effective radiated power of 26.6 kw horizontal and 3.56 kw vertical. Gene Claussen is KXIC-FM's station manager.

LaRue changes streets = LaRue Media Brokers, New York, is moving to new headquarters at 116 Central Park South, effective June 1. New telephone number is (212) 265-3430.

Study analyzes '64 political spending

A study of the financing of the 1964 presidential election, Financing the 1964 Election, was released last week. Written by Herbert E. Alexander and published by the Citizens' Research Foundation, Princeton, N. J., the 137-page study contains material on the conventions, the general-election campaigns, the sources of funds, labor and business in politics and political broadcasting.

Total network and station charges for political broadcasting at all levels during the general election in 1964 were $24.6 million, compared with $9.8 million spent in 1956, the report said. Of this amount, $17.5 million was spent in television and of that total 73% was in spot TV, the study reported.

The volume is packed with facts and figures and raises questions concerning some widely held beliefs about national political campaigns that it says were refuted in 1964.

Broadcasters cited for safety efforts

The major problem in highway safety is the driver and "he is the person our transmitters can reach," John F. Dille Jr., chairman of the National Association of Broadcasters, said last week.

Speaking at a banquet in New York for the Alfred P. Sloan Radio-TV Awards for Highway Safety, Mr. Dille congratulated radio-TV networks, advertisers and station personnel on their contributions to the national highway-safety effort. He stated that a broadcaster's participation in the safety campaign is based on the "conviction that the horrifying carnage on the highways demands a contribution of his personal time and effort, the commitment of his broadcasting facilities, and his unduplicated ability to speak directly and immediately to the public."

Robison bill would extend aid to ETV

A bill to extend federal aid to educational television was introduced in the House last week by Representative Howard W. Robison (R-N.Y.).

The four-year-old program, which is due to expire next year, provides for federal funds to states on a matching basis for ETV.

Representative Robison's bill would extend the program for another five years. It also would increase the maximum amount any state could receive from $1 million to $2 million.

WIFE says FCC acted on erroneous facts

WIFE-AM-FM Indianapolis has asked the FCC to reconsider its action designating for hearing the stations' license renewal applications because of alleged misrepresentations to advertisers and mishandling of contests (Broadcasting, May 2).

WIFE said last week that the commission, did not have all the pertinent facts before it and that its action was based upon "a series of erroneous assumptions and clearly erroneous facts."

The station contends that many of the advertising errors concerned the scheduling of spot announcements, and that when the errors were discovered, the advertisers were notified promptly. Where there were errors concerning the number of spots carried, the advertisers were given complete restitution according to WIFE.

The commission also charged that the stations had conducted a contest in which they continued to broadcast clues after all of the prizes had been won. WIFE replied that part of the chance of the contest was the knowledge that someone else might have already submitted a winning entry prior to the closing date for entries.

In a footnote to its petition WIFE pointed out that the commission action was taken by 4 to 2 vote with former FCC Chairman E. William Henry in the majority. It also pointed out that the absent commissioner, Lee Loevinger, is now back at the commission.
Can TV use a shot in the arm?
We say yes.

And right now in major cities across the country we’re preparing the medicine.
Competition.
Toledo got some first, with the inauguration of WDHO-TV 24 this month.
Other cities will follow: Pittsburgh, Atlanta, San Francisco, Cincinnati, and the Houston area.
There will be six Overmyer stations in all, and all planned for this year.
That’s a very healthy dose of competition. We think it will be good for everybody.
Most importantly, that long-suffering member of the population known as The Viewer.

Overmyer Communications Company, 201 East 42nd Street, New York, N.Y. Represented by National Television Sales, Inc. (212) TN 7-1440
TV warned against short-sighted critics
Bluem hits ‘conscience commission’ at NATPE meeting; Bass urges decisiveness on equal time

Television is the single form of public communication that is “freeing man to be himself,” a college professor told broadcasters last week.

He also said:
- Television’s great contribution to mankind appears to be that it is giving to each man himself the ultimate power to control the communication process, that is, the ability to decide whether he will see what is offered and the manner and degree he will respond, if at all.
- TV is doing this in spite of its own desires or those of the various “elites” within our social orders who long since have gained control of the older mass media. Therefore no national-conscience commission or similar power group could shape TV into any form that would recapture control of the viewer.

The speaker was A. William Bluem of the Newhouse Communications Center at Syracuse University. His audience was the National Association of Television Program Executives meeting in Chicago for its third annual conference.

It is because TV fails to demand uniform responses of its audiences, professor Bluem indicated, that the traditional power centers in our various institutions of society have declared war on the new medium and are insisting that it do better.

Just over 100 station program officials were present at the two-day NATPE meeting. Also on the agenda were discussions of good taste in television, political broadcasting and alternative sources of program supply.

Formally Organized • In its closing business session NATPE adopted its constitution and by-laws and became a formal national organization, incorporated on a nonprofit basis in New York State. John H. Haldt, WBN-S-TV Columbus, Ohio, is NATPE’s new president (see page 76).

Professor Bluem noted that in our democracy we traditionally have expected the major media to “support a stable social fabric” and at the same time “help institutions revise, reshape and redirect their aims and purposes.” Because of TV’s dominant control of public attention, he said, “many regard the medium as a sheer and raw electronic power to not only introduce but to force change.”

But, he held, it is possible that television is not equipped to do this because of its unique nature. Whatever else television may be, he said, “it has this undeniable virtue: In all crucial matters of taste and social behavior, it leaves people alone.”

Professor Bluem explained that viewers are “only casually related to the experiences set forth upon the small screen.” Thus the message that urges the older media to “watch-and-learn” is ignored, he said, because TV “has so shaped the message as to rob it of the demand for response.”

When the message becomes too insistent or too stark, he continued, it is merely “stared at”, that is, viewed without seeing, “or physically turned away from—as evidenced by the recent channel-switching which occurred when the lives of two American astronauts were threatened.”

Conformity • Considering the present structure and direction of the mass media in this century, Mr. Bluem said, “it becomes perfectly obvious that the only force which is at least working toward some individualization of spirit and independence of mind among the masses of mankind is television.” Both the print and theatrical media (drama, movies) have gradually succeeded in both their public and educational aspects, he noted, “in forcing rigid conformity within our society.”

Television “demands no course of action and seeks no conformist response to those myriad situations and conditions of life which it brings before us,” he said, while the requirements of mass marketing and the necessity for government assignment and control of frequencies “have fostered a public medium which is as nearly free of group or institutional power as any in history.”

Professor Bluem thought it clear that those who make a career of telling TV what it must do to be more adult need to do some growing up of their own. He refuted the arguments of former newspaperman W. H. Ferry, now with the Center for the Study of Democratic Institutions, and the “conscience commission” proposal of Harry S. Ashmore, chairman of that group’s executive committee (Broadcasting, May 2, April 25).

Analyze Critically • “There certainly is hope for a greater use of this medium in the further development of our democratic society,” Mr. Bluem said. “But all such hope depends upon a critical analysis which must grow out of and away from ancient, tired slogans and resentfulness of institutions we have long since admitted into partnership as controlling forces in our society."

If TV is to make significant contributions, he held, it will have to ignore all short-sighted criticism “and stumble ahead as it has been doing. It can not betry its own style.”

Each person in the TV audience, for reasons which are his alone, Professor Bluem said, “wants television to divert, to play, to engage him lightly, and—in all matters of vital social concern—to let him see for himself.”

He continued: “After nearly five centuries of being tyrannized and directed by print, after five decades of being pushed and literally carried outside himself by cinematic ‘story’ images and after 20 centuries of being made part of a theatrical mob, man is at last left alone amidst the richness of experience in a total world civilization.

“No pedagogue, author, director,
playwright, politician, editor or anyone else who demands that man watch—and employs all the wondrous technological age of this day to make that demand insistently persuasive—can make man do so."

An Invisible Shield • Senator Ross Bass (D-Tenn.), who took part in NATPE's political broadcast panel, contended that Section 315 of the Communications Act, dealing with equal time for candidates, "is one of the least enforced laws on the books. It is used by your industry as a shield. It should either be repealed or enforced. I know of no station that takes it seriously. And no one has ever lost a license over 315."

Asked if he personally favors repeal of the law, Senator Bass agreed that there are two sides to the issue and it should be studied more carefully.

The need for new forms of political expression in the broadcast media was voiced by Ted Cott, president of Oakland Productions Inc. He cited success in recent campaigns through use of the political telephone technique.

William Sheehan, vice president of ABC News, reviewed technical advances in political coverage. He also cited the various proposals given for improved use of the media such as the shorter election campaign and the British plan of giving TV time according to previous election popularity.

Sex Symbols on TV • A second college professor at the NATPE meeting took an alarmed look at the sexual extremes to be found in TV commercials today, particularly hidden symbolism. Dr. Alfred A. Messer, professor of psychiatry at Emory University, Atlanta, reported that, based on what he sees in his medical practice involving young adolescents, he is very concerned about the effect of sexually stimulating advertising in all media. Editorial content in some cases is obviously bad too, he added.

Doctor Messer especially cited marketing's use of the tools of psychiatry to insert excessive sexual interest in advertising to heighten attention. "In our society the sexual motor is being driven by advertising and marketing," he said, "and not by psychiatry. We may have given you the driver's license, but you are racing the motor."

One of the most flagrant uses of symbolism in a TV commercial is a spot for a cigarette. He listed various symbols including the final one where the "commercial ends with the scene of a train ramming home in a tunnel." Other commercials of the same firm are guilty of double entendre too, he charged.

Television personality Burt Tillstrom said the objects to the subtle innuendos more than the more obvious matters of bad taste in programs. He also felt the "seduction" of youth by cigarette commercials "really comes under the class of being immoral." Standards of decency "are individual and begin at home," Mr. Tillstrom said.

Louis Lomax, author and KTTV-TV Los Angeles commentator, said "the most indecent thing on television is our unwillingness to make people think."

Roy Danish, director of the Television Information Office, pointed out there is no single image of TV today because there are an infinite number of personal notions based on varied backgrounds and viewing habits. He said public behavior is the only sure measure of television's acceptance and it demonstrates general favor.

TV Farm System • Mel Goldberg, vice president of research and planning, Blair Television, urged local stations to develop some sort of "farm system" to encourage talent and ideas. He warned stations to enhance their local service and program individuality before some satellite, cable-TV or pay-TV development left them unneeded by either the viewer or advertiser.

The elaborate and expensive methods of the networks in seeking out new talent and programs were outlined by Mort Werner, vice president-programs, NBC-TV, and Irwin Segelstein, New York program vice president of CBS-TV. Both cited grave concern over the escalating costs of production, especially labor.

They also indicated much of the criticism of TV is not justified in view of the extensive and diversified schedules presented by both networks and stations. Mr. Werner cited the praise given "Death of a Salesman" and commented that there was really nothing different about this show except that "it was just done better."

Richard Block, vice president and general manager, Kaiser Broadcasting. UHF station group owner, suggested there is less mutual affinity between UHF stations than people think. Each is unique in its own market, he held. Stations will achieve their uniqueness as in radio, he felt, through their own personality and packaging of basic elements.

Les Arries Jr., vice president, Westinghouse Program Sales, said the future for "live on tape" production by stations and groups is virtually unlimited. Through more creative efforts by stations willing to risk a few dollars in experimentation, he said, a vital new program source could be developed successfully.

Michael S. Kievan, programing vice president of Aveco Broadcasting, related his group's success in extensive local program development that now has blossomed into syndication. It doesn't take a big organization, he said, "only a good ideal, hard work and a lot of guts."

Herb Jacobs, president of TV Stations Inc., New York, warned local stations to invest more in local program development now or abbreviate future programing to a few major interests.

Rod Serling, retiring president of the National Academy of Television Arts and Sciences, pointed out that local stations can be more than "learning houses for network programs." He suggested the "burning issues" of the day give stations great opportunities to develop local shows based on exploring the conflict of ideas. "People understand controversy and want to take sides," he noted.

Technical advances in local station colorcasting were explored during a half-day meeting of NATPE at WGN-TV Chicago.

C&W: the new breed that's hot

That's what they say as program clinics continue

In St. Louis, Minneapolis

Part two of the radio program clinics of the National Association of Broadcasters unfolded last week in the Midwest as the traveling roadshow of new creative ideas piled up attendance records at St. Louis and Minneapolis.

Total attendance for the four clinics so far this year is now 452, based on house counts by Sherrill Taylor, the NAB's vice president for radio. St. Louis attracted 114 and Minneapolis 145. Earlier clinics were held at Portland, Ore., and Houston (Broadcasting, May 16).

There still are two clinics to go: Tarrytown, N.Y., June 6-7, and Fort Lauderdale, Fla., June 9-10.

Country music's rising profitability and rapid growth were highlighted in St. Louis by Jerry Glaser, WENO Madison, Tenn., and at Minneapolis by George Dubinetz, WJJD Chicago.

"There is a new breed of country and western music and it's the hottest thing in broadcasting today," Mr. Dubinetz declared. Stations are going C&W at the rate of one a day, he noted.

There are few forms of music that can equal the broad appeal of C&W music in the full ranges of tempo, arrangements, instrumentation, beat and composition that are current today, Mr. Dubinetz said.

Advertisers Like It • WJJD went to C&W last year, he related, and met tro-
mendous audience success from all segments of the population. Advertiser billing has tripled and extensive blue chip national accounts acquired, he said. Rates have been increased several times and go up again July 1.

The great quality improvement in country music was emphasized by Mr. Glaser, who recalled that for many years broadcasters felt such music "had to be bad to be country." National agencies are giving a second look at the "hayseed sound" and are finding that country music "is a force that can make the cash register ring," he said, reviewing C&W station successes today from coast to coast.

John Hurlbut, WVMC Mount Carmel, Ill., who spoke at both clinics last week, pointed out that a good measure of how well stations are serving their markets is to watch where the politicians go when they want something done. "Do they go to the radio stations or do they head for the nearest publisher's office?" he asked.

"If one journalistic force could ever dominate, it can be radio," Mr. Hurlbut said. Radio "can walk circles around newspapers in influencing, moving and motivating the public, especially in the smaller markets," he said, pointing out he is in a position to know since he is a broadcaster who since has become a publisher.

Edward D. Allen Jr., Wook Sturgeon Bay, Wis., told the St. Louis clinic that news should be fast to reach the microphone but delivered clearly and with understanding. "Scops are not as important as accuracy," he said.

Names of local people are always news. Mr. Allen said, suggesting small-market stations should air every kind of personal news possible, including everything from births and deaths to traffic fines. This type of station should be in as many places in the community as possible, he urged, covering every activity.

News to the Hilt • Jim Bormann, news director, WCCO Minneapolis, told the clinic "radio is the only medium capable of right-now reporting and if we don't play this advantage of immediacy to the hilt we're not being true to our medium."

Mr. Bormann described how WCCO employed "radio for immediate information because they knew they could depend on radio for that kind of service."

Jack Lemme, KLTF Little Falls, Minn., told the Minneapolis clinic that editorializing is the key element that gives stature and depth to the local station's news coverage and everything else it does. "You'll find a drastic change in the way your public looks at you if you speak out," he said, noting "it also gives purpose and meaning for our responsibility to serve in the public interest."

TV covers L.A. murder inquest

Television, in a sense, was on trial throughout the tension-packed inquest hearing into the May 7 fatal shooting of Negro motorist Leonard Deadwyler that took place all last week in Los Angeles county courthouse. A crowd of 1,000 disrupted the opening inquest session on May 19 and while only about 300 turned out the next day, still, some 150 persons were unable to get into the courtroom. It took a skirmish line of 100 helmeted nightstick-carrying deputies to force them from a courthouse corridor. But thanks to television the Negro community's bitterness over not being able to attend the sessions was largely dissipated.

