FCC moves toward Nick Johnson's system of renewals
Board approves rejuvenation plan for NAB
Special report: Broadcast news bending to pressure?
Congress votes broadcast access to House committees

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Screen Gems
What are you doing New Year's Eve?

Millions of viewers will be spending it with Guy Lombardo, watching his 'live' entertainment special.

Telecast in color direct from New York's Waldorf Astoria with Midnight remotes from Times Square, plus surprise guest star appearances, this program's been the audience favorite year after year.

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Now's a good time to firm up your plans for New Year's Eve and reserve Guy Lombardo for your market.

We're expecting quite a crowd.

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For reservations, call: In New York 212 LT 1-7777 • In Chicago 312 263-0800
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(THEIR HOPES IN THE NATIONAL LEAGUE)

SPECIAL ‘AND MAN CREATED GARBAGE’
(A STUDY OF THE GARBAGE DISPOSAL PROBLEM)

SPECIAL ‘NATIONAL CHAMPS SEEK A REPLAY’
(A LOOK AT SOUTHWEST CONFERENCE FOOTBALL)

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(THE AFTERMATH OF A DEVASTATING HURRICANE)

SPECIAL ‘PROBE: PORNOGRAPHY’
(AN INVESTIGATIVE STUDY)

SPECIAL ‘POLICE BRUTALITY’
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SPECIAL ‘OILERS 70: SEE HOW THEY RUN’
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SPECIAL ‘A LEGACY OF LIFE: THE AIR WE BREATHE’
(AN AIR POLLUTION INVESTIGATION THAT DREW 150,000 VIEWER RESPONSES)

... Just to Name a Few...

KTRK-TV13
HOUSTON
(WE’RE INVOLVED!)

Capital Cities Broadcasting Corporation
Represented by Blair
THE RHODE ISLAND SUPREME COURT BUILDINGS, a familiar and reassuring sight along the banks of the Providence River, are part of a complex that also houses the famous library of law books of the State’s Court System.

When you think of Providence, think of WTEV

The WTEV audience in the greater Providence TV area grows greater every day! The upward swing will continue because of the reach and penetration the 1,049-foot tower provides plus the programming format designed to attract viewers today and hold them tomorrow. Ratings in the average number of homes reached make the growth picture clear.*

UP 24% - 5:00 pm — 7:30 pm Mon. thru Fri.
UP 14% - 7:30 pm — 11:00 pm Sun. thru Sat.

*Based on Feb.-Mar. 1970 Nielsen estimates compared with Feb.-Mar. 1969; subject to inherent limitations of sampling techniques and other qualifications issued by Nielsen, available upon request.

WTEV Providence—New Bedford—Fall River
Rhode Island—Massachusetts
Vance L. Eckersley, Sta. Mgr.
Serving the Greater Providence Area

STEINMAN TELEVISION STATIONS · Clair McCollough, Pres.
Nix from Nixon?
When President left Washington last Thursday for his Florida retreat, he had with him complete dossier on political-broadcasting bill (S3637) passed by Congress (Broadcasting, Sept. 28). Deadline is today (Oct. 12) for veto, without which bill becomes law. Included in papers given Mr. Nixon are arguments favoring veto on grounds that it discriminates against broadcast media and wouldn't achieve professed aim of reducing political spending.

There was no hint from President last week, but Republicans in know see logic in arguments against measure. Mere shifting of candidate spending to media other than radio and television would anger veto, and odds are better than even President will say no.

Big dealers
If Time Inc. sells its broadcast properties, it will be on one-shot basis to single buyer who then could sell off stations as required to conform with one-to-customer rule. That was answer last Friday in reply to reports that deal had been made in $70-million-plus area, but there was neither outright denial nor confirmation. Several prospective purchasers of individual properties found negotiations terminated when Time made it clear it was interested now only in clean deal with single buyer.

Also lacking confirmation or flat denial was report of possible sale of WTV New York by RKO General, with $40-million figure being bounced about — all-time high for single TV property. Giving some credence to this was previously disclosed quest of Kaiser Broadcasting for New York outlet to key projected major-market network. While its other stations are UHF, Kaiser is anxious to get maximum-coverage independent in nation's first market. Another RKO station, WRTC(TV) Hartford, Conn., UHF, is definitely on market at $2-million asking price. It operated for six years as pay-TV enterprise; has been losing some $65,000 per month since resuming commercial operation last year.

New twist
Major TV spender, Alberto-Culver Co., Melrose Park, Ill., which has long record of fast footsteps in switching agencies, is about to help create new agency for change. James C. Arthur, vice president-associate creative director, Foote, Cone & Belding, Chicago, expects to open new firm there about Nov. 1 with several millions in Alberto billings, including new-product business and items now handled by J. Walter Thompson Co. and N. W. Ayer. He became familiar with advertiser's demands for instant flexibility several years ago when he was with BBDO which then had piece of Alberto-Culver action. He is intent on not being house agency, will aggressively seek other accounts as well.

Foote, Cone & Belding loses key executive in Alberto-Culver move but no billings. It handles competitive lines from Kimberly-Clark and S. C. Johnson, on which Mr. Arthur has worked, plus Clairrol. FCB's problem of moment concerns another TV client, Hallmark, in attempting to recruit top industry figures to appear in Chicago Nov. 4 for luncheon with Richard Chamberlain to honor 20th anniversary of Hallmark Hall of Fame series of specials. Actor appears in "Hamlet" Nov. 17 on NBC TV. FCB feels TV's classic effort deserves recognition, but Nov. 4 is post-election day and big names are hard to come by.

New entry
State-Record Publishing Inc., Columbia, S.C., is in active negotiation with Reeves Telecom, New York, for purchase of WSN-TV (ch. 2) Charleston, S.C. Publisher of State and Columbia Record, both Columbia, and Gulfport, Miss., Daily Herald, newspaper firm is setting out to acquire full portfolio of five VHFs in South and Southwest.

State-Record has hired W. Frank Harden, formerly vice president and general manager of WSN(AM) Columbia, S.C., to head broadcast division.

Tortures of fairness
Question of whether health-hazard aspect of cigarette smoking is still controversial issue of public importance is controversial issue itself at FCC. Staff had prepared document holding that issue will no longer be controversial once ban on cigarette advertising becomes effective Jan. 2, and that stations could then carry antismoking spots without worrying about fairness-doctrine obligation to provide balance. But at meeting Wednesday, conflicting views were expressed — that health hazard would remain controversial issue, that even if it did not, auxiliary issues, such as federal subsidies to tobacco farmers, would. Then, too, some felt issue would be moot once commercials went off, since court has held that commission could not compel broadcasters to present view that smoking might not be dangerous.

Staff, and possibly commissioner or two, will try hand at new drafts on subject. Issue was precipitated by request for ruling requiring broadcasters who carry anti spots in absence of commercials to air promoting side. Commissioner Robert T. Bartley had suggested leaving whole question to broadcasters — whether to carry anti spots and, if so, whether to provide balance.

Tune in next November
Fate of Sherman Unger's appointment to FCC won't be resolved until after Nov. 3. Now general counsel of Housing and Urban Development, Mr. Unger has been caught in cross-current of what had been described as routine Internal Revenue scrutiny of his 1968 tax return. Last week, upon nomination of Mr. Unger's successor at HUD, question arose as to when White House "hold" on Unger confirmation will be lifted.

Hope is White House will remove "hold" since Congress will be in recess anyway with no opportunity to consider confirmation until after elections. Mr. Unger was in home town, Cincinnati, last week, reportedly to negotiate with Internal Revenue auditors on possible adjustment of questions regarding interpretation of tax regulations.

Cartridges closer
First production print rolled off CBS electronic video recording division line at Rockleigh, N.J., plant last week for Equitable Life Assurance, initial customer, putting CBS development virtually on schedule from December 1968 debut. EVR color players also rolled off Motorola lines in Chicago last week; will hit customers Nov. 1 almost on schedule. Software product for this version of "cartridge" TV also gets boost in New York Oct. 15 when Motorola's Elmer Wavering is to announce beefed-up educational marketing plans complementing earlier hospital-program ventures and tie-up with Darryl Zanuck films for home viewing.

Folding outposts
Ogilvy & Mather is closing its service offices in Chicago, Atlanta and San Francisco. These one-man offices help Shell Oil Co. with its local and regional services, but now Shell and Ogilvy have agreed that operations should be transferred to Houston where oil firm has many of its operations.
"if we conservatives have captured the flag—well, for one, would like to give it back."

James J. Kilpatrick is a conservative who believes in traditional values like the flag as a unifying symbol for all Americans. He is also one of America's most respected political thinkers. Kilpatrick speaks eloquently for a return to moderation. And Washingtonians see him regularly on WTOP-TV's Big News. James J. Kilpatrick is unique... and so is WTOP News. WTOP news coverage is a different approach to news... as different and refreshing as the outspoken Kilpatrick. Our staff of reporters and commentators—the largest in Washington—compiles a daily news magazine. It's a unique mix of hard news, analysis, investigative reporting, and light-hearted insights that covers the spectrum of news. That's what makes WTOP News "the best news you'll get all day." There's commentary that probes. Weather forecasts that don't hedge. And a wide range of incisive opinion from both conservative and liberal spokesmen.

If you're in the Washington area, get some great news—The Big News at 1:00, 6:00 and 11:00 p.m. on WTOP TV.

WTOP TV
WASHINGTON, D.C.
A Post-Newsweek Station

THE BEST NEWS YOU'LL GET ALL DAY
First step in FCC's plan to overhaul license renewal procedures is study of TV programming over past three years in top-50 markets. However, Chairman Burch says study will not necessarily commit FCC to any action. See . . .

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**Broadcasting**

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It should have a lot of brain to it.

And heart.
And spirit.
And trust.

You don't believe (and believe in) Galen Fromme because he smashes a lot of words on your ear. You somehow get the feeling he has thought about what he's sharing with you.

Your feeling is right.

Galen puts in about 80 minutes behind his microphone each day. But he puts in 12 hours a day behind those 80 minutes. So Galen's talking ratio is very high.

And that is part of what makes a great radio station great.

Some stations worry a lot these days about what they call their SOUND. They tinker. Super-think. Pull stunts. And repeat, repeat their top, top tunes, tunes, loud, loud, loud!

Often the effect is more noise than sound.

We prefer not to get uptight about our sound. In fact we'd rather you consider it our personality. A 24-hour-a-day impression made up of individual traits. Hopefully each one genuine and fresh, no matter when you happen to join us.

Did you ever try to define your own personality? It is very hard. Specifications are best.

Item: Jack Lacy. He plays Blood Sweat & Tears and Mama Cass. But he plays Moonlight Serenade and Andy Williams, too. Variety is the spice of our music.

Item: Morning. A zestful time for some people. Double distilled, dismal for others. Ted Steele somehow gets us all together every day. It's a knack.

Item: Relentlessness. We don't believe in waiting for Baltimore to come to us. We question and question to find out what's happening. And when we discover what's happening is not healthy we let you know. Like when we sounded off on air pollution.

We think radio should be more than just mouth.

---

Item: Sports. Frankly we consider our teams platinum-plated natural resources. We promise always to be accurate when we report them. But maybe more than neutral.

All those items are part of our personality.

So is 50,000 watts.