First the coroner's office turned down a request for live television coverage. District Attorney Evelle J. Younger, however, interceded. Reasoning that everyone who wished to should have a chance to witness the hearings, Mr. Younger attained permission for KTLA (TV) Los Angeles to telecast the proceedings live. The station carried the hearings from 10 a.m. to 4 p.m. every day. Other stations in the market showed film clips on their regular news programs.

"It's my feeling," the district attorney explained, "that by giving the inquest live-TV coverage, it will be possible for all to see that it is being con-
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\textit{carried state's program, currently Medicaid in N.Y. show}

\textit{recent innovation. claim TV and TV coverage, it's all for}
\textit{commercial Syracuse, cast Albany during debate Law last}
\textit{in New York.}

\textit{cause anyone to not "a beneath WGR-TV to}
\textit{pick-up from the capitol hours of coverage to. Estes}
\textit{candidates in West Texas and Colorado, preparing for}
\textit{1966 for horrible examples."}

The Estes case, in which the Supreme Court ordered a new trial because of the TV coverage, was cited by Mr. Miller as one in which "a handful of people simply went overboard and overdid to the point that they provided a horrible example for the people who were looking for horrible examples."

He complained that the "unfortunate" Tyler incident and the subsequent Supreme Court decision have allowed critics of live coverage to ignore the dozens of cases where stations have "quietly and unobtrusively covered criminal cases with film cameras, no extra lights . . . no complaints, no appeals and no protests."

\textbf{Illinois resolutions}

Proposals to permit broadcast coverage of the U.S. House of Representatives and to provide access to public records have received "strong endorsement" in resolutions approved by the Illinois Broadcasters Association and the Illinois News Broadcasters Association. The resolutions in both instances were introduced before the state groups by Bruce Dennis, vice president and manager of news, WGN-AM-TV Chicago, at their meetings about 10 days ago. They supported HR-641, now pending in the House, that would allow radio-TV coverage of that body of Congress, and S-1160, a Senate bill, soon to be reported to the House, that would assure availability of public records to the news media.

\textbf{King releases sports package}

King Features Syndicate, New York, has begun distribution of a third radio series entitled \textit{Sport Shorts.}

The newest package comprises 365 one-minute stories of unusual sports events, compiled and produced by sports writer Mac Davis. Radio stations buying the series before July 1 will also receive a special bonus of 49 short baseball stories for separate programming. King Features' other two radio packages are \textit{Here's Hello} in five-minute programs, and \textit{Starscope} in five and one-minute versions.

\section*{N.Y. stations televise legislative debate}

\textbf{WGR-TV Buffalo, N. Y., given clearance at the 11th hour by New York state officials, provided a total of 16 hours of live pickup from the capitol in Albany during debate on New York's Medicaid law.}

The lawmakers' re-examination of the program, currently one of the state's more controversial issues, was carried 11 hours last Tuesday (May 24) by \textit{WGR-TV} which also fed its telecast to \textit{WKKB-TV Buffalo, WHEN-TV Syracuse, WMHT-TV Schenectady non-commercial and WHEC-TV Rochester, all New York.}

All except \textit{WKKB-TV} carried an additional five hours of coverage the next day. \textit{WGR-TV} had offered pickups to all TV stations in the state.

\section*{One apple can spoil the whole court scene}

The public expects more than paper-and-pencil reporting from television but it's hard for TV to deliver this from courtrooms. In Texas and Colorado, where the state bar associations left it to the judges to decide if they want radio and TV coverage, it has become "very difficult for us to cover a trial the way we are best equipped to do it."

Ray Miller, news director, KPRC-AM-TV Houston decried those critics who claim TV cameras in courtrooms are a recent innovation. He told the Women's Auxiliary of the South Texas College of Law last Friday (May 27) that courtroom pictures have been allowed in Texas for 14 or 15 years and there is not "a single recorded case that I know of where any of this coverage has caused anyone to be convicted of anything he would not otherwise have been convicted of."

Mr. Miller claimed that the cameras in the court had nothing to do with the conviction of Billy Sol Estes in Tyler, Tex. Television did not make Estes notorious, he said, the cameras "simply reacted to that notoriety he had made for himself."

The Estes case, in which the Supreme Court ordered a new trial because of the TV coverage, was cited by Mr. Miller as one in which "a handful of people simply went overboard and overdid it to the point that they provided a horrible example for the people who were looking for horrible examples."

He complained that the "unfortunate" Tyler incident and the subsequent Supreme Court decision have allowed critics of live coverage to ignore the dozens of cases where stations have "quietly and unobtrusively covered criminal cases with film cameras, no extra lights . . . no complaints, no appeals and no protests."
Tele-graff Film plans movie production

Tele-graff Film Corp., New York, which was formed five months ago as a TV program distributor, is moving into the field of production of features primarily for TV and is concluding coproduction agreements with Spanish and Italian film companies.

E. Jonny Graff, president, reported last week that the first two feature projects are “Dayton’s Devils,” which centers around a U.S. Army payroll theft, and “The Monument,” an action-adventure story set on the boundary of East and West Berlin. Each feature will be budgeted at approximately $500,000 with “Devils” shot in Spain (with producer Angel Ibarra) and “The Monument” in Germany and Italy (with Interfilm of Italy). Each film will have some theatrical exposure in the U.S. prior to TV release here, according to Mr. Graff. Americans will be cast in the leading roles.

Mr. Graff, who resigned as vice president for television of Embassy Pictures earlier this year, has been assembling a package of feature films from abroad and has acquired 23 features to date, 17 of which are in color. They are in the process of being dubbed and edited and are being offered for sale to TV although a few will have prior theatrical exposure, Mr. Graff noted.

The bulk of the features being offered to TV by Tele-graff were produced in Italy and Spain. Mr. Graff views Spain as a growing source of features for TV in the U.S., adding that a more liberalized stance by the government there is resulting in “more provocative and exciting features.” Spanish performers who are gaining international stature, he said, are Francisco Pabal, Fernando Sanchez and Nuria Hespert.

ABC-TV special heads for theaters for UN

“The Poppy Is Also a Flower,” an ABC-TV 90-minute TV special depicting a United Nations crackdown on international narcotics smuggling, will be given worldwide theatrical distribution taking the unusual route of TV to movie theater. Telsun Foundation Inc., New York, produced the show and Xerox underwrote costs (time and production).

Major American distributors will release the full-length theatrical version in the U.S. and Canada and Wiener-Stadthalle Stadion, an Austrian production-distribution firm, will handle overseas distribution.

Profits after investment and distribution costs will be turned over to the UN and other organizations working for UN goals. The production, starring some 22 internationally-famous actors, was telecast on April 22.

NET gets Xerox help

Under a public service grant by Xerox Corp., Rochester, N.Y., National Educational Television established a hookup of 11 eastcoast stations last Tuesday (May 24) to broadcast a speech by Secretary of State Dean Rusk live from New York. Mr. Rusk spoke at a dinner given by the Council on Foreign Relations and CBS on the occasion of the establishment of the Edward R. Murrow Fellowship for American foreign correspondents.

Writers-producers talk about contract

No progress has been made and none appears imminent in the negotiations that are currently going on between the television networks, television film producers and the Writers Guild of America West on a new television-film agreement to replace the present one that expires June 15. The WGAW already has told producers that its members will not work without a contract and that there will be no extension of the old one. The strike threat brings negotiations among these factions to their most crucial stage since 1960 when the writers staged a 22-week walkout.

Among other advances, the guild is looking to increase the minimum scale its members get for writing television scripts, while management is hoping to sign a longterm contract but is not prepared to meet the WGAW’s money demands. More than a dozen negotiating sessions between the union on one side and TV network representatives and the Association of Motion Picture and TV Producers and Society of Independent Producers on the other already have taken place. So far some give-and-take has been noted on secondary problems, but key issues are at a standstill.

Meanwhile, three new members were elected and five incumbents were returned to the Writers Guild Council as a result of an annual membership meeting held May 19. Chosen to serve until May 1968 are John Furia Jr. and Sam Rolfe for television-radio and Rod Serling for motion pictures. Re-elected were screen writers Edward Anhalt. Fay Kanin, Leonard Spigelgass and television writers Joel Kane and Sy Salikowitz.

Radio series sales...


The Joe Pyne Show (Hartwest Productions): KJOY Stockton, Calif.; KLVU Beaumont, Tex.; KGLO Miami, Okla.; WWHO Toledo, Ohio, and WAKX Hattiesburg, Miss.

Point of Law (Signal Productions):
Wilz St. Petersburg and WFTL Fort Lauderdale, both Florida, and KFPW Fort Smith, Ark.

**Doctor's House Call** (Signal Productions): KYMO Little Rock, Ark.


July 4, 1776 (Woroner Productions): WFPW Wisconsin Rapids and WMD Madison, both Wisconsin, and KZIN Yuba City, Calif.

Close-Up (Woroner Productions): KZIN Yuba City, Calif.

**Tips On Tots** (Woroner Productions): KSEL Lubbock, Tex.

Film sales...

*The Big World of Little Adam* (Banner Films): WFLD-TV Chicago.

**Bold Journey** (Banner Films): WSUN-TV St. Petersburg, Fla.

**Secret Agent** (ITC): WTOP-TV Washington; KTVM-TV Fort Worth-Dallas and CKLW-TV Windsor, Ont.-Detroit.

**Seaway** (ITC): KPRC-TV Houston.


**Of Lands and Seas** (Olas Corp.): KSTP-TV Minneapolis-St. Paul.

**Surf's Up!** (RKO General): WFLD-TV Chicago.

**Fashion** (RKO General): WISH-TV Indianapolis.

**Night Train** (Seven Arts TV): WGHV-Hi-Point, N. C.

**The Discophonic Scene** (Seven Arts TV): WKEF-TV Dayton, Ohio, and WLYH-TV Lancaster-Lebanon, Pa.

**Oh, My Word!** (Seven Arts TV): WGN-TV Chicago and WCPO-TV Cincinnati.

**The Gypsy Rose Lee Show** (Seven Arts TV): WHHC-TV Rochester, N. Y.

**Big Night Out** (Seven Arts TV): WLUK-TV Green Bay, Wis., and Zimmer, McClaskey, Lewis Advertising Agency, Louisville, Ky.

**Man in Space** (Seven Arts TV): WNBW-TV Binghamton, N. Y.; WLEX-TV Lexington, Ky., and KOLO-TV Reno.

**Looney Tunes Cartoons** (Seven Arts TV): WRAL-TV Raleigh, N. C.

**Behind the Scenes with the Royal Ballet** (Seven Arts TV): WHTV-TV Athens, Ga., noncommercial.

**Boston Symphony Orchestra** (Seven Arts TV): WLEX-TV Lexington, Ky.

Volume 10 (Seven Arts): WFIL-TV Philadelphia; WNAC-TV Boston; KOMO-TV Seattle; WLYK-TV Louisville, Ky., and KRDQ-TV Colorado Springs, Colo.

**Marine Boy** (Seven Arts TV): WNBS-TV Columbus, Ohio; CKLW-TV Windsor, Ont.-Detroit; WLEX-TV Lexington, Ky., and WLUK-TV Green Bay, Wis. Now in eight markets.

**Out of the Inkwell** (Seven Arts TV): WFLD-TV Chicago, WAGA-TV Atlanta and WPHL-TV Philadelphia. Now in 13 markets.

**The Fast 23** (Seven Arts TV): KABC-TV Los Angeles; KON-TV Portland, Ore.; KERO-TV Bakersfield, Calif.; WVEC-TV Norfolk, Va.; WDAS-TV Scanton, Pa.; KTVK-TV Phoenix, and KGBM-TV Honolulu.

**If These Walls Could Speak** (TV III): WNEW-TV New York, KTVV-TV Los Angeles and WTTG-TV Washington.

**New Three Stooges Cartoons** (TV III): KPHO-TV Phoenix; WFMY-TV Greensboro, N. C.; WWHO-TV Toledo, Ohio; WFAA-TV Dallas-Fort Worth; KRIS-TV Corpus Christi, Tex.; WTMN-TV Nor- folk, Va.; KBAY-TV San Francisco; KUSO Rosenberg-Houston; WSDO-TV Newport, Ky.; Cincinnati, and WATL-TV Atlanta.

1965 United States National Parachute Championships (Triangle): KING-TV Seattle and WDDO-TV Duluth, Minn.

'Lassie' in syndication with 156 episodes

One of television's durable properties, Lassie, will be romping on both the network and local station trail next season. The syndicated version, titled Timmy and Lassie, was reported last week to have generated sales in excess of $600,- 000 in its first 10 weeks of syndication.

Hardie Frieberg, president of the Telesynd Division of the Wrather Corp., revealed in New York that since mid-March Timmy and Lassie has been sold in 15 markets, including Los Angeles, Chicago, San Francisco and Boston for starts in the fall. Available for syndication are 156 black-and-white half-hour episodes which were presented on CBS-TV from 1960 to 1964.

"Most stations will be stripping Timmy and Lassie in early evening periods," Mr. Frieberg said. "We are selling them to stations for two runs, and we now are close to making a number of other deals."

Concurrently, Lassie begins its 11th network season next fall on CBS-TV in the Sunday, 7-7:30 p.m. period. Epi- sodes will be in color, as were those for the 1965-66 season.

Telesynd has been involved primarily in the sale of TV properties of the Wrather Corp. (Lassie, The Lone Ranger, Sergeant Preston of the Yukon) but is seeking to handle suitable pro- gramming of independent producers. In line with expansion plans, Mr. Frieberg said, Telesynd recently appointed Dick Perrin, formerly with Embassy Tele- vision as an account executive in New York.

Program notes...

Fourth for Storer • Storer Broadcasting Co. has produced its fourth radio public affairs service program. *America the Beautiful* was recorded by Mrs. Lyndon B. Johnson, Mrs. Hubert Humphrey, two Cabinet members and several Cabinet members' wives. Lionel F. Baxter, vice president of Storer Broadcasting Co., has announced that the series will be made available to all broadcasters on request and without charge.

SDX study • Sigma Delta Chi, the professional journalistic society, has published a pamphlet on the opportunities in broadcast journalism, written by David von Sothen and Wallace Fanning. The pamphlet, one of Sigma Delta Chi's career series, tells how top executives in broadcasting learned "the way" through the news ranks.

**WJB P**

*The NEW SOUN D of Florida's new CCU "CRU"*
The pinch on land-mobile users

House group responds to plea that FCC be asked to explore ways to allow more space in spectrum

A House subcommittee last week agreed to send the FCC a letter requesting that action be taken to meet the frequency shortage in the land-mobile radio services.

The decision was made by the House Small Business Subcommittee on Regulatory and Enforcement Agencies after it heard testimony from licensees in the FCC’s business radio service. Testifying before the subcommittee were Val J. Williams, executive vice president of the National Association of Business and Educational Radio Inc., and several individual business radio licensees.

Mr. Williams asked for the subcommittee’s assistance in pushing the FCC to initiate a rulemaking action to give the land-mobile services additional spectrum space.

At the conclusion of the testimony Representative Silvio O. Conte (R-Mass.) suggested that the subcommittee transmit the testimony to the FCC and request the commission “to take action to meet the shortage.” Representative Neal Smith (D-Iowa), who was presiding at the time, then instructed the committee staff to draft a letter to the commission.

Where? Although Mr. Williams told the subcommittee of “the urgency for additional frequencies” in the land-mobile services, he did not say where those frequencies should come from.

Several proposals have been advanced in the past, however, to appropriate or share part of the TV spectrum as a step toward solving the frequency shortage problem for the mobile radio users.

Mr. Williams said that the number of licensees in the business radio service has increased from 2,333 in 1958, the year the service was established, to 73,915 in 1965. And the number of individual vehicles which have transmitters in this service has increased from 25,328 in 1958 to over half a million in 1965, he said.

Several of the licensees who testified about their experiences in business radio said that the frequency shortage in some cities was so severe that five or six different licensees were being assigned the same frequency. Some said that they were forced to halt expansion of their businesses because of the shortage of frequency space.

Fastest Growth * Mr. Williams pointed out that the business radio service is only one of some 20 services under land-mobile radio. He said the business radio service, however, has the largest number of stations and has experienced the most rapid growth.

Because of research and technological advances the use of the available spectrum space for land-mobile users has quadrupled in the past 20 years, Mr. Williams said. But he added that the possibility of frequency relief through further technical advances has been just about exhausted. He said that the future growth potential of mobile radio can be realized “only by the allocation of additional spectrum.”

Mr. Williams quoted liberally from FCC reports and testimony to show that “the FCC has repeatedly acknowledged the need of the mobile radio services for frequency relief.” He added that although the commission is well aware of the problem it has initiated no proposal to allocate additional spectrum space.

While acknowledging that there are proposals before the commission that would afford some relief by bringing about more efficient use of the spectrum, Mr. Williams emphasized his belief that long-term relief must involve additional frequency allocations.

The subcommittee has been looking into the problems of small businessmen who are under the jurisdiction of the regulatory and enforcement agencies of the federal government. In June the committee will hear from Donald H. McGann, president of Westinghouse Broadcasting Co. and from the National Association of Broadcasters.

Broadcast Bureau grants its first CAR license

A community antenna television system in Santa Maria, Calif., has become the first recipient of a microwave license in the new Community Antenna Relay—CAR—service.

The commission’s Broadcast Bureau, acting under delegated authority, made the grant to Santa Maria Valley Cable TV Inc., last week, some seven months after the CAR service was established.

The service was created for noncommon-carrier microwave operators that serve CATV’s in order to relieve growing CATV pressure on common-
A picture-by-phone device for TV news

A quick way to get black-and-white still pictures by telephone to a TV station has been developed by the Magnavox Co., Fort Wayne, Ind., for marketing by Xerox Corp., Rochester, N. Y., officials of the companies reported last week.

They said the first experiment with the Xerox Magnavox Telecopier, a facsimile transmission device, had been conducted by WROC-TV Rochester.

Newsman Mort Nusbaum, covering a Xerox annual meeting in Chicago, photographed scenes with a Polaroid instant-processing camera. Each finished print was inserted into a Telecopier changed to tone signals, then transmitted over conventional telephone lines to the WROC-TV studios. On the receiving end, another Telecopier picked up the tones for conversion back to graphic form.

Mr. Nusbaum's 6 p.m. deadline for a program How's Business, was met with a taped commentary and reproduced pictures.

The 46-pound unit can be plugged into a standard 110-volt A.C. power outlet. TV stations that lease it will be charged $35 per month plus a minimum meter fee of $15, equivalent to 600 minutes monthly. A Xerox spokesman indicated an 8- by 10-inch photograph can be relayed in six minutes with the Telecopier.

RCA plans color plant in Puerto Rico

RCA's color-TV production this year will be supplemented by a new electron-gun facility to be located near San Juan, P. R. RCA President Robert W. Sarnoff announced plans for the new plant to an RCA Sales Corp. distributors meeting in San Juan last week.

In his announcement, Mr. Sarnoff referred to RCA's progress this year including the budgeting of an added $65 million for improvements in home-instrument manufacturing facilities.

A total $156 million set aside by RCA since 1964, he indicated, has made possible a $20 million Memphis TV-receiver plant that is about ready to produce some black-and-white sets and will add a color-receiver line later this year; a Bloomington, Ind., color-TV set plant expansion, color TV tube factories increased production in Marion, Ind., and Lancaster, Pa., and a new $26-million TV tube division in Scranton, Pa. that will open before 1967.

The forecast of a total color-TV industry volume, Mr. Sarnoff said, has been revised upward to 5.5 million sets replacing an earlier (1964) estimate of 2.5 million units for 1966. The current revision—a doubling of last year's volume—means retail sales of nearly $3 billion, he added.

Mr. Sarnoff predicted his company would be the first to make and sell over 3 million TV sets in a single year, noting that in 1966, RCA is edging close to that mark.

The proposed 25,000-square-foot plant near San Juan will make electron guns for RCA color TV picture tubes. Mr. Sarnoff reported that limited quantities of the components will be produced by late this year to complement the production of RCA's Lancaster and Marion divisions. RCA Electronics Components and Devices will direct operation of the new plant situated south of the capital in Juncos.

Technical topics . . .

Monitors required . . . The FCC has amended its rules to require FM stations in multiplex stereophonic programming or subsidiary communications authorizations operation to install type-approved frequency and modulation monitors. The effective date is June 1, 1967. Certain installed equipment that meets in part the new requirements may continue to be used until Jan. 1, 1972.

Two appointments = Ameco Inc., Phoenix, Ariz., manufacturer of community antenna television equipment, has appointed Jennings and Thompson, also of Phoenix, to handle a campaign in national trade publications. Sherrill Dunn (former editor of TV & Communications) is Ameco's new advertising director.

New generator = Kaiser-Cox Corp., Phoenix, Ariz., CATV equipment man-
manufacturer, announces new KCPG pilot carrier generator. Equipment provides frequency-stable, constant RF output for automatically controlling gain and/or equalization of amplifiers. KCPG operates on 166.5 mc with plus or minus 0.05% stability, with direct output level of plus 55 dbmv maximum and low level output of plus 45 dbmv maximum.

Darker lights for TV = Skirpan Electronics Inc., Long Island City, N. Y., has announced a new line of SCR dimmers for TV studio lighting. Available in capacities of 2, 3, 6 and 12 kw, the dimmers are compact, inert and silicon controlled. The solid-state units have square law dimming curve characteristics and filtering to prevent RFI and lamp noise. Activated by a 24v dc signal at 1.65 ma, they are ideally suited for remote control by either a single potentiometer or by a complex infinite-preset console.

Lots of color = Orders for more than $1.5 million worth of live color cameras have been received by the General Electric Co., Syracuse, N. Y. GE's new PE-250, four-Plumbicon camera, at $70,000 each, have been ordered by Taft Broadcasting Co. (12), KPBC-TV Houston (six) and KRLD-TV Dallas-Fort Worth (four).

New U. S. distributor = Canon U.S.A. Inc., New York, has been formed as an import and marketing subsidiary of Canon Camera Co., Tokyo, a TV lens manufacturer. The new firm, formerly a Canon branch office, will be directed by Dr. Matao Mitsuji, president.

FCC ups minimum power for AM stations

The FCC last week amended its rules to increase the minimum power for AM stations from 100 w to 250 w, day and night.

The commission said the new rule would not apply to the nine stations that now operate with 100 w power or to the five applicants for 100 w.

A rulemaking proposal was issued last December because the commission said it regarded the operation of AM stations on less than 250 w as an inefficient use of the AM frequencies.

The vote last week was 5 to 1 with acting Chairman Rosel Hyde casting the dissenting vote.

FINANCIAL REPORTS

Northrop, Hallicrafters air merger plans

If a new merger proposal carries through Chicago-based Hallicrafters Corp. will become a subsidiary of the Northrop Corp. of Los Angeles by mid-October. Announcement of proposed merger was made last week by the legal department of the Midwest electronics firm.

Hallicrafters' stockholders will receive some $15 million worth of Northrop stock in exchange. Northrop's basic field is aircraft but it also has electronics and other divisions.

The merger agreement is expected to be signed in June. It then faces approval by the Securities and Exchange Commission, the Internal Revenue Service and various stock exchanges as well as the boards of directors and stockholders of the two firms.

Hallicrafters has been operating at a loss for over two years. President Robert Halligan and his family are still controlling stockholders.

Seven Arts registers stock offering at SEC

Seven Arts Productions Ltd., Toronto, has registered 500,000 shares of common stock with the Securities and Exchange Commission. The company proposes to offer 200,000 shares to the public while 300,000 shares will be offered to present stockholders. Proceeds from the sale are to be used for reduction of a bank loan, for production of motion pictures to be distributed to theaters and television stations, and for working capital.

Allen & Co. Inc., New York, will head a group of underwriters for the offering.

The prospectus lists 44 selling stockholders, including Carroll Rosenbloom, who will offer 100,000 of 200,000 shares held. Other stockholders will offer shares in amounts ranging from 61 to 17,750. In addition to indebtedness, the company has outstanding 2,534,278 common shares, of which management owns 8.63%. The company is engaged primarily in selling feature films to TV stations.

Outlook rosy for Collins in fiscal year

Third-quarter results of Collins Radio Co., Dallas, rose sharply for the nine months ended April 29. Backlog on April 29 was reported at $337 million, up from $261 million a year ago and $320 million Jan. 28.

Arthur Collins, president, said that the outlook for the fiscal year ending July 29 appeared favorable "to the extent that earnings are expected to approximate $3.30 per share on the basis of a weighted average number of shares outstanding during the year." In fiscal 1965 the firm earned $4,550,000, or $2.04 a share, on sales of $282,014,525 (BROADCASTING, Sept. 13, 1965).

The projection, Mr. Collins noted, assumes that $7,460,000 of 434% convertible subordinated debentures due 1983 will be converted to 271,270 shares of common stock before the end of the current fiscal year. Of the original $12.5 million of the 1983 debentures, $5,040,000 have already been converted into 183,236 shares of common stock. Mr. Collins noted that the board of directors will consider calling for redemption of the remainder of this series of debentures at its next meeting on June 14.

For the nine months ended April 29:

1966 1965
Earned per share $2.57 $2.35
Sales 272,002,000 197,000,000
Income before taxes 9,873,000 4,945,000
Net income 5,357,000 2,913,000
Average shares outstanding 2,399,717 2,230,000
Restated to reflect allocation of year-end tax credit recorded in fourth quarter of 1965.

Paramount earnings up

Paramount Pictures Corp. - operating earnings increased 36% for the first quarter. Quarter ended March 31:

1966 1965
Earned per share $2.35 $1.49
Net operating income 3,292,000 2,341,000
Shares outstanding 1,618,131 1,569,956
Includes profit on sale of assets equivalent to 22 cents a share.

Financial notes...

- The board of directors of Storer Broadcasting Co., Miami, has declared a regular quarterly dividend of 25 cents a share on common stock payable June 9 to stockholders of record May 20. The board of directors also declared a quarterly dividend of 12%/cents a share on class B common stock.

- Warner Bros. Pictures Inc. has declared a dividend of 12%/cents per share on common stock, payable Aug. 5, to stockholders of record July 8.

- MCA Inc., New York, has declared a dividend of 37/2 cents a share on outstanding convertible preferred stock, payable June 30 to stockholders of record June 6.
FATES & FORTUNES

BROADCAST ADVERTISING

James Woodward, senior art director of Norman, Craig & Kummel, New York, elected VP.

Hank Greene, assistant general manager of WBBZ-TV Boston, joins AM Radio Sales Co., New York, as VP.

Norton J. Wolf, formerly VP and creative supervisor at Benton & Bowles, New York, joins Kastor, Foote, Hilton & Atherton there as VP and creative director.

David S. Williams, formerly executive VP of Wade Advertising, Chicago, joins Knox-Reeves Advertising, Minneapolis, as administrative VP effective June 15.

Alan Pando, management supervisor, and Jerome Harwood, associate director, both with Kenyon and Eckhardt, New York, elected VP's.

Ronald W. Plummer named VP and director of client services, Buchen Advertising, New York.

Francis J. Malley, VP and PR director of Doremus & Co., New York, elected senior VP.

Joel Raphaelson, VP and joint copy chief at Ogilvy & Mather, New York, named senior VP.

William E. Whitney Jr. and John Heston, account supervisors at O&M, New York, named VP's.

Henry C. Goldman, formerly sales manager of WVPO-AM-FM Stroudsburg, Pa., named sales manager of WZIP-AM-FM Cincinnati.

Robert Jeremiah, senior media supervisor, Cunningham & Walsh, New York, named director of media planning services, C&W, San Francisco.

John K. Ball, previously with Filmex Inc., New York, joins C&W there as producer.

Gus Parmet, New England advertising executive and sports broadcaster, forms his own advertising and PR agency, Gus Parmet & Associates, at 86 Burlington St., Providence, R. I.

Dennis Gillespie, TV sales manager-Chicago for Peters, Griffin, Woodward Inc., elected VP and placed in charge of special projects and administrative assignments, newly-created post at PGW's New York headquarters. John McGowan, who joined PGW in sales in 1964, succeeds Mr. Gillespie in Chicago.

Dean Ward, formerly general manager of KOFM(FM) Oklahoma City, named sales manager for WCEE-TV Freeport, Ill.

Milton H. Strasser, with promotion department of WNEW-TV New York, appointed to new post of assistant director of advertising for Metromedia Inc., that city.


James W. Bratten, formerly head of his own agency in San Diego, and Donald R. Evers, advertising director of San Diego division of Mayfair Supermarkets, forms Bratten & Evers/Advertising, 3073 4th Avenue, San Diego.

Robert Beale, promotion executive for WAIH-TV Atlanta, appointed to newly created position of sales promotion director for KRON-TV San Francisco.

John Chase, specialist in communications field with Navy, joins KRON-TV's promotion department to handle merchandising.

William R. Groome, VP and account group head at Ted Bates & Co., New York, elected senior VP.

Stanley Judell, controller for General Film Labs., Hollywood commercial film processing firm, assigned to handle overall financial, credit and business management of General Film and West Coast plant of its parent company, DeLuxe Labs. Inc.

Hooper White, creative production production manager, broadcast commercial production section, Leo Burnett Co., Chicago, appointed VP. Three others made VP there: Thomas D. Heath, account supervisor; William H. Lyman, associate creative director, and Wayne A. Wiggins, account supervisor.

W. S. Redpath, chairman of executive committee and vice chairman of board at Ketchum, MacLeod & Grove, Pittsburgh, named chief executive of KM&G's New York office.


Charles Hirschkind, controller at Storer Television Sales, New York, joins National Television Sales, that city, as business manager and controller.


Alan Appleton, formerly with Young & Rubicam, Chicago, where he has been supervisor on Chrysler Imperial Dealers Association account, joins McCann-

New RAB assignments

New assignments to major committees of Radio Advertising Bureau were announced last week at RAB board meeting in New York (see page 38). Named to chairmanships: Lester M. Smith, KXL Portland, Ore., executive committee; Roger W. Clipp, Triangle stations, finance committee; Harold L. Neal Jr., ABC-owned radio stations division, membership committee; James McKenna, McKenna & Wilkinson, Washington, by-laws committee, and John Box Jr., Balaban stations, nominating committee. In addition, Victor C. Diehm of WAZL Hazelton, Pa., and Frank P. Fogarty, Meredith Broadcasting Co., were named to serve as advisory committee.
Whitley, Allen, Ward named VP's

In a series of management changes at Blair Radio, (l. to r.) Ed Whitley, VP and New York sales manager, was appointed VP and general manager of division, and Peter Allen, Detroit manager; Hank Chadwick, Philadelphia manager, and Oliver Ward, Los Angeles manager, elected VP's. Thomas C. Harrison, president of Blair Radio (right) announced appointments during two-day session of division managers that took place in New York May 20-21.

Erickson, Detroit, next month on Buick account.

Donald E. Shettico, director of marketing of Duke Laboratories, South Norwalk, Conn., appointed account executive for The Stuart Co. at Sudler & Hennessey, New York.

Jim Kelly, account executive with WNEW-TV New York, joins WOR-TV, that city, as account executive.


Frank F. Patterson, account executive with N. W. Ayer & Son, Philadelphia, joins VanSant Dugdale and Co., Baltimore, as account executive.