(A watt was important to James of the same name because he was the first person to define one, as—"a force equal to the power in a circuit in which a current of one ampere flows across a potential difference of one volt." Clear?)

A watt is important to us because it defines the strength of the signal we broadcast. 50,000 watts is the most power a commercial radio station may have.

It gives us the ability to reach some four million people. It also gives us a pretty big responsibility.

Because every one of those four million people is a person. Like you. And you want to be entertained. But with taste. Informed. But with truth. Served. But not patronized.

That's what we are trying to do.

If we reach you with a personality you can enjoy, that's as close as a radio station can get—to a friend.

And who wants a friend that's all mouth?

WBAL Radio 11
Baltimore
We talk to you like a person.

We talk to you like a person.

NBC Affiliate. Call 301-467-3000 or contact McGavren-Guild PGW Inc.
In Canada, contact Andy McDermott, McDermott Sales Limited, E. Toronto, Ontario
Pacifica bombing probed

Representative George Bush (R-Tex.) reported Friday (Oct. 9) that he had written to FBI Director J. Edgar Hoover asking for help in finding bombers who caused an estimated $35,000 in damage to broadcasting equipment including tower at KPFT (FM) Houston early last Tuesday (Oct. 6). He also asked help from U.S. attorney's office in Houston.

The blast, which occurred between 2:30 a.m. and 5:30 a.m. when station was off air, was second in six months at Pacifica Foundation-owned noncommercial outlet.

First blast, on May 12, caused damage estimated at $25,000 (Broadcasting, May 18). No suspects were found in that blast and no injuries were reported in either explosion.

Harris county sheriff Larry Frazier earlier Friday reported that two FBI agents were working voluntarily on case and noted that he, too, had requested official federal assistance. Station manager Larry Lee said community representatives planned to march on U.S. attorney's office tomorrow (Oct. 13) to expedite federal intervention.

Sheriff Frazier and Mr. Lee said they both shared belief that Ku Klux Klan or another group of that ilk is responsible for both blasts. As for suspects, Sheriff Frazier said he was engaging in "process of elimination," noting that dynamite used in both blasts was same. Mr. Lee said his station plans to abandon its tower site on outskirts of Houston and hopes to erect tower at more secure site preferably atop "tall, downtown building." He indicated station would be off air "a minimum of six weeks." Sheriff Frazier and Mr. Lee also noted that, unlike last May's incident, no prior threats were received this time. "Every element of the community has expressed outrage," he noted. "You can't dynamite free speech." KPFT prides itself on being outlet for philosophies and views of all ideologies. He reported that diverse elements of Houston community attended subscriber meeting last Thursday—among them, black militants, politicians and members of underground press. He said Houston Post had posted $1,500 reward for bombers.

Representative Bush, Republican senatorial candidate, in expressing "shock" and "outrage" at latest bombing, renewed plea for passage of his bill (HR 16699) which would, among other things, make it illegal to use, possess or transport dynamite within state or between states. Mr. Lee, adding that his station's insurance had been canceled, acknowledged that drive was under way to raise funds to pay insurance premium—whenever new insurance carrier is found.

CBS- TV keeps ratings lead

CBS-TV topped 7:30-11 p.m. ratings averages for week ended Oct. 4 in Nielsen 70-market multi- network area (MNA) ratings out Friday (Oct. 9). CBS had average 18 rating and 30.4 share, NBC 17.3 and 29.2 share, ABC 17.0 and 28.8 share.

Same seven programs that made MNA's top-40 list week before were in new report: Flip Wilson Show (NBC) was 13th, up one ranking; Make Room for Granddaddy (ABC), tied for 22d, up four rankings; Mary Tyler Moore Show (CBS), 26th, same; Red Skelton (NBC) and Arnie (CBS), tied for 35th, respectively up five and same, in ranking: The Partridge Family (ABC), 37th, down 19, and Men from Shiloh (NBC), tied for 40th, down three.

ABC again had most of shows in MNA top 10, winning five to CBS's three and NBC's two, but trailed other networks in top 20—CBS had nine, NBC six and ABC same five.

In nights of week, CBS won MNA averages Monday, Wednesday, Thursday and Friday: ABC Tuesday and Sunday and NBC Saturday.

Following are top-40 rankings from MNA report:

(1) Thursday Movie (CBS); (2) Sunday Movie (ABC); (3) Movie of Week (ABC) tied with Medical Center (CBS); (5) FBI (ABC); (6) Laugh-In (NBC); (7) Marcus Welby (ABC); (8) Mod Squad (ABC); (9) Hawaii Five-O (CBS); and (10) Saturday Movie (NBC).

(11) Carol Burnett Show (CBS); (12) Gunsmoke (CBS); (13) Flip Wilson Show (NBC); (14) Tuesday Movie (NBC); (15) Mayberry R.F.D. (CBS); (16) Adam 12 (NBC) and Lucy (CBS); (18) Doris Day (CBS); (19) Friday Movie (CBS); (20) Ironside (NBC).

(21) Room 222 (ABC); (22) Make Room for Granddaddy and Love, American Style (both ABC); (24) Jim Nabors Hour (CBS); (25) That Girl (ABC); (26) Mary Tyler Moore Show (CBS); (27) My Three Sons (CBS); (28) Bonanza (NBC); (29) Mission Impossible (CBS); (30) Monday Movie (NBC).

(31) Hee Haw (CBS); (32) Eddie's Father (ABC) and The Glen Campbell Hour (CBS); (34) Name of the Game (NBC); (35) Red Skelton (NBC) and Arnie (CBS); (37) The Partridge Family (ABC); (38) Walt Disney (NBC); (39) Mannix (CBS); (40) Johnny Cash (ABC) and Men from Shiloh (NBC).

More Chicago activism

Still another communications-oriented action group has turned up on Chicago scene. It is Communications Industry for Peace and Freedom which evolved from protests of U.S. involvement in Cambodia, and counts station and agency people among its members.

CIPF also is participating in production of TV special on WMAS-TV Chicago Oct. 25 designed to show "silent majority" is upset that Nixon administration presumes to speak for it. Sponsor of special is Chicago chapter of Busi-

Johnson's complaint

Because of "cozy links between Television Digest and Broadcasting Magazine," on one hand, and National Association of Broadcasters, networks and multiple owners on other, FCC should make public all documents that are "leaked" to those trade publications. FCC Commissioner Nicholas Johnson says.

Commissioner contends that assumption can be made that once item appears in trade press "it will find its way into industry hands with a speed approaching that of light." When that happens, he says, commission should put all parties before commission on equal footing by making item available to all.

Commissioner expressed views in statement concurring in commission release of memorandum by former general counsel Henry Geller analyzing Supreme Court's Red Lion decision. Commission released document on petition of law student who cited story on memorandum in Broadcasting (Oct. 5).

Commissioner Johnson, in his statement, did not offer support for assumption that industry knows more from special trade publications that it reads in its pages, said only that "cozy links" are "well known if not notorious."
ness Executives Movement for Vietnam Peace, which provides office facilities.

Bill Blau, president, Blau-Bishop & Associates, Chicago design firm, is co-chairman of CIPF with Ralph Tyler, Encyclopaedia Britannica. Steering committee includes Stan Dale, WLS-FM Chicago; Frank Blossom, Leo Burnett Co.; Brooks Dyer, Foote, Cone & Belding, and Herb Kraus, public-relations consultant.

Mr. Blau explained Friday that CIPF concern includes "pernicious effect" on communications field of pressures such as those generated by Vice President Spiro T. Agnew. Organization hopes to provide "escape" for media workers who feel under "crunch" of conservative management.

Mr. Blau also raised possibility that group might get into "study" of Chicago license renewals. "We are making contact with the 'goin' groups' and may participate with them," he said, although he indicated CIPF would probably not take active independent role. Groups such as Illinois Citizens Committee for Better Broadcasting have been putting pressure on stations in recent weeks.

**FTC gets study of drug ads**

Federal Trade Commission staff report on relation between drug abuse and drug advertising moved last week to FTC commissioners for consideration. Study is in response to concern voiced by commissioners and legislators, particularly Senator Frank Moss (D-Utah), who has been conducting Senate Consumer Subcommittee hearings on possibility that drug advertising adds appeal to use of addictive drugs.

Move of study to commissioners follows release of National Association of Broadcasters guides to stations carrying commercials for nonprescription drugs but FTC staff member said that he doubted commission would yield authority in drug-advertising area and wait for broadcast industry to regulate itself.

Although contents of study have not been made public pending commission action, it reportedly does point out types of commercials staff feels merit commissioners' attention.

**Fairness win for WCHS-TV**

WCHS-TV Charleston, W. Va., did not violate fairness doctrine or personal attack rules in references to John M. Slack (R-W. Va.), FCC determined Friday (Oct. 9).

Mr. Slack complained that station's July 7 broadcast stated he "exerted influence toward the location of the highway, presumably to profit from increased land values." Congressman charged broadcast omitted facts and distorted news and that he had asked station for "equal time."

Commission ruled that station, by offering three minutes for reply on two news programs and 30-minute news-interview show, appears to have afforded "reasonable opportunity to respond." Commission added it "will not intervene in matters of news judgment," in answer to Mr. Slack's charges of omission of facts and distortion of news.

**HEW holds out on CPB**

Subject of permanent financing for Corp. for Public Broadcasting appears to have gathered little impetus at Health, Education and Welfare subcommittee. Action was criticized last April by House Communications Subcommittee members for failure to provide solutions to CPB long-term funding problem.

Letter received last week by Representative Robert O. Tiernan (D-R.I.) from HEW indicated "we are really in no different position than we were at the time of testimony last spring." Letter was signed by Albert Alford, HEW's assistant commissioner for legislation in Office of Education, same man who testified last April before commission when HEW was criticized for lack of initiative in dealing with long-term financing problem.

Alford letter of last week stated: "Unlike Corp. for Public Broadcasting or the independent regulatory agencies, HEW cannot really take a position on this matter not fully cleared within the administration."

At hearings last spring, Mr. Alford told amazed subcommittee members that temporary authorizations were administration's only current answer to CPB financing problems. Congressmen, who are determined to get permanent plan in operation, have consulted with CPB, FCC, HEW and others on best approach to problem.

Communications Subcommittee Chairman Torbert Macdonald (D-Mass.) has reportedly vowed to get some kind of long-range funding plan before he takes issue to House floor again.

**Gallup returns to NBC**

George H. Gallup, who resigned as vice president, sales, NBC Radio, less than six weeks ago (Broadcasting, Aug. 31), is back with company. He has been named director of marketing for NBC-TV with responsibility for sales promotion and sales presentations. No explanation was given for Mr. Gallup's return to NBC.

**WPIX: Latest chapter**

FCC Broadcast Bureau attorney Pat Valentic Friday (Oct. 9) told hearing on WPIX-TV New York's license-renewal application that station records showed foreign news films reaching WPIX were several days old.

He cited one record which showedUPI film shot Aug. 11, 1968, during the Czech crisis, was received by WPIX Aug. 13. Another film on Vietnam shot Aug. 7, 1968, was received by station Aug. 12, he said.

Mr. Valentic charged records on film deliveries to WPIX had been inadequate. He said orders from Fred F. Thrower, station president, to keep records of UPi's film deliveries, were not obeyed.

WPIX, former NBC affiliate, is now owned by D. Engels, former news manager, now assistant to vice president in charge of news, testified that sometime after Oct. 1, 1968, WPIX began to pick up UPI foreign film at Kennedy International Airport.

WPIX's license-renewal application is being challenged by Forum Communications Inc., which has charged the station distorted news in 1968.

Lawrence K. Grossman, former NBC vice president, heads Forum. He now operates his own advertising company in New York.

**Hathaway's new agency**

C. F. Hathaway Co., Waterville, Me., shirt manufacturer, has appointed Green Dolmatch Inc., New York as its advertising agency to handle almost $500,000 billing for Hathaway men's shirts. Agency would not reveal future plans for advertising campaign. Account was with Ogilvy & Mather, New York, for 19 years.
What's your contribution to a better understanding of medicine and health?

1970 MEDICAL JOURNALISM AWARDS

to recognize JOURNALISM that contributes to a better public understanding of medicine and health in the United States.

(1) NEWSPAPERS: For a distinguished news or feature story or series in a United States newspaper of general circulation published daily, Sunday or at least once a week.

(2) MAGAZINES: For a distinguished article or articles in a United States magazine of general circulation published weekly, monthly, quarterly or at other regular intervals. Sunday magazines with nationwide distribution will be considered in this category.

(3) EDITORIAL: For distinguished editorial writing in a United States newspaper of general circulation published daily, Sunday or at least once a week or on a U.S. radio or television station or network.

The American Medical Association's
1970 Medical Journalism Awards in... Newspapers,
Magazines, Editorials,
Radio, and Television.

(4) RADIO: For distinguished reporting on medicine or health on a United States radio station or network.

(5) TELEVISION: For distinguished reporting on medicine or health on a United States television station or network. The awards will not be given for work, however excellent, that involves primarily the relaying of medical knowledge to the medical profession and to allied professions. Members of the medical profession, medical associations and their employees are not eligible.

AWARDS AND PRESENTATIONS

The award in each of the five categories will consist of $1,000 and an appropriately inscribed plaque. The awards will be presented at a time and place to be selected by the Awards Committee.

For complete information on rules and regulations, submission of entries and deadline dates, write to:

Medical Journalism Awards Committee
American Medical Association
515 N. Dearborn Street, Chicago, Illinois 60610
Cartridge Tape Supermarket!

Here's a one-stop shopping center for the most and best in broadcast-quality cartridge tape equipment—a SPOTMASTER supermarket of variety and value.

Just check the boxes and send us this advertisement with your letterhead. We'll send complete information to you by return mail.

**Single-Cartridge Equipment**

- The incomparable Ten/70
- The classic 500C
- The economical 400 (from $415)
- Stereo models
- Delayed programming models

**Multiple-Cartridge Equipment**

- Five+Spot (5-cartridge deck)
- Ten+Spot (10-cartridge deck)

**Cartridge Tape Accessories**

- Tape cartridge winder
- Calibrated tape timer
- Remote controllers
- Cartridge racks (wall, floor & table top models)
- Degaussers (head demagnetizers & cartridge erasers)
- Telephone answering accessory
- Replacement tape heads
- Adjustable head brackets
- Head cleaning fluid
- Alignment tape
- Bulk tape (lubricated, heavy duty)
- Tape tags
- Cartridges, all sizes, any length tape (empty), no minimum order, lowest prices

The nation's leader in cartridge tape technology can fill your every need, quickly and economically. That's how we became the leader. Write today!

**October**

Oct. 10-13—Meeting of Texas Association of Broadcasters, Fairmont motor inn, Houston.


Oct. 12-15—Fall meeting, American Association of Broadcasters. Fairmont hotel, San Francisco.


Oct. 15—New date for commencement of FCC hearings on renewal of Frontier Broadcasting Co. for KFBC-TV Chayenne, Wyo. Previous date was Sept. 15 (Doc. 18797)

Oct. 15—New deadline for comments on FCC's proposed rule concerning broadcast announcements of station and network employers' financial interests in advertised services. Previous deadline was Sept. 15 (Doc. 14119)

Oct. 15—New deadline for comments on FCC's proposed rule to provide for licenses control of telephone interview programs on radio and TV stations. Previous deadline was Sept. 15 (Doc. 18928)

Oct. 15—Deadline. Trans-World Airline's 33rd annual written and picture competition. Entries address to: 605 Third Avenue, New York 10016.


Oct. 16-17—First national symposium on children and television, sponsored by Action for Children's Television. Keynote speaker will be Fred Rogers of Mister Rogers' Neighborhood and Dr. lamps Memorial hospital for children, Boston.


Datebook

A calendar of important meetings and events in communications

**November**

Nov. 2—Deadline for reply comments on FCC's proposed rules for license control of CATV systems. 44100 (D: 18927-A).

Nov. 7—Deadline for reply comments on FCC's proposed rules regarding CATV systems. 44100 (D: 18927-A).

Nov. 8—Deadline for reply comments on FCC's proposed rule for permit CATV systems to import distant signals subject to a specified payment for public broadcasting. Previous deadline was Oct. 7 (Doc. 18797-A).

Nov. 9—23—Missouri Broadcasters Association fall meeting. Plaza inn, Kansas City.

Nov. 9—22—New deadline for comments on FCC's proposal to permit CATV systems to import distant signals subject to a specified payment for public broadcasting. Previous deadline was Oct. 7 (Doc. 18927-A).

Nov. 10—20—CATHV engineering seminar, State College, Pa. For further information, contact George B. Dixon, vice president, ERC, State College, Pa. 16801 (814) 238-2461.

Nov. 20—Annual radio town meeting, sponsored by International Radio and Television show, Waldorf-Astoria hotel, New York.

Nov. 21—Florida Gator sports announcers luncheon honoring Lowell Thomas, Plaza hotel, New York.

Nov. 21—Missouri Broadcasters Association fall meeting, Plaza inn, Kansas City.

Nov. 22—New deadline for comments on FCC's proposed rules for license control of CATV systems. Previous deadline was Oct. 7 (Doc. 18927-A).

Nov. 22—New deadline for filing comments on FCC's proposed rules for license control of CATV systems. Previous deadline was Oct. 7 (Doc. 18927-A).

Nov. 22—New deadline for filing comments on FCC's proposed rules concerning diversification of control of CATV systems and into formulation of regulatory policy (Doc. 18891).

Nov. 22-23—Annual fall convention, Ohio Association of Broadcasters. North高科技, Columbus.


Nov. 23-31—22nd Cine-meeting of International Film TV Film and Documentary Market (MIFED) in Milan. Italy. Market is for trading feature, TV and documentary films on worldwide basis. Advance bookings should be made by letter or cable before Nov. 18. Address for information, MIFED, 1-20145 Milano (Italy). Telegrams: MIFED-Milano 3650 Pernice (Italy).

Nov. 24-25—Meeting, Missouri Associated Press Radio and Television Association, Holiday inn, Lake of the Ozarks.


Nov. 27—Meeting of National Association of Broadcasters. Park Plaza, New Haven.

Nov. 28—Deadline for reply comments on FCC's proposed rules prohibiting broadcasters from local crossownership of CATV systems; concerning CATV technical standards and desirability of minimum channel requirements for future CATV's (Doc. 18921).

Nov. 28-29—Virginia CATV Association fall meeting. Downtown inn, Danville.

Nov. 28-30—Mid-America CATV Association fall meeting. Speakers include FCC Commissioner Robert Wells, NCTA President Donald V. Taverner and Telepromoter Corp. president and chairman Irving B. Kahn. Glenwood Manor motel, Overland Park, Kan.

Nov. 29—Nov. 1—Western region fall conference, American Advertising Federation. Casa Royale, Bakerfield, Calif.

Oct. 30—Deadline for reply comments on FCC's proposed rules for license control of telephone interview programs on radio and TV stations. Previous deadline was Oct. 1 (Doc. 18927-A).

Oct. 30—Nov. 1—Mid-Atlantic area conference of American Women In Radio and Television. Cherry Hill inn, Cherry Hill, N.J.
Twin Citians are great people

(TAKE THE MINNESOTA VIKINGS AND BUD GRANT, FOR INSTANCE)

Sure, we've got pretty buildings, ten thousand lakes and parks galore, but it's our people that make our market great!

We're a young market, as the averages go. And well-educated and healthy and vigorously sports-minded. We're proud of our champion Minnesota Vikings and coach-of-the-year Bud Grant. We're proud, too, that we produce the weekly Bud Grant Show, hosted by KSTP-TV sports director Ed Cain. It's a great show for our great people!

THE BUD GRANT SHOW

10:30-11:00 P.M., AFTER EVERY REGULAR-SEASON VIKING GAME

☐ Hear coach-of-the-year Bud Grant give his game analysis with Ed Cain.
☐ See KSTP-TV color-film action highlights, specially processed and edited just hours after each game, both home and away.
☐ Hear a Viking player as special guest.

KSTP-TV

A Division of Hubbard Broadcasting Inc., WTGC-TV Tampa – St. Petersburg, KOB-TV Albuquerque. Contact your nearest Petry office or Jim Dowdle at 612-645-2724.
U.S. shines in comparison

Editor: Having just returned from Europe, I had the questionable pleasure to watch television in France and England. I can only wish that members of Congress, as well as certain FCC commissioners, would take the time to study European television and compare it with our American system.

The French system is absolutely unbelievable. There is no reason to think that if any station in a medium-size market in this country would produce programs such as the run-of-the-mill programs on any one of England’s three channels, it would be laughed out of business. This does not mean that there are not any good programs in England and good broadcasting. I did not have the opportunity to see a full week’s schedule.

In one day’s time, the American public gets more information, more diversified entertainment and has a greater opportunity to learn essential facts of the problems at home and abroad, than viewers in Europe can experience during a whole week or month. Whereas, in this country, we make a sincere effort to broadcast programs which inform and entertain in all areas, this concept seems to be unknown and unwanted in England. It may be that the Europeans are right and perhaps they have a great deal less trouble domestically because their television, in my opinion, is a moribund communications and entertainment medium which does not come to grips with the problems of the day on a continuing basis. Closely supervised by government, either directly or indirectly, they seem to make certain that people see and hear only what Big Daddy wants them to know.—Egmont Sonderling, president, Sonderling Broadcasting Corp., New York.

Suitcase full of trophies

Editor: I included the Cork [Ireland] Film Festival in my September vacation and introduced Wally Ross’s reel of winners from his New York commercial festival. I wound up on the stage of the Savoy theater in Cork receiving the top award from, of all people, the lord mayor, on behalf of Scali, McCabe & Sloves, New York.

The grand prix went to the agency’s “Attack on the Car Dogs” for Volvo, produced by Pelican Productions. The “Worldwinner ’70” award, for commercials that had won awards at other festivals, went to Alka-Seltzer’s “Unfinished Lunch” starring George Raft and created by Jack Tinker & Partners and produced by N. Lee Lacy Associates, Los Angeles.

In all, 17 U.S. agencies and producers won awards at Cork. I’ll deliver them on my return.—Don Kearney, Corinthian Broadcasting, New York.

[Image: Mr. Kearney (l) with grand prix and Peter Barry, lord mayor of Cork.]