William Simpson, general manager of KHFJ-AM-FM Austin, Tex., named account executive at KHFI-TV, that city.

Ann Berk, with Television Bureau of Advertising, New York, appointed writer, sales promotion, NBC Radio, that city.


Frank Morello, formerly with Peters, Griffin and Woodward, New York, joins Harrington, Righter & Parsons, same city, as account executive.

Richard Weiss, for two years with WWLO Jackson, Wis., joins WUHF-TV Milwaukee as account executive.

Roy Young, marketing projects manager for Liggett & Myers Tobacco Co., New York, named advertising manager of S. A. Schonbrunn and Co., Palisades Park, N. J.

Helen Ottomarini, with Advertising Time Sales, New York, named research and promotion associate.

Kenneth Teason, formerly creative director at Carr-Liggott Advertising, Cleveland, joins Post-Keyes-Gardner, Chicago, as copywriter.

John Collins, with Norman, Craig & Kimmel, New York, joins account service group at Smith/Greenland Co., that city.

MEDIA


L. H. Curtis, general manager of KSL-TV Salt Lake City, also named executive VP of KSL Inc., (KSL-AM-FM-TV).

B. Hillman Bailey Jr., Natchitoches, La., elected president of Louisiana Association of Cable TV Operators at spring convention in Leesville. He succeed Virgil G. Evans, Alexandria, Normal Williams, Stan-Socia Corp. (grou; CATV owner), elected secretary-treasurer.

Denson Walker, manager of WFAA AM-FM Dallas, named president o Association of Broadcast Executives o Texas, succeeding Jim Terrell, genera manager of KTVT-TV Fort Worth-Dal las. Other new officers: Tommy Thompson, Tracy-Loke Advertising, VP Judy Statman, Bloom Advertising secretary; and George Watts, Repub National Bank, treasurer.

Wayne Kaylor, general manager o KENS-TV San Antonio, Tex., appointed VP of parent Express Publishing Co.


John Beatty, with WBNF Binghamton N. Y., appointed station manager o WGAL-FM Philadelphia.

Arthur K. Crawford, formerly sale manager of KCBH-FM Los Angeles named general manager, replacing A. Arthur Crawford, who will devote full time to Pacific Fine Music Inc., one of 13 applicants for license of KLJ Pasadena, Calif.

George B. K. Adkisson, former as sistant sales manager of Peters, Griffin Woodward, Chicago, appointed genera manager of KFQD Anchorage, Alaska effective June 15.

Calvin H. Druxman, general manager of sales for KAUX-TV Wichita Falls, Tex. appointed general manager of KHFJ-AM FM Austin, Tex.

Howard S. Meighan and Albert B Shepard re-elected chairman and president, respectively, of International

Ebel GF consultant

Edwin W. Ebel, VP, advertising services, General Foods Corp., White Plains, N. Y., will continue to serve company as consultant on TV advertising after Oct. 1 retirement. Mr. Ebel earlier had announced plans to retire (BROADCASTING, March 14). Mr. Ebel will report to James D. North, VP-marketing services, who assumes responsibility for General Foods' broadcast advertising when Mr. Ebel retires.
James Winters, with WABI Bangor, Me., appointed station manager of WPOR Portland, Me. Both are Horace Hildreth stations.

David D. Matson, formerly general manager of WBAZ Kingston, N. Y., named co-manager of WEET Richmond, Va.

**PROGRAMING**

Ben Fox, once manager of programing for Dumont TV network in New York and more recently free-lance producer-writer, named program executive for 20th Century-Fox Television, with general supervisory responsibilities for all renewed series. Mr. Fox also will handle liaison with network program executives and currently is developing two new series for 1967-68 season.

Frank J. Havlicek, formerly regional sales manager, Sterling Movies, Washington, elected VP and moves to Chicago as regional manager.

Louis F. Feldman was re-elected president of Screen Producers Guild at annual meeting in Hollywood. Other officers elected for one-year term are: Norman Felton, first VP; Robert Cohn, second VP; David Dortort, third VP; Frank McCarthy, secretary; Lewis J. Rachmil, treasurer, and Aubrey Schenck, assistant treasurer.

Lewis Freedman, director of programing at noncommercial WNDT(TV) Newark, N. J.-New York, named VP of programing.

Norman Rubin, in real estate, tenant relations and development of studio facilities, MCA, Universal City, Calif., elected VP and secretary of MCA Development Inc., same city, division of MCA Inc.

Barry Wood, executive producer of the *Bell Telephone Hour* at Henry Jaffe Enterprises, New York, named VP and executive producer of all projects. With Jaffe since 1959, Mr. Wood produced first Telstar communications satellite telecast for AT&T on July 10, 1962.

Dale Wehba, with KOMA Oklahoma City, appointed director of programing, succeeding Don McGregor, who becomes director of programing at WTX New Orleans. Both are Storz Stations.


John Rodi, internal auditor for Desilu Productions Inc., named assistant controller for studio. He replaces Art Bargon, appointed assistant general manager of Desilu Sales.

David E. Wilson, producer, writer and director at WCAU-TV Philadelphia, joins KYW-TV, that city, as director of public affairs. Mr. Wilson replaces John Baker, who becomes executive producer.

Russell D. Martz, features writer and editor with *Pittsburgh Press*, appointed director of community affairs for KQV-AM-FM Pittsburgh.

Phil Stout, program manager of WDVR(FM) Philadelphia, named operations manager.

David E. Pavlock, night news editor at WCOA-AM-FM Pensacola, Fla., appointed operations manager.

Keith H. Fowles, former manager of WPOR Portland, Me., appointed director of public affairs for WAGM-AM-TV Presque Isle, Me., and operations manager of WAGM-TV. All are Horace Hildreth stations.


Weymeth Simpson, with news staff of KHQ-TV Spokane, Wash., appointed farm director of KHQ-AM-FM-TV, replacing Tom Templeton, who becomes assistant marketing director for Western Wheat Associates in Tokyo.

**NEWS**

John Gilligan, with noncommercial WNDT(TV) Newark, N. J.-New York, appointed director of public affairs and news.

Nate Churchill, operations director of WAGM-TV Presque Isle, Me., appointed news director of WAGM-AM-TV.

Gene Arnold, with KODA Houston, appointed news director, succeeding Joe Coffey, who becomes news director of KKYX, that city.

Tom Koller, program director of WMIL Milford, Mass., appointed news director.


Chet Murphy, general manager of KYSS Missoula, elected president of Montana AP Broadcasters Association.

Stan Stevens, KOJM Havre, elected VP.

Craig Mailloux, formerly with United Press International, Los Angeles, appointed manager of UPI's news picture bureau in Columbus, Ohio.


Doug Ramsey, news editor at KATU(TV) Portland, Ore., and Richard Townley, formerly with ABC News, New York, join news department of WDSU-AM-FM-TV.

Charles Lambert, news director of WBCH-AM-FM Williamsburg, Va., joins WCOA-AM-FM Pensacola, Fla., as night news editor.

Ken Thomas, news director of WKBN-AM-FM-TV Youngstown, Ohio, joins news department of WXYZ Detroit.

Alan DePetro, with WBNN-AM-FM-TV Youngstown, Ohio, joins news staff of WJAS-AM-FM Pittsburgh.

Roy S. Inouye, former staff photographer, *Sacramento (Calif.) Union*, named chief cameraman, Broadcasters News, Sacramento.

Joseph P. Bradis, in charge of Pittsburgh bureau of Associated Press, named AP regional membership ex-
active for broadcast relations in Pennsylvania and Ohio. He succeeds Gerald B. Trapp, who has been named broadcast executive in New York.

Robert E. Berryman, former PR director for WTRX Flint, Mich., named newscaster for WJRT-TV, that city.

FANFARE

John Bechtel, director of operations for D. H. Overmyer Communications Company, New York, appointed director of creative services, assuming responsibility for all promotion, advertising and publicity functions of group.

Sam Elber, editor of Sponsor magazine, New York, joins CBS Radio there as executive editor, press information.

Bernard Ruttenberg, with CBS Radio, New York, named director of public relations for WNEW-AM-FM, that city.

Hugh Ferguson, national sales coordinator for WCAU-AM-FM Philadelphia, appointed director of information services.

Phyllis Lovejoy, general manager of KZIX Fort Collins, Colo., joins KLAK-AM-FM Lakewood, Colo. as promotion director.

Fred King, program manager of KORS-AM-FM Golden Valley, Minn., appointed director of public relations for Minneapolis Symphony Orchestra.

EQUIPMENT & ENGINEERING

James C. Bell, with Day & Zimmerman, Philadelphia, appointed assistant treasurer and controller of Stainless Inc., North Wales, Pa., designer and manufacturer of broadcast and communications towers.

Donald Spencer resigns as board chairman of Spencer-Kennedy Laboratories, Boston. He will continue as director and consultant. George W. W. Brewster, who served as chairman until September 1965, succeeds Mr. Spencer.

Glenn Littlejohn, with The Boeing Co., named southeast area sales manager for Kaiser-Cox Corp., Phoenix.

Raymond M. Swenson Jr., technical director for CBS-TV’s The Red Skelton Show, named technical supervisor of engineering staff for KPIX-TV San Francisco.

Garth J. Heisig appointed assistant to board chairman, Motorola Inc., Chicago. His former post of group director-consumer products engineering goes to Richard A. Kraft who has been chief TV engineer.

ALLIED FIELDS

Stephen B. Labunski, president, NBC Radio network; Carl Lindemann Jr., VP in charge, NBC Sports; Don Kirshner, president, Columbia Pictures-Screen Gems TV music division; Louis A. Lotito, president, City Playhouses Inc.; Spyros Skouras, president, 20th Century-Fox Corp., named to lead entertainment industry drive for 1966 fund campaign of American Red Cross in greater New York.

Carolyn E. Heresh, supervisor, special studies, NBC research department, New York, appointed manager, program research. Sam Tuchman, formerly supervisor, marketing studies, in NBC research department, named manager, marketing and management research.

James Gray, president of WLAB-TV Albany, Ga., and WJHG-TV Panama City, Fla., has announced his candidacy for Democratic nomination for governor of Georgia.

INTERNATIONAL


DEATHS

Jay E. Tapp, 59, pioneer Southern California radio engineer, credited with design and installation of KGKR Long Beach, Calif., died May 9 in his Long Beach home after long illness. Surviving are his wife, Doris, son and daughter.

Robert Sloan, 47, account executive of KFMY TV San Diego, died of heart attack May 14. He is survived by his wife, Phyllis, daughter and son.

Edward J. Whitehead, 53, VP and account supervisor of The Marshalk Co., New York, died May 22 of heart attack at St. Agnes Hospital in White Plains, N. Y. Surviving is his wife, Virginia.

FOR THE RECORD

STATION AUTHORIZATIONS, APPLICATIONS

As compiled by Broadcasting, May 19 through May 25 and based on filings, authorizations and other FCC actions. Abbreviations: Ann. — announced, ant.—antenna, aur.—aural, CATV—community antenna television. CH—critical hours. CP—construction permit. D—day. DA—directional antenna. ERP—effective radiated power. ke—kilometers. kw—kilowatts. LS—local sunse, set.—megacycles. mod.—modification. N.—night. SCA—subsidiary communications authorization. SH—specified hours. SSA—special service authorization. STA—special temporary authorization. trans.—transmitter. UHF—ultra high frequency. U—unlimited hours. VHF—very high frequency. vis.—visual. w.—watts. **—educational.

New TV stations

Actions By FCC

Tampa, Fla.—Hillsborough Broadcasting Co. Granted CP for new UHF channel 28 (680-688 mc); ERP 275 kw vis., 275 kw aur. Ant. height above average terrain 399 ft.; above ground 389 ft. P. O. address: 1801 East Oakland Park Boulevard, Fort Lauderdale, Fla. Estimated construction cost $73,000; first-year operating cost $300,000; revenue $330,000. Studio and trans. locations both Tampa. Geographic coordinates 28° 37′ 00″ north lat., 82° 27′ 36″ west long. Type trans. RCA TTU-10A, type ant. RCA TPU-30-J, Legal counsel Welch & Morgan, Washington, and Paris G. Singer, Fort Lauderdale, consulting engineer, George C. Davis.
NEW CALL LETTERS ASSIGNED
West Monroe, La.—Howard E. Griffith. Assigned KZTU-WW. Nov. 25.
Kansas City, Mo.—Westport TV Inc. Assigned KBMA-TV. Nov. 25.
Hammond, Ind.—Aben E. Johnson Jr. Assigned WAXX-TV. Nov. 25.

New AM stations

ACTION BY FCC
Andalusa, Ala.—Campaigned Broadcasting Service. Granted CP for new AM on 1530 kc, 1 kw, D. P. O. address: c/o James A. Womack, 238 Main St., Andalusa, Ala. Estimated construction cost $19,214; first-year operating cost $22,460; revenue $42,000. Principals: James A. Williams, Arthur W. Fuller, Betty Jean Williams and Willard Jean Fuller (each 25%). Mr. and Mrs. Williams, and Mrs. Fuller are employed at WAMI Opp, Ala. Action May 23.

APPLICATIONS

Westewo, La.—Andubon Broadcasting Co. Jr., 2 kw, 117 North Main St., Winnfield, La. Estimated construction cost $25,000; first-year operating cost $35,000, revenue $50,000. Principals: C. J. Vlosca (45%), William A. Monte Leone, Frederick F. Forstall (each 25%). Jim Bryan (5%), W. D. Womack and Andy Valence (each 1%). Mr. Vlosca is owner of aviation publishing business. Mr. Monte Leone is owner of hotel. Mr. Forstall is owner of general contracting business. Mr. Bryan owns automobile dealership. Mr. Womack owns 27.5% of owner of Plaquemines Broadcasting Corp. CP for AM in Port Sulphur, La., was also 49.9% of owner of Pearl River Broadcast- ing Co. 1540 kc, St. Simon’s Island, Ga. WBCG, La. Mr. Valence is alderman and engineer of ship building company. Ann. May 6.

Del Rio, Tex.—Don Renault tv/ta Green Valley Radio 810 kc, 1 kw, D. P. O. address: P. O. Box 887, McCamey, Tex. 79752. Estimated construction cost $21,200; first-year operating cost $13,400, revenue $27,000. Don Renault owns 100% of Green Valley. Mr. Renault is 100% owner of MV McCamey (pending assignment of license to George Fox), and KBLT Big Lake, both Texas. He has no other broadcast interests. Ann. May 20.

Tappanohock, Va.—Rappahannock Broad- casting Co. Inc. 1000 kc, 1 kw, D. P. O. address: P. O. Box 318, Princeville, Va. Estimated construction cost $21,200; first-year operating cost $13,400, revenue $27,000. Principals: George C. Clanton (47%), Mrs. Minnie D. Clanton (25%), Mrs. Crews (25%). Mr. Clanton is owner of motion picture theater and printing concern. He is also mayor of Tappahannock. (Overlooked on compilation of May 2 issue.)

Hurricane, W. Va.—Valley Broadcasting Inc. 1080 kc, 1 kw, D. P. O. address: c/o James O. Holliday, Main St, Hurricane, W. Va. Estimated construction cost $73,825, first-year operating cost $37,825, revenue $73,825, 7 kw. Principals: L. L. Sinclair Jr. and Robert M. Sinclair (each 50%). Messrs. Sinclair are each 50% owners of chain restaurants in Macon and Augusta, both Georgia, Mr. John L. Sinclair is Charleston manager for WAZV-TV and Mr. Robert Sinclair is station manager for WCHS both Huntington, West Virginia. They have no other broadcast interests. Ann. May 23.

APPLICATIONS READY FOR PROCESSING

Existing AM stations

APPLICATIONS
KUDU Ventura, Calif.—CP to increase day- and nighttime power from 1 kw to 5 kw; change from DA-1 to DA-2; change ant.-trans. and studio location to one mile south of Montalvo, Ventura, Calif., install new trans. Ann. May 25.