Shoots holes in clutter survey

Editor: The Association of National Advertisers’ discussion of clutter (BROADCASTING, Sept. 28) is based upon a totally unrealistic approach. A sample
Gauss research and development has created two technological masterpieces. The 1620 Recorder/Reproducer with 5 heads features an ingeniously designed capstan and guidance assembly that completely eliminates transport plate warpage and attendant guidance problems. This rugged dual-capstan transport puts greater strength and accuracy right up front where the action is, reducing scrape flutter and maintaining tape accuracies at all speeds. Gauss' 1630 is a reproduce-only transport incorporating all identical design advances of the 1620. Both transports can be mounted in any position on any surface, function equally well in a bi-directional mode and offer constant tape tension regardless of size, position or location of reels. We can safely say the new Gauss 1600 Series heralds a new era in the broadcasting and tape recording/duplicating state of the art. But hearing is believing. Another precision product... by Gauss.
of 50 “obviously unbiased” advertising executives (probably all male) is not a valid sample for any advertising research, including clutter.

It has been common knowledge that an individual subjected to a series of similar stimuli, such as commercials, will more frequently recall the last one seen. Does that prove that the respondent will more frequently purchase the last brand advertised in a clutter sequence? Not at all!

If one were to reduce this conclusion ad absurdum, we would have to determine the precise moment when most housewives leave their homes to shop, put on the most compelling programing at such times, and allow the advertisers to fight for the last commercial position. According to the logic used, this method would “guarantee” sales. Not only is this nonsense, but this logic is contradicted in the next sentence which says, “But a strong commercial performs equally well in any position.” Which then is the more important variable: clutter position or commercial strength? If the latter, why obfuscate the issue?

This is but another example of in vitro research attempting to isolate one variable in a remarkably unsophisticated research design. You cannot isolate “a typical station break clutter of six commercials” from other similar clutter in an evening’s or a day’s viewing.

The problem of clutter is far more complex. In the advertising field, most attention to clutter relates to television. What is ignored is that the purchaser is constantly surrounded by other visual, auditory and even tactile and olfactory stimuli which may also produce a clutter effect. For example, in the supermarket, the shopper is surrounded by the “clutter” of thousands of products, brands, sizes, shapes, colors, specials, etc. Can we isolate television clutter from clutter elsewhere? How does it relate to sales?

These are exceedingly complex problems. Simplistic statements based upon invalid research contribute little to improving the use of TV time for either the advertiser or the consumer.—Edward Wallerstein, president, Communication & Media Research Services Inc., New York.

Thanks from Mr. Kluge

ERROR: On behalf of all of us at Metromedia, our thanks for a splendid story on Metromedia West (Broadcasting, Sept. 21). It’s nice to know that when you place as much as we have into something like the KTTV(TV) Los Angeles plant, the leading industry publication not only takes note of it, but gives us our due, as well.—John W. Kluge, president, Metromedia Inc., New York.
You Stand Tall in the Rockies

And none stands taller in achievement than KWGN Television.

Top News Film Station of the Year according to the National Press Photographers Association.

Great business-getter, according to an ever-growing number of advertisers. Telling their story to an ever-growing number of viewers.

Top participant in what makes the Mile High City of Denver "go...go...go!"

And it's only the beginning. Only the beginning. The WGN of the Rockies

KWGN TELEVISION
A WGN Continental Broadcasting Company Group Station
McClatchy TV is big news 7 nights a week in a $14,000,000,000 market*

Now, there's more news every night on KOVR in Stockton/Sacramento and KMJ-TV in Fresno.

KOVR, in the nation's 25th ADI TV market, presents NEWS/13 every night of the week. It's the only Stockton/Sacramento TV news with live coverage from Stockton as well as Sacramento. Monday through Friday, NEWS/13 is ninety minutes in length, with both local and ABC network coverage.

KMJ-TV, in the nation's number one agricultural county, presents NEWS/24. It features KMJ's own up-to-the-minute coverage of the Fresno market and the West. And it includes the NBC Nightly News, with Brinkley, Chancellor and McGee.

Make sure these vital California areas get the news about your product. Put your message on McClatchy TV.

*Effective buying income, 1969, for the combined KMJ-TV 6-county market and KOVR 30-county market – ($14,773,545,000).
SRDS, September 1970.
Television Factbook 1970-1971 -- counties in which net weekly circulation is 5% or better.
Advertisers, marketers: Keep your eye on the leading edge

SCENE I—SHOUT ON A CITY STREET 1950:
"Janie! Janie! Come in for supper and bring the paper!"
"Okay, Mommy."

SCENE II—CONVERSATION ON A SUBURBAN DRIVEWAY 1970:
"All right, Jimmy. Go play with your friends. But keep the walkie-talkie on so I can call you when we're ready to eat."
"Okay, Mom!"

SCENE III—PICTUREPHONE CONVERSATION 1980:
"I'll be late, Amy. Your lunch is in the microwave. Oh, don't forget to check the food-store channel for specials on dog food."
"Okay, Mommy."

"And stop eating that candy! You have chocolate all over your face."

By the end of this decade, cable TV, closed circuit, cartridge TV, picturephone and similar phrases, will all be standard household words, the language of everyday living. These and other new electronic devices are triggering a communications explosion we are just beginning to comprehend.

Some say it was started by the electronic engineers—computers. Or by television broadcasters—video tape. Or by the educators—closed circuit. Or by a unique team of government and industry experts—the space program.

No one has ever been heard to say it was started by advertising and marketing men. Even less defensible, it would seem, is that we as an industry generally do not appear to be much interested, at least up until now.

Cable TV and cartridge TV, for example, are no longer blue-sky fantasies. They are living, breathing deeply and growing at an astounding rate. And within these new technologies are the seeds of new advertising media. If properly guided they could rival direct mail for efficiency and selectivity.

It is time for agencies and advertisers to get involved. We should have, long ago.

Cable television has been around 20 years. Enough time to experiment, to test, to figure out how to use CATV's 40 or more sharp, clear channels to more efficiently communicate the benefits of specialized products and services. If advertising and marketing people had been involved earlier, we would now know who lives in the 5.5-million homes served by cable TV.

But we were not. Now the industry is scrambling to put together the necessary demographics. By the end of this decade this data should cover more than 27 million homes.

While cable systems are still dominated by interests not related to advertising or mass communication, many of them are going to be in the programming business as of April 1, 1971. This the FCC has required.

How does this affect us? It means the owners must face program costs not anticipated in original subscription fees. It means a new electronic medium for highly efficient advertising going to people about whom we will know more than we ever could with commercial television. It will eventually permit the ordering of the sponsor's products over the same cable.

Yet with all this potential, the CATV industry saw only a handful of us from the advertising industry at the recent cable-TV convention that focused on programming.

Cable television will be well off the launching pad by the end of this year too. Sony's video-cassette and CBS-Motorola's EYR system are leading, with RCA and others not far behind.

The motion-picture industry, the recording industry and even book publishers are lining up quickly to get into the software business. All of these systems will allow prerecorded materials (programs) to be played back through the conventional home-TV receiver.

Thousands of words are being written about the home-entertainment potential of cartridge TV. But very little of it is about the advertising potential. Yet it is all there. Special-interest programing. Selective audience. The ability to store for future reference. The advantages of trade books and television all rolled up into one.

However, we in advertising tend to think of sponsored cartridge programing as something in the distant future, if indeed we think of it at all.

"The hardware has to be sold first."
Or, "there have to be 10 million cartridge players out there before we can consider it as an advertising medium."

The computer industry, the office-copier industry and the color-television industry did not think in those terms. Neither should we in advertising and marketing at the agency or client level.

By these general statements, however, I am not suggesting this apathy is to be found everywhere on our side of the business. It is not.

A few advertising agencies have been very much involved in cable television. Most of us know one big agency that has become involved in the ownership and operation of cable systems and more recently has begun use of cable TV to experiment in the testing of advertising and new products. We hear that even a two-way communication may be included.

Our agency, Clinton E. Frank Inc., has been helping develop markets for cartridge TV. (Our client is Motorola.)

But for the most part, advertising and marketing have not yet caught up.

It is time we did—because eventually the commercial television system we know today will become just too expensive for some specialized advertisers. We should be prepared with some new and efficient alternatives.

Don Wallace is vice president and TV-Radio director at Clinton E. Frank Inc., and has been a pioneer in editing of video tape for commercials. He joined agency in 1958 and his credits include claim of first tape commercial using scene-by-scene photography via Intersync technique. Earlier Mr. Wallace had been with Tatham-Laird, Chicago, and Wesley-Day Adv., Des Moines, as broadcast writer-producer. Before that he was a director at WMT-TV Cedar Rapids, Iowa.
USE OUR NEW $4 BILLION PEANUT—FOR JUST "PEANUTS"
GREATER COVERAGE—SAME LOW COST

New Power: 4,160,000 watts maximum ERP.
New Tower: 1,090 feet above average terrain.
New ABC Network Service for lower Michigan.

New "Peanut Pattern" covers prosperous southwestern Michigan and northern Indiana — estimated effective buying income of $4,077,264,000*.


Put your message where the money is — call Blair today!

The Communicana Group also includes WKJG-TV, AM and FM, Ft. Wayne; WTRC and WFIM (FM), Elkhart; and The Elkhart Truth (Daily)

JOHN F. DILLE, JR. IS PRESIDENT OF THE COMMUNICANA GROUP
A move toward ‘standards’ on renewals

FCC approves analysis, for all TV’s in top 50, of programing, profits and program expense

The FCC has decided to take the first step in a plan to overhaul its license-renewal procedures, and although most of those who talk about it for publication make reassuring noises, the step is likely to reverberate loudly and frighteningly throughout broadcasting.

Under way is nothing less than an exhaustive measurement of the program service provided over the past three years by the television stations in the top-50 markets. What’s more, the FCC plans to use the measurement to rank stations in terms of service they provide.

The study, being done under the supervision of Robert Rawson, chief of the FCC’s renewal and transfer division, will cover news, public affairs and “other” (agricultural, instructional and religious) programing, local programing, public-service announcements and commercial matter. It will also deal with stations’ financial resources.

The stations will be studied by category (network affiliate, UHF independent, VHF independent or educational) and market size (one through 10, 11 through 25 and 26 through 50). The commission has never attempted anything quite like it.

Chairman Dean Burch regards the study as an essential fact-gathering mission—but one that does not commit the commission, certainly not himself, to any course of action. "No one is suggesting that we act on renewals on the basis of statistics alone," he said. "You get the information first, then see if there is any message in it."

One message the commission might receive is that it should establish a renewal system in which licensees meeting certain standards would be renewed almost automatically (barring complaints against them), while those that deviate from the standards would be subject to closer scrutiny. Theoretically, at least, speed and efficiency would be built into a system not now notable for either.

But even on this point the chairman is keeping all his options open. "I don’t know what the standards would be," he said. "I’m not committed to the view that you can or should write mathematical standards."

Whatever the next step, Dr. Barry Cole of the University of Indiana’s radio-television department, the man whose critique of present renewal procedures helped spark the commission’s interest in redoing them (Broadcasting, Sept. 21), will play a role in it.

He has been hired as a part-time consultant on the renewal-procedures project. He will prepare in detailed form the views he has sketched orally to the commission—on criteria that might be employed in judging renewals, on data to be collected, on the kind of announcement procedures broadcasters should use in informing the public of commission policies and licensee responsibilities, and on possible revisions of the renewal forms, among others.

There is sentiment within the commission for drafting a new short form for at least the small AM and FM stations. And Chairman Burch is strongly in favor of Dr. Cole’s suggestion that questions that do not provide meaningful, usable information either be eliminated or rephrased. (He notes that one question dealing with proposed public-affairs programming brought forth the comment, “I put on everybody but the kooks.”)

He also wants to avoid the kinds of questions that are subject to formula answers—where, as he puts it, “if you or your lawyers are in the swim at the commission you know what answer will satisfy the commission and, if you’re not, and you don’t know the formula, an honest answer will get you in trouble.”

But it is the study of programing by television stations serving 75% of the nation’s television homes that has captured most attention at the commission. Not all commissioners are enthusiastic about it. Commissioner Robert Wells, the ex-broadcaster, confesses it makes him uneasy. He wonders “what will come next” and doubts that renewal procedures can be greatly simplified. But he was unable to muster arguments in opposition to data gathering.

The decision to proceed with the study is the result of a number of pressures focusing on Chairman Burch at a time when he is concerned about renewal backlogs and the “subjective manner” in which renewals are handled.

But more important, Commissioner Nicholas Johnson and former Commissioner Kenneth A. Cox have long urged the commission to make detailed studies of station performance.

And it is a memorandum prepared by Commissioner Johnson that is serving as the basis for the current study—a fact that, given the commissioner’s record for urging a stiffer line on renewal matters, is bound to increase broadcasters’ uneasiness over the study. However, the memorandum report-
edly came in response to a challenge from Chairman Burch, who said he was "tired" of hearing Mr. Johnson talk about how he would deal with renewals. The chairman asked Mr. Johnson to put a proposal on paper—and Mr. Johnson did.

Essentially, the proposal follows the outline of studies Mr. Johnson and Mr. Cox did of license-renewal applicants in Oklahoma, New York and the mid-Atlantic states. It will develop information on the amount of news, public affairs and "other" programing the stations carry, totally and as a percentage of total programing. It will also provide data on the amount of local and regional news that stations carry and the number of news personnel they employ.

In addition, the study will reveal the amount of local programing stations do—totally, as a percentage of total programing and between the hours of 6 and 11 p.m. It will also show the number of public-service announcements they carry and the number of hours in which they broadcast more than 12 minutes of commercial matter.

The study will also provide a financial-resources background against which to view programing. It will show the stations' pre-tax profits, profits as a percentage of gross revenues, and programing expenses—totally and as a percentage of gross revenue.

The stations will also be ranked in their respective class in each of the categories.

If Commissioner Johnson's memorandum were to be followed all the way, those stations falling in the lowest 10% in their class in any category would be asked to explain their 'poor performance.' The FCC staff would still be authorized under its delegated authority to renew the licenses of those stations after reviewing their responses and studying their over-all performance—except in those cases in which a station falls below the 10% level in two of the three categories that Commissioner Johnson considers the most important, news, public affairs and "other" and local programing. The decision on renewal of those stations' licenses would be made at the commission level.

However, the commission has not considered the question of whether to follow Commissioner Johnson that far. As Chairman Burch said, the memorandum is not an "operative" document.

The chairman and others have described the memorandum as mildly—considering the strong feelings Commissioner Johnson has expressed about the commission's renewal procedures in the past. And it does stress that the proposal "does not provide for the automatic license-renewal hearing of any station." Mr. Johnson points out that the commission would continue to be free to approve the renewal of any station, regardless of its programing—as he said, in a characteristic remark, "there would almost always be 'extenuating circumstances' that could be found." The memorandum also notes that "an automatic base on balls" would be given to 90% of the stations while 10% had their renewal forms studied more closely, as 100% of applicants do now.

In Commissioner Johnson's view, the virtue of his proposal is that it reduces the staff's work substantially "and takes considerable pressure off the responsible broadcaster. About all it does, in fact, is to create a usable product out of the information the industry presently files with us, and the staff currently processes by hand.

Despite the mildness of its tone, the memorandum appears to contain a kind of dare that the commission has taken. Commissioners who have almost automatically bristled at the urgings of Commissioner Johnson and former Commissioner Cox to make in-depth studies of station programing have been hard put to back up their opposition. The study could demonstrate that most stations are doing "a good job"—whatever that turns out to mean—and that the commission's attitude has not been unreasonable.

Chairman Burch came close to articulating this aspect in discussing the project. "Nick feels that these stations having less programing than certain standards will be shown to have large profits," he said. "I'm not sure that's what will come out of this." But at another point, he said, "I'd like to find out if there is a pattern [of service] that deserves attention."

He should find out in about a month. That is how long the study is expected to take.

**Frontier offers FCC a deal**

It will obey ban on crossownership if KFBC-TV license OK'd

Frontier Broadcasting Co. last week asked the FCC to rescind its order designating for hearing the license renewal of its KFBC-TV Cheyenne, Wyo., and to grant the renewal on the condition that Frontier eliminates cross ownership of its media holdings ("Closed Circuit," Sept. 28).

The KFBC-TV renewal application was designated for hearing last February to determine whether Frontier's Cheyenne media holdings constitute a concentration of control of mass media.

Frontier also owns newspapers, a CATV system and KFBC-AM-FM in Cheyenne; KSTF-TV Scottsbluff, Neb., and KTV5-TV Sterling, Colo.

In its petition for reconsideration of the hearing order, Frontier said it would move to end crossownership of its TV stations and the CATV system "in a manner which will also remove the common control of those television stations and the Cheyenne newspapers."

The commission's rule barring TV-CATV crossownership becomes effective Aug. 10, 1973, for cable systems in operation before July 1 Frontiers asked the commission to allow it the same amount of time to eliminate common control between its TV stations and newspapers so that it could negotiate with others who wish to dispose of their TV stations in the event the FCC adopts a proposal to prohibit cross-ownership of TV stations and newspapers.

Frontier told the commission it could remove common control of its TV stations and newspapers in a number of ways—selling the TV's to third parties; exchanging them for stations outside Cheyenne owned by persons with no newspaper interests in the Cheyenne area; similarly selling or exchanging the Cheyenne newspapers; or, in lieu of disposing of the newspaper or TV, dividing ownership among existing stockholders to eliminate common control.

Frontier asked the commission to allow it a number of different ways of eliminating control because it "is not in a position to be more specific." It added the most likely method would be to sell the TV stations and subsequently acquire stations outside the Cheyenne area.

Frontier also pointed out that the stations are located in small cities and are "economically interdependent," making it necessary to sell all to a single party.

Any commission order requiring elimination of control between the newspapers and the TV stations should provide for the possibility that divestiture may have to be accomplished through division of ownership among existing stockholders, Frontier said. It suggested the commission's divestiture order merely specify that common control must be eliminated and that by Aug. 10, 1973, Frontier must either sell the stations or submit its proposal to sell the newspapers. The latter possibility is "very unlikely," Frontier added.
Late in August, two black partners in a small Cleveland public-relations firm held a series of meetings with representatives of three of the major broadcast organizations in that city. The PR men, Perry Holloway and Nat Young, of Grosser, Holloway & Young, were soliciting business, citing their contacts in the black community as well as their background as an "all-purpose agency." But they came away empty-handed.

Several weeks later, the firm was serving as the spokesman for, and representative of, an ad hoc coalition of black groups and the National Association of Black Media Producers that were threatening to petition the FCC to deny all the Cleveland stations' license renewals if they did not meet 11 specific demands (Broadcasting, Sept. 21).

Most of the demands were aimed at ending practices that challengers alleged were discriminatory practices in hiring and programming. But one called on the stations to "retain a black public-relations firm to give answers and guidance in matters pertaining to the black community." This set of facts, which appear to be in no dispute, is likely to raise questions about the firm's role if the commission decides to act on a pending informal complaint in which the ad hoc coalition and NABMP have asked the commission to defer the renewal of license of 13 stations until they have shown they will serve the public interest in light of the coalition's demands. (Two weeks ago, the commission staff rejected the Cleveland group's petition for extension of time to file petitions to deny [Broadcasting, Oct. 5]. The deadline passed on Sept. 1; the Ohio licenses expired Oct. 1.) No one has charged that pressure or retribution is involved, but one or more of the broadcasters who were originally approached would presumably recite the sequence of events if the commission requests responses to the charges.

Seven of the stations listed in the informal complaint are those whose representatives met with Mr. Holloway and Mr. Young. They are NBC's WYCY-AM-FM-TV, Storer Broadcasting's WJW-AM-TV and WCJW(FM) and Metromedia's WHK(AM). The other stations listed are WEWS-TV, WUAB-TV, WGR-AM-FM, WERE-AM-FM, and WXY(AM). All but WUAB-TV, WXY, and WYCY-AM-FM were routinely renewed on Sept. 30, according to a commission announcement last week. However, the commission can rescind a renewal within 30 days.

Last week, Mr. Holloway said the PR firm had been engaged last summer in a routine solicitation of business. He said some of the stations were using advertising agencies. "We thought it was grossly unfair we were not getting any of that outside gravy," he said. He felt his firm, which he described as biracial, with several white employees and a "specialist in minority problems," could help the stations, he said.

He also said the firm had begun its solicitation of business with a general mailing to all stations "in June." However, the records of the Storer, Metromedia and NBC stations indicate that the first letter they received from the firm was in early August.

But what appears to be a more critical conflict over the background facts of the case involves the question of how the Cleveland PR firm became involved in the dispute that culminated in the complaints filed with the commission.

Mr. Holloway said Tony Brown, president of the National Association of Black Media Producers, had asked his help in organizing the effort after the two met in Washington late in June at a two-day conference sponsored by the Capitol Press Club. Mr. Brown had participated on one of the panels.

But Mr. Brown said it was the other way around. Mr. Holloway, Mr. Brown related, said "they—people in Cleveland—were interested in challenging the licenses of the stations and needed outside help and expertise, and asked if I would come in and help them." Mr. Brown, whose NABMP is helping a group of blacks in Detroit in a dispute with stations there, said he agreed.

Mr. Brown said he met with Mr. Holloway in New York in July and advised him to "pull together a community group." He also said he asked Mr. Holloway to check back with him in "two weeks" but that he didn't hear from him until September—after the deadline for filing against the Ohio licenses had passed, and after Mr. Holloway and Mr. Young had had their unsuccessful meetings with the Cleveland stations. "I knew it was too late to take any action," Mr. Brown said, "so I suggested a PR campaign to embarrass the stations." The aim, he said, would be to "shame" them into hiring more blacks.

However, one point on which Mr. Holloway and Mr. Brown agree is that the 11 demands—including the one relating to hiring a black PR firm—were provided by Mr. Brown. Mr. Brown said the list was identical with the one Detroit blacks had previously served on stations there and had been based on list used by blacks in Atlanta—the first blacks to negotiate demands with all stations in a city (Broadcasting, Jan. 12 et seq.).

Mr. Holloway also said the Cleveland-area blacks are not demanding that the stations use his firm. And the counsel for one station that reports progress in negotiations with the coalition, WKAF-TV, said the coalition was not stressing that it employ a public-relations firm, but only that it have someone available for "guidance" on programs relating to blacks.

The Cleveland coalition suffered a setback last week when the co-authors of a study of Cleveland-area stations, which was incorporated in the informal complaint the coalition filed with the commission, disassociated themselves from the complaint. The report was critical of the general level of broadcast service in Cleveland but recommended the renewal of virtually all the stations, including those mentioned in the complaint.