KCWL Oak Grove, La.—CP to increase power from 500 w to 1 kw; install new trans.; make changes in ant. system. Ann. May 23.

KWF Fort Atkinson, Wis.—CP to increase power from 250 w to 500 w; make changes in DA pattern; install new trans. Ann. May 15.

WWJC Superior, Wis.—CP to change frequency from 1270 kc to 850 kc; increase power from 5 kw to 1 kw; install new trans.; make changes in ant. system; make changes in ground system. Ann. May 19.

KQRB West Covina, Calif.—CP to increase power from 1 kw to 6 kw; make changes in directional ant. system. Ann. May 16.

NEW CALL LETTERS ASSIGNED
Mendocino, Calif.—Mathew and Marie Huber, joint tenants. Assigned KMBP.
Harriman, Tenn.—Harriman Broadcasting Co. Assigned WXLL.
Brunswick, Md.—Elektra Broadcasting Co. Assigned WPRF.
WXKW Troy, N. Y.—The Iroquois Co- rporated Co. Assigned WOWE.

New FM stations

APPLICATIONS
Hamiton, Ala.—Kate F. Fite. Granted CP for new FM on 88.7 mc, 2 kw. Ant. height above average terrain 115 ft. P. O. address: P. O. Box 427, Hamilton, Ala. Estimated construction cost $25,274; first-year operating cost $10,000, revenue $18,000. Mrs. Fite is sole owner. She also owns WERH Hamilton. Action May 17.

Honolulu — Royal Hawaiian Radio Co. Granted CP for new FM on 94.7 mc, channel 234, 29 kw. Ant. height above average ter-
raining 87 ft. P. O. address: c/o Floyd Farr, Radio KKEK, Hotel DeAnza, San Jose, Calif. 20110; estimated cost $35,000; first-year operating cost $24,000; revenue $30,000; Comment: Licensee of KAUH Waipahu, Hawaii. Royal Hawaiian is owned by George M. Mardikian, B. Floyd Farr, 1125 Bush, Portland, Ore. Mardikian, Farr and Snell each own: 32.6% of KKEK -FM, and 31.5% of KKEK -AM. KKEK-AM is licensee of KKEK-AM-FM San Jose, Calif.; 33.1% Las Vegas Electronics Inc., licensee of KVEG and manager of KVEG-FM Las Vegas.

Corbin, Ky.—Corbin Times-Tribune Co., granted CP for new FM on 89.7 mc, channel 259, 366 ft. Ant. height above average terrain 487 ft. P. O. address: Box 290, Corbin. Estimated construction cost $17,685; first-year operating cost $7,400; revenue $7,350; Comment: A. W. Means, General manager.

Jackson, Miss.—Bellev Broadcasting Co. of Mississippi, granted CP for new FM on 99.7 mc, channel 245, 12.5 ft. Ant. height above average terrain 281 ft. P. O. Address: Box 286, Jackson 33205. Estimated construction cost $37,545; first-year operating cost $18,363; revenue $21,000; Comment: Principals: T. & R. Wright (38.8%); W. McCarty Jr. (15.3%); John J. McCarty (15.3%); Mrs. B. W. McCarty Sr. (9.0%); W. McCarty Jr. (6.5%); Anna Wright, Miss. Mrs. N. Wright, Mrs. J. McCarty and Mrs. M. McCarty are involved in local and national line and sales. Newark Broadcasting owns WRBC(FM) Jackson.

Mexico, Mo.—Audrain Broadcasting Corp. granted CP for new FM on 95.7 mc, channel 328, 119.5 ft. Ant. height above average terrain 302 ft. P. O. address: c/o Earl Dougherty, Box 200, Mexico 65265. Estimated construction cost $37,000; first-year operating cost $18,900; revenue $27,200; Comment: Principals: R. J. Dougherty (50.0%); W. E. Dougherty (40.0%); Dorothy Dougherty, 1610 W. 8th, St. Louis, Mo.; W. E. Dougherty (10.0%). W. E. Dougherty has 70% control of station.

Greenacres, Pa.—Benjamin F. Thomas and Roy A. Grove dba/Greenacres Broadcasting Co., granted CP for new FM on 94.1 mc, channel 223, 1.75 ft. Ant. height above average terrain 260 ft. P. O. address: 346 S. Ballina St, Syraccuse, N. Y. 13202. Estimated construction cost $10,000; revenue $10,000; Comment: Mr. Friedman is executive and 50% stockholder of stockholders.

KALO Little Rock, Ark.—Granted assignment of license to Arkansas Broadcasting Co. by W. O. Gano (100%), and has assigns to Radio KERN Inc. to Edward E. Urner and Ernest Wian dba URER Broadcasting Co. Mr. Urner (80%) is general manager of KNEW Oakladd, Calif. Mr. Wian (20%) is general manager of KNEW. Consideration $200,000, Action May 24.

KERN-AM-FM Bakersfield, Calif.—Granted license of Radio KERN Inc. to Edward E. Urner and Ernest Wian dba URER Broadcasting Co. Mr. Urner (80%) is general manager of KNEW Oakland, Calif. Mr. Wian (20%) is general manager of KNEW. Consideration $200,000, Action May 19.

KDLJ Mojave, Calif.—Granted assignment of license to Quilanz Broadcasting Co., 20% interest in KDLJ, by Mr. Jones and Mr. Loga, partners, and has assigns to Golden Desert Broadcasting Corp. by Chester C. Fields (40%), Joe F. Means (20%), Forrest W. Ogan (20%) and John J. Bagley (20%). Mr. Means, Mr. Ogan and Mr. Bagley, 1400 W. Third St., Bakersfield, Calif. Mr. Bagley is public accountant and other of Golden Desert Broadcasting Corp. Consideration $25,000, Action May 23.

KKM-TV Dallas-Ft. Worth, Texas.—Granted license of CP, which authorized new CP from KIMN Broadcasting Co. to Karie Broadcasting Ltd., owns KPFT, 7990 Highway 61, Houston, Tex., by Mr. Beard and Mr. Shaprio (both 35%), Stephen T. Susman and Norma Bowers, owners of KWOK and WOKC, owns own store, Mr. Shapiro is lawyer, Stephen Susman is lawyer, Morris H. Susman is medical student, Consideration $6,973, Action May 23.

KREE-TV Durango, Colo.—Granted license of assignment of license from Mesa Verde Broadcast

BROADCASTING, May 30, 1966

80 (FOR THE RECORD)

KXOA-AM-FM Sacramento, Calif.—Seeks transfer of control of Producers Inc., parent corporation of licensee corporation Cal-Val Radio Inc. from The Telecasting Corp. of Nato Communications Inc., owned by Nato Corp., which is 25% owned by J. B. Fuxas. Nato Communications and Polars are merging for financial reasons. No consideration.

KBET Santa Maria, Calif.—Seeks assign. of license from Ramon C. Curry to Harold Simpson. Curry is 51% owner of KBET Broadcasting Inc., owned by Stanley Saueressig (49%), Mrs. Harold Saueressig (4%), Harold Saueressig (5%) and Jean E. Saueressig (1%). Mr. Stanley Saueressig is employed by NBC. Principals have no other broadcast interests. Consideration $72,000 plus $20,000 consulting fee and non-competitive convenant. Ann. May 23.


WTVW(TV) Evansville, Ind.—Seeks transfer of control of Producers Inc., parent corporation of licensee Evansville Television Inc. from R. C. Smith Co. of Nato Communications Inc. See above KXOA-AM-FM Sacramento, Calif.


KULR-TV Billings, Mont.—Seeks transfer of control of licensee corporation Crain-Snyder Television Inc. from Rex H. Baker (46% before, none after), Arthur Miller and Thor Myhr (each 26% before, none after), to Harriscove Broadcast Corp., owned by Burt I. Harris (11.4%). Irving B. Harris (14.34%), Donald P. Nathanson (11.84%), Harriscove Inc. (15.57%) and others. Harriscove has numerous broadcast interests. Consideration $350,000. Ann. May 26.

KAVE-AM Carlbad, N. M.—Seeks assign. of license from Voice of the Caverns Inc. to J. Ross Rucker. Mr. Rucker is presently general manager of KVKM-AM TV Monahans, Tex. and also owns 10% of Monahans Broadcasters licensee of KVKM-AM TV-Considering $118,574. Ann. May 23.

KAVE-TV Carlbad, N. M.—Seeks assign. of license from 101.7 of the Caverns Inc. to John B. Walton Jr. and Mr. Walton is owner of KVKM-AM TV Monahans. KVII-FM TV Amarillo M. KEEPAL-AM El Paso, also allowing licensee companies: Mississippi Telecasting Corp., Kansas City- considering $491,724. Ann. May 23.

WKJG Granite Falls, N. C.—Seeks assign. of license of James B. Caldwell db/ as Radio Station WKJG, to Broadcasting Enterprises Inc., owned by Robert W. Scott, David A. Rawley Jr. and J. Archie Laney (each 33 1/3%). Mr. Rawley is 63% stockholder of WLA-El Farol, Inc., and 50% owner of WLA-El Farol, Tenn., 50% owner of WIFL Youngstown, Ohio, 50% owner of WTVG Dora, Ala., 50% owner of WTVG Mt. Pleasant, S. C., 50% owner of WTVG-AM Madison, Tenn., 50% owner of WTVG-D TV Nashville, Tenn., 50% owner of WTVG-M TV Memphis, Tenn., 50% owner of WTVG-C NTV Johnson City, Tenn. 50% owner of WTVG-D TV and 50% owner of WTVG-AM TV Columbia, S. C., 50% owner of WTVG-AM TV and 50% owner of WTVG-AM TV Columbia, S. C., 50% owner of WTVG-D TV Columbia, S. C., 50% owner of WTVG-AM TV Columbia, S. C. Mr. Scott is owner of dairy farm and also lieutenant governor of North Carolina. Consideration $90,000. Ann. May 25.

WMVR-AM-FM Sidney, Ohio—Seeks assign. of license from Van Wert Broadcast Co., owned by G. Dale Wilson (5% before, none after), Raymond Waldron (25% before, none after), Stephen S. Beair (25% before, none after) and Merl Kittle (25% before, none after) to Dean Miller Broadcasting Co., owned 100% by Dean C. Stuhlmueller. Mr. Stuhlmueller is 100% stockholder of WLMF Jackson, Ohio, and 41.5% stockholder of WNOP Newport, Ky. Consideration $105,000. Ann. May 19.

KEOR Atoka, Okla.—Seeks assign. of CP with authorized new AM on 1110 kc. from Bill Hoover, 100% owner, to Eastern Oklahoma Television Co., majority of voting stock held by Bill Hoover. Eastern Oklahoma is licensee of KTEM(TV) Ada, Okla. Oklahoma Broadcasting Co., wholly owned subsidiary of Eastern Oklahoma Television has three applications pending for new FM's at Ada, Tulsa and Greenville (Oklahoma City), all Oklahoma. Eastern Oklahoma Television also, has applications and transfers of CATV systems and transfer fee; no consideration. Ann. May 25.


WDBJ Jackson, Tenn.—Seeks assign. of license from The National Bank of Jackson trustee under will of Aaron B. Robinson (64%) deceased, Janet Prince, (6.67%), Harold Simpson, (13.33%), Frank M. Davis (6.67%), James Hoppers (5%), Simpson Russell (5.67%) and Dave M. Palmer (6.67%) through purchase of The National Bank of Jackson, Establishine Bank of Jackson and educator. Bank of Jackson trustee under will of Aaron B. Robinson (70.76%), Harold Simpson (13.33%), Frank M. Davis (6.67%), Dave M. Palmer (6.67%), James Hoppers (2%) and Simpson Russell (0.66%), as partnership. Ann. May 20.

WDXI Jackson, Tenn.—Seeks assign. of license from The National Bank of Jackson trustee under will of Aaron B. Robinson (70.67% before, none after), Harold Simpson (13.34% before, none after), Frank M. Davis (6.67% before, none after), Dave M. Palmer Jr. (6.67% before, none after), James Hoppers (2% before, none after) and Simpson Russell (0.66%) to partnership to Kosciusko Broadcasting Co., owned 100% by Ethel B. Baldwin (63%, before, none after), Dave M. Palmer Jr. (6.67% before, none after), James Hoppers (2% before, none after) and Simpson Russell (0.66%) for new partnership to Kosciusko Broadcasting Co., owned 100% by Ethel B. Baldwin (63%, before, none after), Dave M. Palmer Jr. (6.67% before, none after), James Hoppers (2% before, none after) and Simpson Russell (0.66%) for new partnership to Kosciusko Broadcasting Co., owned 100% by Ethel B. Baldwin (63%, before, none after), Dave M. Palmer Jr. (6.67% before, none after), James Hoppers (2% before, none after) and Simpson Russell (0.66%). Consideration $490,000. Ann. May 25.


Hearing cases

FINAL ACTIONS

[Blank]

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**Routine Roundup**

**Actions on Motions**

**By Commission**

Commission rules, on granted petition by The Television Advisory Committee, for leave to amend its application to new AM in Matavan, N. J., and continued hearing from June 1 to June 6 in Docs. 14755-7. Action May 20.

**By Commission**

- In proceeding on applications of WHOO Radio Inc., Orange, Fla., Action May 18.
- In proceeding on applications of Henne- son Broadcasting Co., for new FM's in St. Paul, review board granted petition by Broadcast Bureau to make changes to petitioner's joint request for approval of several type changes. Action May 18.
- Granted by board, examiner's action of May 12 which were denied. Petitioner was granted a license notice and for oral argument in proceeding on Star's application for renewal of WRM-FM Indianapolis. Action May 18.

**By Hearing Examiner**

- In proceeding on application of WRFK-FM, South Bend, Ind., for renewal of license of WRFK-FM, South Bend, Ind., to expanded service, to 5 kw, and 620 metered distance. Action May 20.

**By Hearing Examiner Soi Schildhause**


**BROADCAST ACTIONS**

By Broadcast Bureau

**Actions of May 24**

WINK-TV Fort Myers, Fla.—Granted CP to change ERP to 318 kw vis. and 59 kw ke, effective at 9000 ft. Action May 20.

WBP-TV, Philadelphia.—Granted CP to change ERP to 390 kw vis. and 39 kw aur.; condition: run on ant. system; ant. height 1.1 ft.; condition effective May 26.

WRLK-TV, Columbia, S. C.—Granted mod. of CP to change type trans., condition: granted CP to change ERP to 38.8 kw vis. and 7.94 kw aur.; ant. height to 520 ft.; change trans., and studio location; type trans., and make changes in ant. structure. Action May 21.

**By Hearing Examiner Elizabeth C. Smith**


**By Hearing Examiner Herbert Sharzman**

- Granted joint request by Broadcast Bu- reau to vacate rule 19, file affidavits specified in examiner's action of May 5, Action May 20.

**By Hearing Examiner Soi Schildhause**

RADIO

Help Wanted—Management

Major midwest market, Country fulltimer needed experienced manager, must be strong in sales, promotion, programming, will consider 22-27. Send resume to: Box E-312, BROADCASTING.

Business manager—for leading west coast radio station. Should be familiar with accounting, research, promotion, sales. Good opportunity with outstanding group broadcast. Replies confidential. Box E-425, BROADCASTING.

Selling station manager for excellent, profitable, lower New York medium market with good current gross. Age 30-40, married, stable, Franklin County area. Interested heavy retail time sales background only. Salary open to qualified candidate. Box E-500, BROADCASTING.