The Rev. Donald Stockford, of the Cleveland Council of Churches, wired the FCC that the report was in error in stating that he had joined the action against the stations and adding that the study's conclusion regarding the renewal of the Cleveland stations "still stands." And J. Jerome Lackamp, of the Catholic diocese, said the coalition did not have permission to incorporate the study and that he was writing the commission to make clear he had no connection with the complaint.

Mr. Holloway, when informed of Mr. Stockford's wire to the commission, reacted angrily. He said he had been authorized by Mr. Stockford to fit him into the case "in any way we wanted to use him." Mr. Holloway termed the telegram "a beautiful white cop-out."

ABC adds four

Four new stations have become affiliated with ABC Radio. Joining the network's American Entertainment service is KFNV(AM) Ferriday, La.; American Information, WRAR-AM-FM Tappahannock, Va., and WPXY(AM) Greenville, N.C.; and American FM, WXOR(FM) Jacksonville, N.C.
NAB boards adopt reorganization plan

What began as a PR study now becomes a hunt for new men to implement top-to-bottom shakeup

The National Association of Broadcasters last week embarked on a search for three top-level executives, as part of a sweeping reorganization plan. Their job would be to put the broadcast association into fighting trim to counteract the buffeting broadcasters have been receiving from Congress, the FCC, crusading lawyers, cultural and religious leaders and, to an extent, from the public.

The move followed adoption by the NAB joint board, without dissent, of the recommendations of a special, industry-wide public-relations committee. That committee's proposals had been approved by the association's executive committee late last month (Broadcasting, Oct. 5).

The special committee, which called for bigger and better means to tell industry's story to the public and government officials, said it could not enhance the industry's public relations without also streamlining the association's organization.

The reorganization establishes three principal departments: government relations, public relations and station relations. The proposed division of labor clearly indicates the current priorities of influential NAB members.

The job of filling the new posts was given to NAB President Vincent T. Wasilewski. In two instances, government relations and station relations, Mr. Wasilewski was authorized to select his own candidates with the advice of the association's executive committee. But, to fill the public-relations post, Mr. Wasilewski was named as a member of a five-man selection committee whose other members are Richard W. Chapin, Stuart Enterprises, Lincoln, Neb., chairman of the radio board; Don C. Dailey, KGUX(AM) Springfield, Mo., chairman of the regular NAB public-relations committee; A. Louis Read, WDSU-TV New Orleans, vice chairman of the television board and chairman of the Television Information Committee which oversees the Television Information Office; and Hamilton Shea, Gilmore Broadcasting Co., Harrisonburg, Va., chairman of the television board. Mr. Dailey later said he could not serve and would appoint a successor.

The board also authorized the appropriation of an unspecified sum to handle the increased salary expenditures for the new executives if they are chosen before the January board meeting in Palm Springs, Calif., when the association's budget is generally adopted. It is generally doubted, however, that the new men will be known before that time. The NAB is operating on a $3.15 million budget this year.

It was made plain during last week's discussion of the plan by board members that neither Mr. Wasilewski nor the selection committee intends to limit the choices to individuals already working for NAB. At the same time, it was stressed that incumbents are free to compete for promotion to the new executive vice presidencies.

In discussing the administrative problem, the committee noted that Mr. Wasilewski now has 12 departments reporting directly to him. In the reorganization, Mr. Wasilewski would have the three executive vice presidents reporting to him, plus Everett C. Revercomb, secretary-treasurer of NAB; James H. Hulbert, vice president and administrative assistant; Dr. Harold Niven, vice president for plans and development, as well as Stockton Heiffrich, director of the code authority.

The new government-relations department would consist of a government liaison vice president; special sections for Congress, the FCC and administrative agencies; a general counsel, and his legal staff, as well as special counsel. The public-relations department would have a press and a broadcast bureau, as well as promotion and publications sections. It would also be responsible for liaison with TIO.

Station relations would encompass the present TV and radio vice presidents, the engineering and research vice presidents, as well as the directors of broadcast management, regional managements and the state-association field men. It would have two new groups, for minority affairs and for public service.

At present the government-affairs office is headed by Paul B. Comstock, with John B. Summers, chief counsel; public relations by John M. Couric; TV by William Carlisle; radio by Charles M. Stone: engineering by George W. Bartlett; research by John A. Dimling; Ron W. Irion, broadcast management, and Alvin M. King, station relations. Salaries of the top-level executives are understood to be in the $25,000-to-$40,000 range. Mr. Wasilewski's salary is believed to be in the $75,000 range, including deferred compensation. It was renewed early this year for another two-year term.

The new executive slots would be at

A. Louis Read, WDSU-TV New Orleans, (2d from left) makes a point during a break in the NAB boards' deliberations about organization last week in Washington. With him (1 to r): Vincent T. Wasilewski, president of NAB; Andrew M. Ockerhsausen, Evening Star Broadcasting Co., Washington, and Grover C. Cobb, Gannett Co., Rochester, N.Y.

Key figures in the adoption by the National Association of Broadcasters' board of the new organization were (1 to r): Richard W. Chapin, Stuart Enterprises, Lincoln, Neb.; Willard E. Walbridge, Capital Cities Broadcasting Corp., Houston, who is chairman of NAB, and Hamilton Shea, Gilmore Broadcasting Corp., Harrisonburg, Va.
about the $40,000 level, perhaps higher, although the board deliberately left this scale unspecified to permit negotiations to proceed without a predetermined floor, or ceiling, for the jobs. There seems also to be a strong sentiment, particularly among the special-committee members, that the top PR job be filled from outside, although it is expected that Mr. Coulic will be invited to bid for it.

It was evident also that although the committee wanted to see TIO absorbed into the organization, it found this idea unworkable since TIO, established in 1959, is supported not only by NAB, but by the three TV networks and TV stations. Of its budget of $630,000, only $75,000 comes from NAB, it was noted. It was also felt that TIO is doing a creditable job in reaching its target (civic and cultural leaders in the fields of education, religion and other opinion makers).

Since public relations was the touchstone of its existence, the committee devoted a significant amount of space to this subject in the report submitted to the joint-board meeting last week. It said the new chief should be "a man of stature and experience, with the ability to function at the policy-adviser level along with the other two executive vice presidents." And, it continued, the public-relations executive "must have wide contacts in media and in organizations that can prove helpful to broadcasting interests, must have an excellent working knowledge of our industry and its problems, and have the qualities of character and spirit to be alert to anticipate opportunities to plan and promote the aims and objectives of the NAB."

In recommending the establishment of two distinct branches to serve the print media and the broadcast media, the committee stressed the need for using the air to present the industry's position.

The "broadcast bureau," the committee said, "should be staffed with specialists who have full knowledge of radio and TV requirements for news material about our industry, keeping in mind the industry's unique attributes of speed and immediacy to get the word out to broadcasters in a manner which will allow them to use their own air to explain policy, answer criticism and accuse action."

Among other suggestions, the committee proposed that a wide-area telephone service line be established as a service for radio broadcasters and that a 16mm sound-film photographer for TV members be made available.

The NAB news services must be of such stature, the committee said, that the network and group radio and TV newsrooms in Washington would respect it as a "vital source that they must touch base with on every broadcasting issue."

The report continued: "We cannot stress too much the widespread belief among industry people and outsiders that broadcasters should use their own media better—not to put out self-serving puffery, but to give the public and their elected representatives the news and hard facts about current broadcasting issues."

From the first, the committee reported, it was evident that the public-relations department must be made to equal the stature and effectiveness of government relations. But even with this goal in mind, the committee was still confronted with the organizational difficulty of having 12 different departments reporting directly to the president. Therefore, it undertook to revamp the entire structure of NAB, for the purpose of "bringing forth a workable plan for the whole organization that would embody the PR effort required. . . ."

"We believe," the committee said, "that a lean, alert, well organized, hard-hitting NAB can and must defend us as we go about the business of serving the American public."

"We want our media used to answer our critics and explain our policy. We want the service going out of NAB, and the reputation it maintains for integrity and dedication and effectiveness, to match the services of our industry to our public. We want broadcasters everywhere to become involved in the battles ahead . . . and the NAB should be the standard they can follow proudly. We want a NAB so strong that no broadcaster in his right mind would ever want to stay outside."

The ad hoc public-relations evaluation committee was established at the NAB board meeting last January at the request of Mr. Wasilewski. Mr. Walbridge was named chairman of the group that consisted also of Willard E. Schroeder, WOOD(AM) Grand Rapids, Mich.; John F. Dille Jr., Communicana Group, Elk hart, Ind.; Richard Dudley, Forward Communications Corp., Wausau, Wis.; Mr. Dailey; Clair R. McCol lough, Steinman Stations, Lancaster, Pa.; Mr. Read; Robert Thomas, WJAG(AM) Norfolk, Neb.; Thomas Harrell, WSTP-

**Answer critics with tougher code—Rogers**

Lawrence H. Rogers II, president of Taft Broadcasting Co., called last week for the appointment of a "czar" to give teeth to broadcasting's self-regulatory apparatus.

In a speech prepared for delivery today (Oct. 12) to the North Carolina Broadcasters Association convention in Fayetteville, N.C., Mr. Rogers said a toughened code is one of the best ways to answer broadcasting's critics in and out of government.

But, he added, "our self-regulatory machinery must not only be tougher; it must be presided over by a person of impeccable reputation, considerable ability, and powers as broad as the commissioners of football and baseball."

Mr. Rogers said he intended no criticism of present NAB code authority director Stockton Hellfrich, whom he credited with an excellent record under today's limitations. "But," he added, "Stockton himself told me in a letter the other day that broadcast self-regulation delivers whatever a consensus of code subscribers endorses through traditional democratic procedures." This is an inadequate system, Mr. Rogers said.

"To hold out until the remedial measures are applied by a combination of private pressure groups like [the National Citizens Committee for Broadcasting] and congressional action is to ask for the extension of the cigarette precedent and the Red Lion decision."

We shall find ourselves nibbled, nicked and hacked away piecemeal until the surviving body is unrecognizable.

Mr. Rogers had other, related suggestions for industry action. He said code subscriptions should be mandatory for NAB members. He called for a decrease in the amount of commercial clutter; he urged reinstatement of the code ban on personal-product advertising; and he joined other industry voices in calling for a complete overhaul of broadcasting's public-relations efforts and the hiring of this country's best PR minds to work on behalf of the industry (see page 24).

Measures like these, he suggested, "would cement our relations with public and advertisers alike and in the long run be the best answer to the howls of the intellectual fringe."

That "fringe," as exemplified by the chairman of the National Citizens Committee, Thomas P. F. Hoving, was the target of sustained and bitter attack during much of Mr. Rogers's speech.

"I have had a bellyful of the Tom Hovings...," he said, "and the raft of other jackals in and out of government, academics, or other tenure-protected refuges. . . . According to Hoving, you and I are utterly without redeeming social value."

If the industry does not move to neutralize the effect of such groups, Mr. Rogers said, "you will find that government and pressure groups have become the arbiters of our entertainment and our news. And the big loser will be the public."
FCC orders halt to cable construction

Two firms in New York are told to stop expansion while Telco case pending

Teleprompter Manhattan CATV Corp. and Manhattan Cable Television were prohibited by the FCC last week from further CATV construction in areas of New York pending the outcome of the proceeding involving applications by the New York Telephone Co. for Section 214 certification of public convenience and necessity.

The commission's order specified that Teleprompter and Manhattan must cease constructing or placing in operation any trunk or distribution cable in areas served or proposed for service by Comtel Inc. Connections to subscribers from trunk and distribution cable constructed and in operation may be installed, the FCC added.

Comtel, operator of a CATV system in Manhattan, requested a conditional grant of two applications by the New York Telephone Co. (Telco) for Section 214 certification so that it could provide Comtel with CATV channel service. Alternatively, Comtel sought a commission order barring further construction by competing CATV operators in Manhattan. Teleprompter, Manhattan Cable and the City of New York opposed the request.

In its petition, Comtel pointed out that while expansion of its operations had been precluded by the Telco proceeding, certification is not required for construction by Teleprompter or Manhattan Cable, both of which are expanding. A final decision in the Telco case may be meaningless because Teleprompter and Manhattan Cable will pre-empt all the areas it could serve, Comtel stated.

The commission said it realized that the stay order might delay the availability of CATV service in the affected areas for an extended period of time and that the delay could be avoided by permitting Telco to construct the facilities covered by its applications, subject to the outcome of the proceeding. However, the commission said it did not have sufficient information to determine whether there would be disadvantages to this procedure that would outweigh the advantages. Consequently, it directed the chief of the Office of Opinions and Review to obtain information from the parties involved to enable the commission to determine whether there is an alternate remedy to the stay order. The vote on the stay order was 4 to 2 with Commissioners Robert T. Bartley and Nicholas Johnson dissenting.

Telco had been ordered by the commission to cease construction of CATV channel-distribution facilities until it obtained Section 214 certification. Its applications for certification were opposed by the City of New York and jointly by Teleprompter and Manhattan Cable, which hold franchises for Manhattan. Comtel contended that no franchise was necessary for its operation since it leases channel-distribution facilities from the area's authorized communications common carrier, a contention which the New York courts have upheld.

Subsequently Telco's applications for certification to serve Comtel and others in New York were designated for hearing to determine whether Telco's practices and policies regarding the allocation of duct space for CATV operations were discriminatory.

Last July Hearing Examiner David I. Kraushar recommended in an initial decision that Telco be permitted to furnish cable-TV facilities to Comtel in Manhattan and that Telco be authorized to serve customers in Hyde Park and Brookhaven, both New York (Broadcasting, Aug. 3). That decision was at odds with an action by the New York City Board of Estimate granting 20-year franchises to both Teleprompter and Manhattan Cable. Teleprompter and Manhattan appealed to the commission to reject the pro-Comtel ruling. On Oct. 1 the review board, on a motion by the Common Carrier Bureau, certified the hearing record to the commission for its decision.

In a development last week, the Justice Department asked the commission for permission to participate in the proceeding involving the several New York areas.

Specifically, the Justice Department said that "it appears that the hearing examiner began with a fundamentally erroneous premise that there was no competitive relationship between CATV systems and telephone companies and proceeded to the equally erroneous premise that the telephone company, as a monopolist of pole and conduit space, had no obligation to provide equal access to all applicants." Given the examiner's erroneous premises, Justice said, he was not in a position to reach factual conclusions as to whether Telco "sustained its burden of demonstrating that it did not discriminate between lessees of channel facilities and independent CATV operators." Once the commission reaffirms the correct analytical standards to be applied, the examiner or another "finder of fact" should be given the opportunity to re-examine factual questions, Justice asserted.

Fine assessed on lottery charge

The FCC last week fined WMAA(AM) Winston-Salem, N.C., $2,000 for allegedly broadcasting lottery information and for failure to identify sponsors in its program logs. The licensee, Laury Associates Inc., has 30 days to pay or contest the forfeiture.

The commission said the station's logs indicate that 44 announcements were broadcast on behalf of five advertisers notifying WMAA's audience that they would receive a free numbered basketball schedule if they came to the station's booth at the Dixie Classic Fair. Random drawings would be made of the numbers on the cards and the winner would receive a prize from one of the five sponsors of the announcements. To receive the basketball schedule, however, the public was required to buy a ticket to the fair, the commission said.

The commission said "all three elements of a lottery existed—prize, chance and consideration"—in the station's announcements.

NAB completes agenda

Vincent T. Wasilewski, president of the National Association of Broadcasters, will be the speaker at the first of this year's annual NAB conferences. He addresses the opening-day luncheon in Atlanta next Monday (Oct. 19).


Speakers for the remaining three conferences next month (New Orleans, Nov. 12-13; Denver, Nov. 16-17, and San Francisco, Nov. 19-20) are to be announced.
Reflecting an individualized education system

Until recently Ohio schools were dedicated to preparing students for college. Trouble was, only 30% went. The rest dropped out because of lack of interest or faced serious problems trying to get jobs without specific training.

To reverse this situation, the School Boards in 13 Miami and Montgomery County districts came up with a plan to give students instruction suited to their individual needs...a joint vocational school system providing 47 different vocational subjects. Kids could elect a college type curriculum. Or a practical one.

The only thing left was to get it approved.

And that's where WHIO-TV came in. Answering questions that were bound to pop into the minds of concerned parents, non parents and taxpayers...

"aren't you sacrificing liberal arts...it's too expensive...what happens when kids that sign for vocational change their minds and want to go to college?"

It wasn't easy, but WHIO-TV's Community Service Director, Paul Price did what he set out to do...help the community understand the proposal. And more important, approve it.

A reflection of Dayton
WHIO Television

Cox Broadcasting Corporation Stations: WHIO AM-FM-TV Dayton, WSB AM-FM-TV Atlanta, WSDC AM-FM-TV Charlotte, WIOD AM-FM Miami, W1IC-TV Pittsburgh, KTVU San Francisco-Oakland
Microwave-AT&T competition backed

FCC petitioners, including networks, OK plan governing transmission services

The FCC has received more than 80 comments on a commission staff recommendation advocating competition among microwave systems providing specialized services.

The overwhelming majority of petitioners favored the FCC Common Carrier Bureau's proposal that would permit microwave systems to compete with American Telephone & Telegraph in providing data transmission, private-line and radio-TV transmission services.

In their joint supporting comments, ABC, CBS and NBC said, even though they are not engaged in such service and do not expect to be, they are interested in development of program transmission facilities as an alternative to those provided by the Bell System.

The National Association of Educational Broadcasters told the commission that adoption of the proposal would have "inestimable worth for educators who require a low-cost, efficient and versatile telecommunications system:"

In expressing its interest, the National Cable Television Association noted that the commission has inquired into the possibility of CATV systems becoming a broadband cable network capable of data transmission.

"The use of coaxial cable provided by CATV in the next decade may alleviate the frequency scarcity problem," NCTA stated. It said additional choices of satisfying communications needs will be of great value, and suggested it would be undesirable for the commission to determine any exclusive means for local distribution of specialized communications.

International Telephone and Telegraph Corp. noted that the existing needs of the data processing industry are not being met by existing common carriers and that adoption of the proposal would open competition in the field to equipment manufacturers other than those owned by telephone companies. It urged prompt grants for pending microwave applications at the commission.

Among the comments opposing the proposal were those filed by Communications Satellite Corp., Western Union and the National Association of Regulatory Utility Commissioners (NARUC).

Comsat urged the FCC not to adopt the staff recommendations until the commission evaluates pending applications and the impact of the proposal on satellites. It questioned the FCC's conclusion that there would be no spectrum conflicts between satellites and microwave systems.

It added that adoption of the proposal could "substantially" increase the cost of satellite services because of "technical restraints that might be imposed on the design and development of domestic satellites . . . ."

WU stated it is not opposed to competition and believes there is a market for specialized common-carrier services. However, it said competition would weaken WU and the National Association of Common Carriers to produce injury to the public through carrier bankruptcies, revenue diversions, increased costs and resulting deterioration in services." WU suggested that the FCC appraise the impact of competition in evidentiary hearings. It noted that, although there is a considerable number of microwave applications pending, "they actually involve relatively few individual applicants and many of the applications are closely related and can easily be consolidated for hearing in a single proceeding."

NARUC claimed that millions of local users have no need for specialized services, but would be "forced to shoulder a greater burden in supporting existing common carriers whose revenues would be diverted in part by new competitors."

It said stimulating "competition for competition's sake" may result in duplication of facilities, wasteful use of common carrier frequencies and "benefit a relatively small number of businesses and other affluent users."

The commission should only permit new entrants where existing common carriers fail to provide adequate service, NARUC maintained.

Reply comments on the proposal are due Nov. 2.

Media notes:

School days and sportscaster = Harry Caray, for 25 years the "Voice of the St. Louis Cardinals," now the "Voice of the Oakland A's," will open a broadcast school in St. Louis this month. It will be in Clayton Plaza West building, 7750 Clayton Road, St. Louis.

New studio = KFHX (FM) San Diego has moved to a new studio and general office at 1414 Eighth Avenue. Phone: (714) 235-6595.
Two big cable systems plan merger

Tele-Communications Inc., Denver, will absorb State College, Pa.-based group

Tele-Communications Inc., Denver-based group CATV owner and the nation's second largest microwave network, and Centre Video Co., State College, Pa., group CATV owner, last week announced an agreement in principle to merge the two firms. Centre would become a TCI subsidiary.

The merger, which would make TCI the sixth largest group operator of cable systems in the country, provides for an exchange of no more than 642,860 shares of TCI common stock, valued at approximately $7.6 million, on a ratio of 2.13 for each share of Centre stock. When completed, the agreement would increase the number of TCI's CATV subscribers to more than 130,000 through 73 systems in 21 states.

Approval of the transaction by directors of the two companies was announced jointly by TCI president Bob Magness and James R. Palmer, Centre's president. Mr. Palmer said Centre's 180 shareholders will meet later to approve the merger.

Messrs. Palmer and Magness have been pioneers in the CATV industry, developing their first systems in the early 1950's. They served terms together as directors of the National Cable Television Association. Mr. Magness remains as president of the parent firm while Mr. Palmer will be president of the subsidiary. Mr. Palmer also is president of C-Cor Electronics Inc., State College, manufacturer of amplifiers and other electronic equipment for CATV, industry and the military services. C-Cor is not involved in the TCI transaction.

Centre operates 15 systems serving 35,228 subscribers in State College, the Pittsburgh area and in Ohio and West Virginia. In the Pittsburgh area, Centre owns 380 miles of operating cable plant serving about 18,000 subscribers.

TCI boasts 95,139 subscribers from California to Georgia and its 10,000-mile microwave network serves 108 CATV cities, 24 television stations and other facilities in 17 states. The microwave network is second in size only to the Bell system, the company said.

Publicly traded over the counter, TCI last month acquired 11 other new franchise interests with over 80,000 homes in Riverside, San Bernardino county, both California, and Carrollton, Ga. With the Centre merger, TCI reports the total number of potential homes in franchise areas exceed 400,000.

While Mr. Palmer points out that he is impressed with the quality and the growth of TCI's cable plants, he emphasized that "the great opportunity for microwave and the increasing demand for diversified communications are most exciting, especially in data transmission." The major reason for merging with TCI, Mr. Palmer said, is the "tremendous potential we see in the microwave area."

Mr. Magness said this merger is "in the best interests for subscribers and shareowners of both companies."