Continuous growth of four station group in Illinois, Iowa and Wisconsin. Medium-size markets require campaigns. Opportunity for ambitious man with intelligence, vitality and ambition. Our present management needs to expand existing scope if you desire to get ahead with an aggressive organization. If you are responsible, have the drive, cover all the bases, combine sales, engineers, announcers, newsmen, better opportunities, send resume in complete confidence, including salary history to Robert O. Schmidt, Wisconsin. All replies will be answered and kept on file for future referral when openings occur.

Sales

Wanted: Sales manager or ambitious salesman desiring sales management. Eastern Pennsylvania daytime station. Want constructive, imaginative, ambitious man. Good future for right man. Box E-569, BROADCASTING.

Salesman, $10,000 guaranteed first year to man half sales. Good medium market. Top 40—excellent ratings. Send resume to Box E-521, BROADCASTING. Phone rate available. Box E-383, BROADCASTING.

Sales 18/22/25% escalator commissions, if you're the right man and can qualify. Excellent opportunity to make big money but must have successful track record in radio sales. If you can handle and are ready, rush resume, including pertinent data to: WCLU Broadcasting Company, 1115 First National Bank Bldg., Fourth & Walnut Streets, Cincinnati, Ohio 45202.

Sales manager for WFIN-AM, Findlay, Ohio. Must have strong record of increasing sales. Opportunity to build strong operation and to reach top position in the Midwest. Salary $7500, if record is there. Also consider, 419-494-1419 or write WFIN, Findlay, Ohio immediately!


Combination salesman/announcer, work morning shift. Must have production ability. Send all information 1st letter. WTAP Parkersburg, W. Va.

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Major market station has opening for experienced announcer with first ticket. Must be young, energetic, mature, conscientious and production-minded. Rush resume, tape, photo to WCLU Broadcasting Company, Inc., 1115 First National Bank Building, Fourth & Walnut Streets, Cincinnati, Ohio 45202.

Announcer—Seek experience with 3rd class ticket. Opportunities to join excellent station in fine city. Many extra benefits. Contact Avery Castor, Program Director, WCSI Columbus, Indiana. 812-372-4448.

Top 40 program director-announcer. Good voice must be able to cut production spots. Tapes please to WDWT Greenville, Miss.

Immediate opening—staff announcer. Some experience required. Send resume, tape and photo to WILB Atlantic City, New Jersey.


Baltimore area station has immediate opening for experienced full time engineer with 1st class license. No maintenance. Call Manager, WLDB Atlantic City, New Jersey.

Pittsburgh, country music station with plans for expansion and moves with first class equipment with sharp modern sound. Desire man with production knowhow, but will consider all who feel they can do a big league job in America's 8th market. Great future for the right man. Resume to Art Gunther, WEEP, 210 Wood St., Pittsburgh, Pennsylvania.

Chattanooga, Tennesee, seeks program director. 6 years experience required. Send resume to Box E-359, BROADCASTING.

Enter this market for a position as traffic manager, call WNYG, Syracuse, New York, 315-422-5500.

We need another deep voice, no regional accents, first phone, air salesman. 125 wk to produce 1 hr. Rush tape and resume to WPVL Painesville, Ohio.

Production oriented, creative personality wanted. Responsible, dynamic; feels the heart of New York City, needs afternoon drive man to boost those ratings. Full time position with possibility of move to New York! WRAN Dover, New Jersey. Phone 261-366-1515.

Announcer—Last phone for modern format station in Illinois’ #2 market. Handle FM drive show. Send tape, photo and resume to WTTN, 11 S Court St., Rockford, Illinois.

Sportscaster—Program director for active small market station. Approximately 50 football, basketball games plus other sports per year. Need dynamic personality. Send tape, resume etc. WSTR, Box 70, Sturgis, Michigan.


Vermont station has good opening for capable young announcer to handle night trick. Progressive outlet. Opportunities for growth and chance for advancement. Send resume, tape and photo. Genral Manager, WTWN St, Johnsville, Vermont.

Announcers: New R&B station. Experience desired, but if you're a beginner with real talent, this is the job for you! Excellent salary, opportunity to MC record hops. If you want to work with a real recording station, send resume to Marc Paskin, 1147 Erwin, Madison, TN


SE Pa. AM seeks competent first class engineer. Clean, successful operation with growth and chance for advancement. Send resume and photo to Box D-159, BROADCASTING.

Southeastern AM has opportunity for reliable engineer with directional and maintenance experience. Must be able to handle engineering conditions. New equipment. No announcing required. If interested please send qualifications and salary requirements to Box E-15, BROADCASTING.

Wanted: Combination announcer-engineer, strong on both. Maintenance for two stations close by. Send complete resume first letter to Box E-297, BROADCASTING.

Quality Wisconsin station seeking top flight chief engineer immediately. Best equipment, directional and remote operated. Excellent working conditions. Will pay top salary for right man. Box E-297, BROADCASTING.

Upper midpoint, $7,000 for chief engineer-announcer. Send resume and tape. Box E-352, BROADCASTING.

Michigan resort area station seeks services of competent chief engineer. Who can also announce. We hold FM, CP with plans to build this year. Above average salary with fringe benefits comparable to top AM-FM background. Live in ideal year round recreational area. Box E-361, BROADCASTING.

First class engineer-announcer to handle engineering for fulltime, well-equipped AM outlook. Must be strong on both. Good pay and working conditions. Nice area to live in. Send resume, tape, and photo. Box E-381, BROADCASTING.

Engineer-announcer; Michigan group station, opportunity for advancement, regular salary, fringe benefits, Blue Cross-Blue Shield insurance, pension plan, light maintenance. Send resume and salary desired to Box E-389, BROADCASTING.

Wanted: Transmitter engineer. First phone. Call. Capable of keeping five kilowatt transmitter on air. Box E-397, BROADCASTING.

Major Indiana market has opening for first class engineer who can maintain present equipment, work on future expansion, pull small board shift, and act as consultant to manager. University city. No maintenance. Send resume and tape. $125 start. Box E-398, BROADCASTING.

First phone man for transmitter. No announcements. Immediate opening—chief engineer with experience, 5000 watt non-directional regional equipment, up-to-date equipment, fringe benefits. Beginning salary $5000. Box 97, Harve De Grace, Maryland. 301-939-0800.


The chief engineer at WRAP Norfolk, Virginia, is retiring under a company retire- ment plan in July 1966. Require experienced, capable engineer as replacement. Write or call G. R. Chambers, Director of Engineer- ing, Rolfs, Inc., Wilmington, Delaware, 302-652-5479.

Wanted: Transmitter engineer, first phone, some experience, excellent working conditions, under top notch chief. Call 614-641-5460 between 12 and 5 p.m. EST.

Five-man Missouri department needs newsman, or announcer wanting to do news. Will train. Box E-372, BROADCASTING.

Announcer—daytime man & PM. Along with the immediate market 3 stations in county. New, modern, air conditioned studio, jingle services, complete studio, PM ridge equipment, list of active accounts. Advancement opportunities. Station larger market, $100 weekly to start, Salary, draw & comissions split. Better rate spread between you and management. Call Bob Hyle, 717-462-2799, Shenandoah, Pa.

Immediate opening for authoritative newsman. Adult music format. Call Box 210-288-4800, WPSN, Cockeysville, Maryland.

Michigan regional looking for good newsman ready to advance from small to medium market. WPAG Ann Arbor.


Production—Programming, Others

Graduate assistantships in Mass Media. Teaches broadcasting production technique. Minimum $1,200 plus remitted tuition while working for your Master's degree. Contact Director, BROADCASTING. Inquire Box E-208, BROADCASTING.

Top background music programeing available. Fifteen years experience. Have own equipment. Will build and maintain your tape library. Box E-803, BROADCASTING.

Successful Ohio indie needs program di- rector now! Must be strong on production and be able to teach willing dJ’s how to run this top 10 station. Send your tape showing play-by-play capabilities helpful but not neces- sary. We have the personnel, equipment and exposure. Send resume and photo with story. Send us a good man to pull it all together and make it sing! Start at $120 weekly plus talent for play-by-play. You'll be a key man in our operation with plenty of room for advancement. If you're a top-notch PD now or a good production DJ interested in upping your salary with full-dress equipment and authority, send resume with full details on your background and capa- bilities. Box E-599, BROADCASTING.

Reference librarian for Washington, D.C. office of news network. Send all pertinent personal & professional background and references to Box E-420, BROADCASTING.

Promotion-girl. Top pop music station in Washington, D.C. market. Must be alert and attractive from 9 a.m. to 6 p.m. Send all pertinent & personal & professional references to Box E-420, BROADCASTING.

RADIO

Situations Wanted—Management

Employed general manager—12 years in music and news. Excellent references— employs, programming, promotion—Excellent references—available minimum 30 days. Box E-197, BROADCASTING.

Young Pennsylvania broadcaster interested in making change. 12 years present em- ployment. Sought by all area stations. Heavy sales and promotion background. Will invest. Background will stand rigid investigation. Box E-412, BROADCASTING.

Station manager—young, ambitious, family man looking for 1st station manager position. Experience as account executive selling on advertising agency level. Also worked in public relations, programing, merchandising and station promotion. Cur- rently sales manager in five station market. Excellent references, Excellent credit. Active in community affairs. Located in midwest or Rocky Mountain states. Completely confidential. Box E-409, BROADCASTING.

Management and sales twenty years. College, Aggressive. References. Box E-399, BROADCASTING.

Looking for new leadership? Write and tell me about your station and market, south of the border, east, west, or Midwest. Box E-415, BROADCASTING.

Seeking small market management. I know radio. Creative, ambitious, experienced sales, management, programming, announc- ing, sports). Young, family, some college. Box E-435, BROADCASTING.
Situations Wanted

Management—(cont'd)

Experienced small and medium market manager desires challenging position. Successful, young, educated, hard working, excellent sales, family man. Located today. Station worked for sold. 301-277-3850.

Sales

Salesman—announcer, eight years experience, looking for permanent position. Will relocate anywhere. Available July 1. Box E-390, BROADCASTING.

Married, experienced radio sales, TV-newsman & play-by-play announcer, who can organize and direct sales department, is now seeking suitable stable organization. Will consider all offers in any area. Presently employed in L. A. area. Box E-383, BROADCASTING.

Sales manager, strong on sales and creating original copy and programs. 15 years at two jobs. Seeks affiliation with progressive station or group. Highest character references. Family man. Also willing to invest. Box E-431, BROADCASTING.

Situations Wanted—Announcers

Top job wants top pop operation. Available immediately. Box D-526, BROADCASTING.

Sportscaster...experienced. Radio and TV. First class diploma graduate. Married. Box E-125, BROADCASTING.

Nro dj-announcer—recent graduate seeking first position: 3rd class FCC permit, available immediately. Box E-279, BROADCASTING.

Top forty: Nine years. Best ratings. $185 minimum. Box E-301, BROADCASTING.

N.Y.C. area. Part-time announcer, for Saturday disc jockey. Normal college grad, excellent background, references available immediately. Box E-320, BROADCASTING.

DJ-announcer, news—sportscaster, Talented, well groomed pro. to ready work. Box E-322, BROADCASTING.

First phone top 40 entertainer. Texas—South only. Box E-349, BROADCASTING.

I'm your girl! Smiling, friendly sound...3rd endorsed. Experienced, ambitious (studying for Ist). Good voice. Definitely not peep. Box that at least 100 miles from Boston. Box E-541, BROADCASTING.

Announcer—Bright, happy sound, no floater. No prima donna. Box E-367, BROADCASTING.

Married country music personality, six years commercial experience, looking for opportunity with modern country station. Currently employed and enjoying top ratings in major market. An air personality well versed in the growing field of country music. Box E-376, BROADCASTING.

DJ-announcer, experienced, authoritative newscaster, light board, married and willing to travel. Box E-377, BROADCASTING.

Announcer-news. 1st phone DA transmitter and studio maintenance. Adult format.Sound preferred. Box E-310, BROADCASTING.

DJ or newsmen, fast pace, tight board. Smaller stations. In gab of R&B, rock and roll. Box E-381, BROADCASTING.

Professional combo dj and newscaster. Have 3rd phone will travel. Graduate NYSAS. Family man. Box E-382, BROADCASTING.

Announcer, announcer-copy, 7-years experience. High school graduation. Now in Nebraska. Available August 1st. Box E-384, BROADCASTING.

Sincere, warm announcer. Family man. Want to settle. Box E-388, BROADCASTING.

Announcer. Negro, Sparkling personality. Some experience. Tape available. Box E-396, BROADCASTING.

Announcers—(cont'd)

Enthusiastic, ambitious time salesmen in midwest market seeks position in newscasting, or same position, will rejoin previous experience in newscasting, sportscasting, and production. 2 years sales experience. College education preferred. Excelling. Desires plus a second phone, plus a mature dynamic voice are my total assets. Box E-388, BROADCASTING.

Personality top 40 jock, 2nd ticket, ended. Married. Box E-400, BROADCASTING.

Six months experience, speech trained, college, third phone. Box E-401, BROADCASTING.

Mature, relaxed voice for MOR or soft rock. Weaknesses: Comedy, P.D. Experience. $500. I'm good. Box E-402, BROADCASTING.

Country, contemporary, middle road. Top announcer, pre and post. Prefer southeast, midwest, west. Family. 25. Desire permanency. $140 minimum. Immediate! Box E-407, BROADCASTING.

Near Chicago or Carolinas. No rock. Bill Diller, Box E-409, BROADCASTING.

Charming lady announcer, experiencing air personality—continuity, tight board, third class. Single. Box E-415, BROADCASTING.

Top 40 announcer/engineer, 22, 4-A, first phone, 5 years experience. Excellent production and newsmen, have ideas, will use. $600. Box E-417, BROADCASTING.

1st phone winning newsman, announcer, employed 1/2 million market, married, vet. Box E-419, BROADCASTING.

Experienced announcer desires news. Twenty-seven, married, three children, eight years experience radio and TV announcing, with some news, network recognition, college degree, top references, desires newsroom in major market, preferably in the east. Box E-428, BROADCASTING.

Salesman—sportscaster, first phone, seeks college sports, $150. Box E-433, BROADCASTING.

Talk star available. This man has debated everyone from Hubert Humphrey to Kim Novak. Will locate top market. Has background of news-sports-world affairs-travel. This Performer is well known to National Reps, for record on major station. Mature responsibility but tough and knowledgeable. A well groomed pro. to hang your hat on. Box 496-3469 or Write Box E-436, BROADCASTING.

Experienced combo dj announcer and newscaster. 3rd phone. Graduate NYSAS. Any locale. Available June 20th. Box E-438, BROADCASTING.

Dj announcer, authoritative newscaster, experienced Negro, married, will relocate. No floater. Box E-444, BROADCASTING.

Excellent news commercials—dj—any format—full-time—part—continuous, and endorsed, mature. Box E-445, BROADCASTING.

Experienced: Combo man can do any type of show. Newsmens and news director. Box E-446, BROADCASTING.


Eleven yrs. experience. Announcer, sales, news. Walt Fargi, 4718 Housatonic, New Haven, Conn.

Twelve yrs. experience. Announcer, sales, news. Announcer. Box E-445, BROADCASTING.

Five years experience. Announcer, sales, news. Andy Denmon, 135 Wil- low Street, Brooklyn, N. Y. 10034.

Announcers—(cont'd)

Mature voice—40, 1st phone, no maintenance, 4 years experience, excellent production, hardworking—Draft exempt. Prefer medium or major market—150 week minimum. Roy Chadbourne, 510 West Adams St., Chicago, Ill. 312-346-9000.

3rd phone, 6 years experience, $45 at present location, tired of 13 hour 7 day week. Dependable, preferred. Top 40 but place of interest first. Have worked all types. 803-546-9533.

Announcer—salesman, 3rd phone—wishes to make change. Excellent on news delivery and direction. Married. 3 years experience. College, 415-463-4611. Jim, 4182 Chadbourn Drive, Fremont, California.

Technical

Chief engineer—19 years experience, AM-FM-directionals. Qualified as announcer, play-by-play and program director—east coast only. Box E-323, BROADCASTING.

Chief engineer. Professional station maintenance and construction. Competent air shift and administrative duties. Box E-379, BROADCASTING.

NEWS

TV booth announcer/newswoman seeks radio news director post. Experienced, young, good writer, average voice, clean character, hard worker. High school Valedictorian, some college. Station must be near university. Good college, good school and house and hours must provide opportunity to continue education. Will consider 5th coast work. Box E-373, BROADCASTING.

Attention Tampa and vicinity: Veteran newsmen forced to warmer climate wants to locate in Tampa area. Ten years experience. College degree, Full clean records, references, etc. on request. Available July first. Contact: Ralph Baum, WLS, Lansing, Michigan 517-339-2571.

Production—Programming, Others

There are two of us—we write things! Box E-391, BROADCASTING.

We are a team—experience program any thing! Our business is music! If interested please write Box E-447, BROADCASTING.

TELEVISION

Help Wanted

Sales

Management position soon to be available in Sales department of Washington, D. C., Televisions station. Leaders knows the Washington/Baltimore market, and can turn up business, as well as give service. All interested please write Box E-459, BROADCASTING will be given strictest confidence.

Announcers

Everyone moves on at some time. We need three men—a newsmen, an announcer, and a director. We are a group owned VHF TV station in the nation's capital, with a unique advancement opportunities to competent people. We will consider recent graduates and experienced TV experience. Send a photo, an audio tape, and salary requirements. Box E-198, BROADCASTING.

Help Wanted—Technical

Immediate requirement for experienced chief engineer—northeast network VHF, small market TV station. Good salary, many benefits. Box A-310, BROADCASTING.
NEWS

Group owned midwest TV station needs late evening on-air newsman. Writing and producing experience a plus. Must be top notch director, department top-rated in the area. Send resume, tape, photo to Box E-380, BROADCASTING.

Ready for TV news? We're looking for a solid, stable man, probably now in radio in the southwest to gather, write and present our local newswriting service. More important than news sense. Send tape, resume and cover letter to: Director, KWTV, Tyrone, 77801.

Chief engineer for midwest UHF station wants new home. First rate equipment. Send complete resume first letter. Box E-410, BROADCASTING.

Studio supervisor capable of full maintenance and operations of newly completed plant including live, VTR and local color film. Basic RCA equipment. Box E-411, BROADCASTING.

Transmitter engineer with experience on high band 50 kw G.E. equipment, major market station. Box E-416, BROADCASTING.

Alert organization looking for a TV transmitter technician. Good location, good climate, outdoor recreation, fringe benefits. Contact Alex Giese, KGBT-TV, Drawer 111, Harlingen, Texas.

Immediate openings for full time studio engineers in Latham, KXTV-Channel 11, POB 1188, San Jose, California.

Video switcher-first phone. Maximum power, up-to-date plant, color film & VTR's. Lots of hunting and fishing near by. Resume to: KULR-TV, Box 2512, Billings, Montana.

Transmitter engineer wanted immediately. Requires ability to build and maintain transmitter, standby power plant, CBS affiliate. Contact Robert Ridgeway, KXJU-TV, Box 1231, Fargo, North Dakota 58103, Telephone 701-233-1461.

Need immediately-two experienced engineers. New equipment and plant. Contact Mr. Roy Carpenter, Engineer, WAOV-TV Wau- sau, Wisconsin.

TV Engineer—Permanent position, top salary. Requires young, well trained engineer, interested in new developments and equipment. Contact Chief Engineer, WJRT-TV, Flint, Michigan. 313-529-6811 (Collect).

Automatic engineer—Immediate opening for young man with first phone license. Some experience preferred but could consider man with fundamental knowledge and capability to learn quickly under chief engineer. WSAY-TV, Savannah, Georgia.

Engineer with first class license needed by radio-TV station in upstate New York. Immediate opening. Must have car. TV experience required. Excellent wage scale, liberal vacation. Company pays full cost of hospitalization, major medical insurance, retirement. Position is permanent with possibility in future. You will enjoy living in this beautiful section of the country. Apply in writing, including references and picture, to Glenn Hall, Director of Operations, WNYT-TV, Waterford, New York.


Engineer in a rut wants out. Chief or assistant. College trained, plus advanced technical experience. Interested in studio, maintenance, microwave, construction, consider educational TV. Not a floater; five years or more experience in a major city. Box E-434, BROADCASTING.

Reporters who know how to do it, available for top 15 market station with real inexperience. All states. Contact Resume & Materials on request. Box E-385, BROADCASTING.

Production—Programing, Others


Alert organization looking for a TV transmitter technician. Good location, good climate, outdoor recreation, fringe benefits. Contact Alex Giese, KGBT-TV, Drawer 111, Harlingen, Texas.


Production—Programing, Others

Publicity manager—western New York ETV station looking for a man with writing/promotion experience. Up to $5,000. Send resume to Box E-725, BROADCASTING.

Bookkeeper with extensive broadcast background needed immediately, for television station in major eastern market. Top salary. Box 3242, Inter-Continental Information Box E-356, BROADCASTING.

TV continuity—commercial writer, client contact. Contact: Mr. Bill Stone, Broadcasting Information Box E-356, BROADCASTING.

Associate producer needed for major market station documentary film unit. This job, for a weekly series, requires ability and desire to research material, bird dog, a variety of different things. Must be capable of handling a variety of different things. Must be capable of handling an exciting environment under great pressure. Send resume to: Box E-368, BROADCASTING.

Production manager—a recent hire has opened up a market opportunity for the nation’s oldest full-color stations, WLW-T, Cincinnati. We are seeking a young ambitious college graduate, with 5 to 10 years of heavy live programming experience, where the man demonstrated his creative talents and administrative ability. Excellent salary and fringe benefits and growth potential. Send complete resume including salary history to: J. O. O’Cahan, Personnel Department, Abco Broadcasting Corporation, 140 West Ninth Street, Cincinnati, Ohio 45202. An Equal Opportunity Employer (M/F).

TELEVISION—Situations Wanted

Management

Proven sales manager—Television; Ready for move to general manager. Box E-363, BROADCASTING.

TV account executive, 7 years advertising, Age 32, relocate family anywhere. Resume upon request. Box E-437, BROADCASTING.

TELEVISION—Situations Wanted

Announcers

Excellent television announcer-personality needed. Write for representative VTR. Box E-201, BROADCASTING.

Technical

TV engineer, 1st phone, 1 year experience. Immediate openings in California, Nev., Ariz., New Mexico. Permanent positive references. Box E-374, BROADCASTING.

WANTED TO BUY

Equipment

We need used 250, 500, 1 kw & 10 kw AM transmitting junk. Broadcast Electronics Corp., 1314 turbide St., Laredo, Texas 78040.

Equipment Wanted: U.H.F. transmitter 10 kw. Box 1242, BROADCASTING.

600 foot tower guyer capable of supporting RCA TCU 30J Pylon. WACO Radio, Waco, Texas.

Broadcast Engineering Services—AM-FM-TV, everything from mike to tower to complete station. 10532 Stanford Avenue, Garden Grove, California, 92640. Phone: (714) 317-9502.

Wanted: Used 1000/500 watt AM broadcast transmitter. Late vintage size important. A. Gilbert, 3225 Briarwood, Calif., California.

Cartidge tape recorder and two backups in excellent condition. Describe completely, by mail. WGBK, West Bend, Wisconsin.

FOR SALE

Equipment

Television radio transmitters, monitors, circuitry, with Broadcast Electronics, and Electro- find, 440 Columbus Ave. N.Y.C.

Co-axial cable—Helix, Styroflex, Sporline, etc. Also rigid and RG types in stock. New material. Write for list. Sierra-Western Electric Co., Willow and 24th Streets, Oakland, Calif. Phone 418-1252.

For sale, RCA type TTO 1B UHF television transmitter. Immediate delivery "as is" basis. Presently tuned to Channel 20. 8 weeks ago, 100 kw transmitter was removed and reconditioned. Box M-96, BROADCASTING.

Brand new Q.R.R. turntables, any models, cash or trade, any type of used or surplus equipment. AudioVix, 4310 S.W. 7th Ave., Miami, Fla.

One complete FM station including Gates Antennas, General Electric, 900 watts, 3,000 feet of 3/16 inch Anderco Heliax. 240 feet self supporting tower, Andrews 8 bay antenna, short wave and REL frequency and modulation monitor. Also small assortment of audio equipment. Immediate. Contact Jan Gay, WQRW Silver Spring, Maryland.

Whatever your equipment needs . . . Check out Broadcast Surplus, Inc., and Supply Co., Box 341, Bristol, Tennessee.
FOR SALE—Equipment

continued

Standard broad-band 5 kW transmitter plus Standard matching stereo generator, har- monic filters, interconnecting cables and many turrets, used one year, now for sales because we wanted to maximum power. Originally $13,000. Your next week for $3,500 takes it. WKL S, 1655 Peachtree Road, Atlanta, Georgia 30309.

Broadcast Engineering Services—your "one- stop solution" for all new and used AM-FM-TV equipment— all types. 16532 Stanford Ave., Topanga, Calif., 90294. Phone: (714) 537-9502.

350 3½" Teflon Tideline transmission line An- dwr sound, General Electric 12 bay TY3H (channel 9), $450 installed and ready to ship. Tower inc- ludes a chain ladder, lighting kit with flasher, guy wires and assembly hardware. Roll transmission line hangers for 3½” Tideline transmission line $1.39, 2½”-3½”) available reflector. Contact KTVY, Sioux City, Iowa, 51101.

Ampex model 450R and Alotronics 450 for back- ground music system complete with 10 tapes. $2,500 value for only $1,500. Vincent French, Box 814, Charleston, S. C.

For sale: Used 4-bay Collins TM FM antenna $1,000.00 F.O.B. WCTA Andalusia, Alabama. Video Tape, syndicated releasing master library. 3M-379, recent batches, burned and evaluated. No splices. Maximum 3 passes. Minimum 14 weeks. Refund if not satisfied. $135 per hour. Write or wire. Video Suppliers, Box 94, Buena Park, Calif.

Television studio and television control room equipment for sale. We have been appointed the exclusive selling agent by a major TV and film equipment manufacturer to dispose of their present operating Television studio and recording installation. Located on the east coast—this installation includes: RCA TR22 video tape recorders, (color & black & white), RCA TK60 camera chains, Ampex video tape recorders, film equipment and film accessories and many other accessories equipment. Complete details on this equipment can be obtained by writing on your company letterhead. Dept. KS 32,4, Herbach & Radiman, Inc. 1504 Arch St., Philadelphia, Penna.

RCA channel 32 antenna TFU-24FM cost 150's, WPBZ, Lock Haven, Pa.

For sale: RCA 10 kw transmitter Model 10-U. Used as auxiliary transmitter for ele- vator, no output. Has 650 actual hours on air. In operating condition when re- mounted in new cabinet for good cleaning since it was exposed to smoke and dust. No tubes or crystals included. Call or write J.D. Bloem, TV, WWL-AM, Roosevelt Hotel, New Orleans. 523-2194.

A broadcast trailer ideal as a second studio or a new station. Presently in operation. Can be purchased with or without equipment. Box E-443, BROADCASTING.

INSTRUCTIONS


Learn Radio-TV announcing, programming, production, news-casting, sound operation, disc-jockeying, and all phases of broadcasting on the nation's only commercial station, fully operated for training purposes by a private school—KEIR-FM. Highly qualified professional teachers. Country's finest practice studios. Elkins Institute, 2003 Inwood Road, Dallas, Texas 75225.

The masters, Elkins Radio License School of Minneapolis offers the unmatched suc- cess of the Famous Elkins Laboratory and Theory Classes in preparation for the First Class FCC license. Elkins Radio License School, 4119 East Lake Street, Minneapolis, Minnesota.

Be prepared. First class FCC license in six weeks Top quality theory and labora- tory training. Elkins Radio License School of Atlanta, 1138 Spring St., N.W., Atlanta, Georgia.

The nationally known 6 weeks Elkins train- ing for First Class License starting standing theory and laboratory instructions. Elkins Radio License School of New Orleans, 433 St. Charles, New Orleans, Louisiana.


Elkins Radio License School of Chicago—Six weeks quality instruction in laboratory methods and theory leading to the FCC First Class License. 14 East Jackson Street, Chicago 4, Illinois.

America's pioneer, ist in announcing since 1914. National Academy of Broadcasting, 814 H St. NW, Washington 1, D. C.

"It's R E I and Here's Why!" First phone license in (6) weeks—and we guarantee it. tuition only $265. Rooms $6-$13 per week. Classes begin every 5 weeks in beautiful Sarasota, Florida, on the beach, on July 27-Aug. 1-Oct. 5—Oct. 10. Call or write Radio Engineering Institute, 1336 Main St., Sarasota, Florida.


See our display ad under Instructions. Don Martin School of Radio & TV.

RADIO—Help Wanted

Earn Up To $30,000

Or More In Six Months—

GOLDEN OPPORTUNITY FOR

BROADCAST MANAGERS—SALES- men

Delaware holding company has best effort underwriting, upon SEC approval, for sale of $1,500,000 quality broadcasting stock issue in Southeastern states, projected to start in July. Radio managers or salesmen are invited to participate with underwriter in stock sale and then be considered for executive position in expanded company in one of Eastern, Mid-Western, Southeastern or Southwestern major city acquisitions. Must have NASD license or be willing to study and take test towards license.

WRITE: Hudson Millar, President, Airmedia, Inc.

1212 Bank for Savings Building, Birmingham, Alabama

Phone: Code 205-734-3171

MANAGEMENT

RADIO CHAIN MANAGER

We have radio stations in some of the fastest growing markets in the country. We need a man with strong sales back- ground to handle the sales and help with the operations of these stations.

Some of our stations are #1 and some are #4. All are growing. We offer great potential.

We need a man who can sell and show sales departments how to sell with numbers as well as "without numbers."

Send complete resume, picture, salary re- quirements in the first letter.

Box E-420, Broadcasting.

AM SALESMAN-MANAGER OWNERSHIP POTENTIAL


NEED HELP?

Place Your Ad in

Broadcasting where it gets nationwide readership.

ATTENTION: RADIO STATION MANAGEMENT PRO! ARE YOU ONE OF THE 6 RADIO PROS IN THE U.S. With these specific qualifications? Are you interested in a once-in-a-life-time opportunity & your last job? Substantial absentee owned multi-station, small/midnent market group seeks top exec to handle complete day-to-day operations under direction of part-time consultant.

ESSENTIALS:
(1) Age 30-40
(2) Bachelor's degree in broadcasting or equivalent business experience. Salary to $25,000 plus profit sharing incentive when ability is proven. Unlimited future for the right man. Send complete details to: Box E-340, Broadcasting.

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 company? How long since your last raise? How far can you go in this field? Why not make a change?
Outdoor advertising is on the move. In the next 10 years, an estimated $10 billion 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 MANAGER
Lance, fast-growing, diversified company needs a sales manager who can head up the local sales departments for several of our stations. We would want this man to take full charge of all our local sales for radio.
We are interested in sales managers or salesmen with proven records, only, to handle this job. Send complete details to:
Box E-421, Broadcasting.

EXPERIENCED SALES MEN
We are looking for experienced salesmen only. Prefer someone calling on radio station management, or who have proven sales experience in radio or TV syndicated programs. You must be able to travel a multi-state territory, and have your own car. Our present line is well accepted throughout the United States & Canada, and the expanded commission affords a proven high income opportunity. Send complete resume to:
Michael P. Fields
Creative Marketing & Communications Corp.
3514 Miami Road; Cincinnati, Ohio.

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

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-station 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 Mid-west city with complete recreational facilities. An equal opportunity employer. Send resume to:
Box E-246, 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

SALES EXECUTIVE
REGIONAL REPS. CORP., the country's largest regional rep firm—and still growing—needs another top man for its constantly expanding organization. Our present offices are located in Cleveland, Cincinnati, Pittsburgh and Rochester. Liberal Fringe benefits including excellent pension plan.
Send full information to: Leonard T. Ansbach, President, REGIONAL REPS CORP. 2nd Floor Fidelity Bldg. Cleveland, Ohio 44114.

SYNDICATION SALES MAN
To sell station ID's and programing material.
Musicreations Associates Inc. of Dallas is expanding its sales force. Desirable packed territories available, exceptional draw and commission structure. Earning potential unlimited for the right person. Send resume and recent photo to:
2510 Farrington
Dallas, Texas 75207

ANNOUNCERS
TRIGG-VAUGHN Stations—looking for top good music personalities and orfert, mature newsmen. Stations in Texas, Colorado, New Mexico and California. Write full details to:
Hal Davis, KHOW, Denver.

ATTENTION TOP FORTY JOCKS AND NEWSMEN
Growing chain of large market format stations has immediate openings for capable people! Medium market backgrounds will be considered. Starting salaries from $150.00 to $300.00 per week. Call Byron Holton now!
Area code 312-337-7940

WANTED
Sharp all-around C & W announcer, who can sell, sell, sell—in central Texas area, population over 70,000. Write Box E-394, Broadcasting.

TECHNICAL
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. Florent, 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)

BROADCASTING, May 30, 1966
Regional News Manager

to assist east coast News Director in planning reporting assignments and other aspects of the bureau's daily operation. The majority of his work will be outside coverage of features, side-bars and some hard news.

He should have three to five years experience, be in his middle twenties and be worth at least $7500 annually. Send audio tape, copy and other supporting material.

Box E-440, Broadcasting.

WIXY

America's hottest new radio station needs experienced, aggressive newsman to gather, write & air fast-paced modern format news. Rush tape & resume to Gerry Spinn, 1935 Rocksde Rd., Cleveland, Ohio

RADIO—Situtions Wanted
Management

*********************************************************

INVESTING IN TV RADIO or CATV?
CAPITAL

and consultant with many years of practical experience

NOW AVAILABLE

Donald Alfred Gray Assoc., Inc. 420 Lexington Ave.
N.Y Tel: 212-0R9-5590

*********************************************************

NEWS

STATION MANAGERS & PROGRAMMERS—VIET NAM—

is on the minds and in the hearts of your listeners.

Now ... hear what our fighting men have to say ... recorded on the scene. HOTLINE newsman Stan Major talks with over 600 servicemen throughout Viet Nam ... 30 interviews were selected as "The Best of Hotline"

Flat rate to all stations ... $50.00
For tape with intro/s fill in below (no obligation)
Name & Title
Station
City
Rush to: HOTLINE PRODUCTIONS
5202 Marina City
Chicago, Ill. 60610
Or call: Stan Major at 312-321-1680
HURRY ... IF YOU DON'T GRAB THIS YOUR COMPETITION WILL!!!

Production—Programming, Others

HELP!
The fastest growing group owner in CATV has immediate openings for the following:

* Regional Chief Technicians
* System Chief Technicians
* CATV Technicians
* Draftsmen
* Construction installers

Send resume and salary requirements in strictest confidence to

Box E-422, Broadcasting.

BCAST 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, paid holidays, life insurance, retirement plan. Plus free medical insurance for you and your family.

An Equal Opportunity Employer M/F

RADIO CORPORATION OF AMERICA

Television Help Wanted News

EXCITING NETWORK STATION RADIO—TV OPPORTUNITIES IN HAWAI

TV News Director
Outstanding on-Camera presentation, Provocative Interview style

SALARY OPEN

Send resume, tapes: Gene Erger, P.O. Box 581, Honolulu

Production—Programming, Others

COMMERICAL PRODUCER

Top TV Station in northeast market creating all new position for all new approach to local sales development. Our man must write, be imaginative, sales oriented & possess a cracker-jack production background.

Please complete resume including anticipated salary level and commercial samples to:

Box E-404, Broadcasting.

Help Wanted—Technical—(Cont'd)

Announcer-Newscaster

8 Years in TOP TEN TV.
Now available for Major or Top Market TV and/or Radio
UHF inquiries welcomed

Box E-380, Broadcasting.

LOOKING?
Let BROADCASTING's classified pages announce your availability through a regular or "Blind Box" ad.
FOR SALE—Equipment

DRAMATIZE TV WEATHER REPORTING GEMINI 9 STYLE

Receive, and use up-to-the-minute weather maps and instant satellite pictures, right on camera— for authentic TV Weather Reporting.

1) Official weather maps come to your studio direct from the U.S. Weather Bureau's Pacific Station Network—on the same Alden Electronic equipment that TV coverage of latest Gemini 9 flight.

2) Vipper impact mounts when you use Alden AIP Recorder to show them colorful Automatic Picture Transmissions—so they are being shown from orbiting weather satellites like NIMBUS and ZEAS.

Alden Electronic Weather Bureau equipment is in use nationwide by the U.S. Weather Bureau, TV stations, and Universities; and worldwide by governments and other meteorological groups.

Lease plans available. Wire, call, or write for full information. ALDEN ELECTRONIC IMPULSE RECORDING EQUIPMENT CO., Inc., Westfield, Mass. Wili Tel. 817-386-4147.

FOR SALE—Stations

PACIFIC NORTHWEST REGIONAL

Single market 1 kw fulltime facility located in a lovely community of nearly 10,000. Ideal suburban living within easy commuting distance of major city. Located on five acres of valuable land, the combined studios, offices and transmitter building is a showplace of 2,500 square feet. All new equipment within last two years. Grossing $60,000 and needs sales oriented owner-manager to develop full potential. Priced at $150,000 with $75,000 down required. Balance over six years.

Box E-325, Broadcasting.

SOUTHWEST

Fulltime, Single Station Market Prosperous Area. Good Station History. Well Accepted. Deal Direct with owner. Principals only.

Box E-406, Broadcasting.

VHF TELEVISION STATION FOR SALE

New available half-interest in established VHF station in Southeast. Over 350,000 TV homes and Network affiliated. Full details available.

Box E-447, Broadcasting.

La Rue Media Brokers Inc.
654 MADISON AVENUE
NEW YORK, N. Y.
T E - 29362

Tenn. small daytime $120M cash
N.Y. suburb daytime 500M terms
Miss. medium daytime 135M 29%
M.W. metro FM 150M terms
M.W. major daytime 630M cash

For your comments see section titled 'FOR SALE—Equipment'.
Community Antenna Activities

The following are activities in community antenna television reported to Broadcasting through May 25. 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.

- Long Beach, Calif.—Signal Hill Cable TV Inc. (Robert C. Owens, secretary-treasurer) has been granted a 21-year franchise. The firm will pay the city 2% of its gross revenue. In addition to a $10 installation fee, the company will collect a $5 per month service charge. The firm presently serves several hundred subscribers in Signal Hill, Calif.

- Rockford, Ill.—CATV of Rockford Inc. has been granted a 21-year franchise (Harley Swanson, president).

- Mishawaka, Ind.—GT & E Communications Inc. (grant for general telephone and electronics, has applied for franchise. Applications are Community Teleception Inc., Indianapolis, and Valley Cabledvision Inc. The Board of Public Utilities has directed its solicitor to pass on to the city council for consideration.

- Topeka, Kan.—Topeka Telecable Co. (John F. McGiver, president) has applied for a franchise. The firm will offer the city 2% of its monthly gross receipts for the first two years, then 3% for the next 25 years. The company will make an initial payment of $5,000 and no additional installation charge. In addition to TV channels, it will also offer a five-station news and weather service.

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- Ramapo, N. Y.—Good-Vue CATV, New City, N. Y., has applied for a franchise. The town held a public hearing at a public hearing on June 20.

New Call Letters Requested

Kansas City, Mo.—Allied Broadcasting Co. Requests KCSV-TV. Kansas City, Mo.


Port Angeles, Wash.—Port City Broadcasting Corp. Requests WAKE.

Phoenix, Ariz.—Community International Panorama TV. Requests KLXK-TV.

Richmond, Va.—University of North Carolina. Requests WUND-TV.

Richmond, Va.—WSPK Miami—WSPK Broadcasters. Requests XGQF-

Phoenix—American Telecomasters Inc. Requests KGPA-AM.

Phoenician Broadcasting Co.—University of South Alabama. Requests WSBF.

*St. John, Ind.—St. John School Towship Communications, Inc. Requests WDST.

*Trenton, N. J.—Central Virginia Educational TV Corp. Requests WCWV(TV).

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He's hitched his wagon to a UHF star

in 56 cities with 260 warehouse installations and claiming to be the largest such organization in the world.

Sitting in his New York headquarters with tie off, shirt sleeves up, and generally relaxed, Mr. Overmyer displays confidence and changeable moods. A discussion of his broad plans for television lights his eyes with enthusiasm and he may jump from his chair to stalk the office as he talks. But an annoying call on the phone, involving a small operational matter, can cause a lightning-quick change of mood.

He delights in relating the origin of his stations' call letters; each bears the initials of a member of his family. Thus, first on the air is WDHO-TV, for Dan Harrison Overmyer. The Newport station, WSCO-TV, stands for Shirley Clark Overmyer, his wife, and there are call letters for each of his four children.

Mr. Overmyer would obviously like to bring the economies that led to a successful chain warehousing operation to the field of group station broadcasting. And he's convinced the way to get started in UHF is with a group plan. "There's no reason UHF shouldn't be completely competitive with VHF," he claims. To reach this status in Toledo he's built a 1,460-foot antenna tower and has a power authorization of 275 kw. WOHO-TV estimates that 47% of the market in its coverage area is now UHF-equipped, that by January 1967, the figure will have reached 79%.

The Local Potential - Mr. Overmyer feels local advertising is a largely untapped resource and that UHF represents a remarkable opportunity to the local distributor. He's not a complete stranger to the media world. D. H. Overmyer Warehouse Co. owns a small weekly business paper, the Toledo Monitor, aimed at local business men. It claims a circulation approaching 10,000. Other interests of the parent company are a national leasing company and a Toledo bank. A finance company is being planned and the warehousing operation is moving into Canada and overseas.

After two weeks on the air, WDHO-TV has orders for time totaling more than $150,000, according to Robert Bryan, president of the new UHF group.

National representation for Overmyer Communications Company is handled by National Television Sales.

 Asked if the Overmyer organization might someday become a public company, he responded, "not in the foreseeable future."

Mr. Overmyer's own history includes two years at Dennison University, split by a three-and-a-half-year term in the Army. He entered the service as a private, emerged three and a half years later a warrant officer, having taken part in the Normandy invasion and seen duty as a prisoner-of-war camp interpreter.

His working day now is about 14 hours long during the week and about 10 hours on Saturdays. An associate says those who work with and around him are worked hard, but by comparison with the boss they can't find much room for complaint. The boss's diversified warehousing business and other enterprises keep him traveling about 60% of the time.

Mr. Overmyer, says he came to broadcasting because "it is a field with obvious growth potential," but he indicates he's aware that establishing his UHF group is not going to be a pushover. Although he wants to get his stations on the air as soon as possible, he says he's ready to take a long-term view of his broadcasting venture. And he's got the resources of his own large company to help him.
Salud

The institutional reaction of broadcasting to the news that hard-liquor commercials have been accepted by a New York area TV station will be one of at least mild alarm. It has been accepted policy in both television and radio that the advertising of strong drink would arouse political pressures to outlaw the advertising of beer and wine. And that prospect is indeed unsettling.

Still, it has always seemed to us that as long as the sale of liquor is legal, the advertising of it ought to be as acceptable as that for any other product in widespread use. As with the advertising for any other product that ought to be consumed with reasonable discretion, advertising for hard liquor would require special care in placement and content.

It remains to be seen whether the rum commercials that WNJU-TV intends to broadcast will stir up the drys. We doubt it. The advertising will be contained in Spanish-language programs aimed at the Spanish-speaking audience, which includes a heavy proportion of Puerto Ricans who are accustomed to seeing rum commercials on the TV back home.

Still the best way out

The influence of last week's decision in the United Artists CATV copyright case could project itself far beyond the thorny question of the ownership of programs carried by community antenna television systems.

It could also point the way for settlement of the equally fundamental and perhaps even pricklier issue of competition between CATV and broadcasters.

The decision, by Judge William Herlands in U.S. Southern District Court in New York, unquestionably will be appealed. Any study of its probable effects must therefore be hedged on the big uncertainty that is always present in litigation.

On its face, however, the decision is a clear victory for copyright proprietors, whether they be the original owners, such as UA in this case, or licensees of the original owners, such as stations and networks when they buy the rights to programs.

What it says is simply that a CATV system may not carry programs without permission of the copyright proprietors. No ifs, ands or buts. In his own word, Judge Herlands "completely" upheld UA's contention that its copyrights had been infringed by a CATV operator.

While the meaning is clear, the mechanics for compliance remain to be worked out—again assuming that the decision is not overturned. Would CATV systems seek out individually the copyright owner of each program they proposed to carry? CATV operators contend this would be an intolerable burden, although many broadcasters argue that it would not. Might there evolve, as others have speculated, performing rights societies through which CATV rights would be licensed, a la Broadcast Music Inc. and the American Society of Composers, Authors and Publishers in the music field?

We submit there is a better and simpler way. There is a certain parallel between Judge Herlands's decision and Section 325(a) of the Communications Act. Judge Herlands says that CATV operators may not carry copyrighted programs without permission of the copyright owners. Section 325(a) says that a station may not rebroadcast the programs of another station without the other station's consent.

Why not, then, combine the two? Why not, as we have suggested many times, simply expand Section 325(a) to require that CATV companies get permission from the station before retransmitting its signals? Admittedly some suppliers, particularly the big-motion picture companies, are reluctant to grant control of CATV rights along with broadcast rights in their dealings with broadcasters. But the simplicity of this approach, coupled with hard bargaining by broadcasters and equitable arrangements for sharing CATV license fees, could be persuasive. Then the issue of CATV competition would become a matter for negotiation between the broadcaster and the CATV operator.

The basic issues will probably not be resolved, either in the courts or in Congress, for months, perhaps years. This is all the more reason to intensify efforts to get Section 325(a) amended. The beauty of this plan is that it will work—and will provide an equitable solution—whether last week's decision is upheld or appeal or not.

Radio-TV blitz

IMOROUS politicians must view with concern the outcome of the gubernatorial primaries in Pennsylvania which saw a neophyte win the Democratic nomination without the backing of his party by parlaying determination with a $1 million bankroll, much of it spent in a blitz radio-television campaign.

Milton Shapp, who learned about the potency of the broadcast media as a highly successful CATV equipment manufacturer and systems owner (Jerrold), decided last January he would give political life a whirl. He turned over management of his booming electronics-CATV business to able Robert Beisswenger, who became president, and immersed himself in his campaign, against all advice.

Mr. Shapp bucked his own party organization by attacking bossism in a campaign that included 7,000 radio spots and 34 half-hour television appearances, plus a heavy spot TV schedule. He carried 41 of the state's 67 counties over his party's nominee, state Senator Robert P. Casey.

Milt will have a tough row to hoe in November against the Republican nominee, Lieutenant Governor Raymond P. Shafer. But strange things happen in politics. For example, the upset victory of John F. Kennedy over Richard Nixon in the wake of the now historic Great Debates of 1960.
WGR-TV, the Taft Broadcasting Station in Buffalo, will be nationally represented by The Katz Agency starting June 1.
If you lived in San Francisco...

...you’d be sold on KRON-TV