Local regulation of CATV favored

Operators ask FCC for guidelines but fear economic burden

The pushing and shoving among interested parties has begun in the catch-all FCC rulemaking aimed at remaking CATV policy. Comments, usually conflicting, were received last week on proposals dealing with state-vs.-federal regulation, technical standards and restrictions on CATV ownership.

Under one of the rules the commission proposed last June, local governments would have the authority to investigate the character and proposed service of franchise applicants (with the FCC making the final decision) but franchise fees would be limited to 2% of a CATV's gross revenues (BROADCASTING, June 29).

The cities of Ann Arbor, Mich.; modesto, Calif.; New Orleans; Lewis- ton, Idaho; and the Georgia Municipal Association, Atlanta, advocated local regulation and questioned the adequacy of a 2% franchise fee. However, FCB Cablevision Inc. said it would offset the burden imposed by the Public Dividend Plan, which calls for CATV's to subsidize educational television with 5% of their gross revenues from subscribers.

A group of nine CATV operators—including Cox Cable Communications and The Jerrold Corp.—urged the FCC to set up federal guidelines for local regulation as soon as possible. They took issue with the "double and triple imposition of various regulations, fees and administrative proceedings" that hamper CATV, and called on the commission to prohibit local authorities from imposing additional burdens or expanding existing ones while the FCC formulates its guidelines.

The commission's proposed technical standards for CATV call for attention to quality and include the requirement for CATV's to establish monitoring facilities to check the quality of the signal going into the subscriber's home. Hammett & Edison, consulting engineering firm, said the proposed standards are "generally sound." It said that performance tests should be made at monitoring points rather than subscriber terminals. It suggested that the aural and visual carrier frequencies of the CATV should be synchronous with the local TV station it carries. It also asked the FCC to specify techniques for measuring "noise and coherent interference" under a CATV's normal operating conditions.

Cox Cablevision and other operators supported the technical standards, but warned against proceeding too fast in certain areas. It said the economic burden imposed on CATV would stifle short-range development of the industry. Laser-Link Corp. suggested such standards be consistent with "the present state of the art."

Davco Electronics Corp., Batesville, Ark., warned that adoption of technical proposals would force manufacturers to produce equipment not properly designed and field-tested and urged the FCC to allow the "orderly advancement of technology" in the industry.

Hirsch Broadcasting Co., licensee of KFVS-TV Cape Girardeau, Mo., objected to the practice of some CATV companies of disconnecting a subscriber's existing antenna system when it installs CATV receiving facilities. Hirsch said the commission should require cable systems to install a switch permitting the subscriber to use either his existing antenna system or the CATV system.

Turner Communications Corp. said the commission should require "type-accepted" commercial substitution equipment in the same manner it imposed requirements on manufacturers of subscription television equipment. It also said there should be no distant signal importation until a system installs equipment "adequate to the task."

The American Association of Advertising Agencies, FCB Cablevision (a division of Foote, Cone and Belding Advertising) and North Advertising.
1. Jim Reid
   Program Manager
   says:

2. Les Corum
   Operations Manager
   says:

3. Barbara Fisler
   Promotion Assistant
   says:

4. Paul Weber
   Engineering Assistant
   says:

5. Dave Wygant
   Manager of Sales
   says:

6. Don Plumridge
   Director of Creative Services
   says:

7. Don Doughty
   Chief Engineer
   says:

8. Jim Anderson
   National Sales Manager
   says:

9. Milton Grant
   V.P. & General Manager
   says:
WDCA-TV on the ‘cart’ machine:

Now that station WDCA-TV in Washington, D.C., has been using a TCR-100 cartridge video tape recorder for almost six months, we thought you might like to hear what they have to say about it.

1. “With this new cartridge VTR, one man can run the station, as far as on-air presentation is concerned...three or four taped commercials in a row is easy, because you just don’t run out of tape machines.”

2. “There’s no degradation of quality in the cartridge tapes, even after more than 100 plays...I’ve been tickled to death with this ‘cart’ machine; it just sits there and works.”

3. “The TCR saves us time during station breaks...We’re actually logging 30% more promos since we got it. And we’re starting to piggy-back our promos.”

4. “I’d say the TCR-100 is a bigger advance over reel-to-reel VTRs than the audio cartridge was over reel-type audio recorders... and reliability has been terrific.”

5. “It can help sell prospects because it really gives the station more production time...and that’s going to help us become the most cooperative station in town.”

6. “We’re changing our station’s whole visual image. We’re redoing all promos and slides...and the ‘cart’ machine is giving us the extra production capability to get the job done.”

7. “The TCR-100 is the equivalent of at least three reel-to-reel VTRs...I frankly don’t think any of our engineers would trade it for five regular video tape recorders.”

8. “It’s the world’s best machine for programming commercials. They run so smoothly that we sold more national accounts.”

9. “Our staff—Production, Engineering, Traffic, Promotion, Sales—is united in enthusiastic acceptance.”

Thank you, lady and gentlemen.
Chicago, felt that a prohibition against CATV ownership by agencies would be unjustified. AAAA pointed out that there is no evidence that such ownership has led to a conflict-of-interest problem or unfair bias. However, Hirsch Broadcasting advocated "restricting CATV in crossownership and multiple-ownership situations conforming to principles enunciated in the rules relating to broadcasting licensees." And, Laser Link said, CATV equipment manufacturers should not be allowed to own cable systems to preclude manufacturers from being able to underbid franchise applicants in one community and make up the loss by charges imposed on their subscribers in another community.

NBC Radio affiliates to hear panel on youth

NBC News correspondent David Brinkley will moderate a panel discussion of "today's youth in tomorrow's society" at the convention of NBC Radio affiliates, meeting in San Francisco Oct. 18-20 (Broadcasting, Oct. 5).

The discussion on youth will be held at the Mark Hopkins hotel, site of the convention, the morning of Oct. 20. Panel members will be Dr. S. I. Hayakawa, president, San Francisco State College; Robert Dellinger, group vice president of Robert Peterson Productions, an expert on youth research; Jamie Sutton, law student and veteran of two years in the Peace Corps, and another guest to be announced.

On the schedule leading up to the "youth" panel are a reception on Sunday, Oct. 18, to be hosted by NBC President Julian Goodman and Arthur A. Watson, president, radio division, NBC.

The two executives are also scheduled to address business meetings on Oct. 19 and Oct. 20, following the discussion on youth.

Church appeals denial of funds

The United Church of Christ is going to court over the FCC decision prohibiting reimbursement of expenses to the church for legal assistance to community groups opposing the license renewal of Ktal-TV.

The petition was filed last week in the United States Court of Appeals for the District of Columbia Circuit. At issue is a settlement agreement whereby the Texarkana, Texas, station would have paid the church $15,137 (Broadcasting, Sept. 28). This would have been reimbursement for the church's expenses in aid of a number of black groups that had petitioned to deny the station's renewal application, then withdrew the petition after the station agreed to follow a number of programming and employment practices they had urged (Broadcasting, June 16, 1969).

The commission, in the order adopted by a 4-0-3 vote on Aug. 27 (Broadcasting, Aug. 31), established "as a principle of general application," that it will not permit reimbursement of expenses to petitioners in any "petition-to-denial situation, whatever the nature of the petitioner."

Changing Hands

Announced:

- KPAY-AM-FM Chico, Calif.: Sold by Lucian M. Richardson and Crocker-Citizens National Bank to J. H. Wilson and others for $373,693.59. Sellers are co-executors of J. Ned Richardson estate. Mr. Wilson owns 50% of KPnw-AM-FM Eugene. Ore. KPAY(AM) operates on 1060 kHz with 10 kw. KPAY-FM is on 95.1 MHz with 50 kw and an antenna 18 feet above average terrain.

- KBOM(AM) Bismarck-Mandan, N.D.: Sold by Richard Power to Russell Matthias Sr. and son William Matthias for $275,000. Mr. Matthias Sr. is Chicago attorney; son is in investment banking. KBom is on 1270 kHz with 1 kw day and 250 w night. Broker: J. D. Stebbins Co.

- KCTV(TV) San Angelo, Tex.: Sold by Houston M. and Edward H. Harte, Bruce B. Meador and others to T. B. Lanford for $250,000. Messrs. H. Harte, E. Harte and Meador all have interests in KENS-TV San Antonio, Tex. Houston Harte is publisher of San Angelo Standard-Times and Evening Standard. Mr. Lanford owns KLBW-AM-FM and 51% of KLBX-TV Alexandria, KRMN-AM-FM Shreveport, all Louisiana; 13.8% of KCTV(TV) Colorado Springs-Pueblo, Colo.; 11% of WSLL-FM and 13.8% of WJTV(TV) Jackson, Miss.; 74% of WYOU(AM) Tampa and 74% of WGST(AM) Leesburg, both Florida. Mr. Lanford also owns several equipment manufacturing companies and is interested in tobacco distribution and oil and water drilling. KCTV operates on channel 8 with 25.1 kw visual power and an antenna 443 feet above average terrain.

- WBRN(AM) Herndon, Va.: Sold by J. Stewart Brinsfield Sr. and family to James Beattie for $160,000. Mr. Brinsfield owns WWO(AM) Norfolk, Va., and WOUR(FM) Utica, N.Y. Mr. Beattie is applicant to purchase WGOE(AM)...
Richmond, Va., for $275,000 and operates investment firm in Rosslyn, Va. Mr. Beattie formerly held interests in WPTX(AM) Lexington Park, Md., WYPR(AM) Danville, Va., WSSB(AM) Durham, N.C., and others. WHNR is a daytimer on 1440 khz with 1 kw.

Approved:
The following transfer of station ownership was approved by the FCC last week (for other FCC activities see “For the Record,” page 63).
* W Tow(AM) Towson, Md., and WTOW-FM Baltimore: Sold by T. E. Paisley Jr., Barrie Munro, Grace Bright, Daniel Neary and others to Robert W. Sudbrink for $825,000. Mr. Sudbrink owns WRIZ(AM) Coral Gables and WWBP-FM Miami, both Florida, and KFMZ-FM Pasadena, Tex. He has controlling interest in WRMS(AM) Beards town, Ill., and KYND(AM) Burlington, Iowa. WTOW(AM) is a daytimer on 1570 khz with 5 kw; WTOW-FM operates on 101.9 mhz with 20 kw and an antenna 280 feet above average terrain.

CBS publishing arm changes its name

The CBS division formerly known as the CBS/Holt Group has changed its name to the CBS/Education and Publishing Group. The group was formed in 1967 following the CBS merger with Holt, Rinehart and Winston Inc., New York publisher.

Ross D. Sackett, president of the CBS/Education and Publishing Group, said his organization intends to also play a “leading role” in the field of vocational training beyond the high-school level. It first entered the “proprietary-school” market earlier this year with the acquisition of the Franklin School of Science and Arts in Philadelphia, the Business Methods Institute of Chicago, and the Kansas City Business College.

CPB authorization is now official

The President last week signed the Corp. for Public Broadcasting authorization bill to provide continued federal financing for CPB during fiscal 1971 and 1972.

The bill authorizes a total of $60 million for the two-year period plus up to $5 million in additional funds each year to be matched equally from nonfederal sources, including donations and grants.

The two-year financing period represents a compromise between Senate and House—the former originally calling for a federal outlay for three years and the latter for one year.

Little looks at broad-band future

Twenty firms back $500,000 study which could lead to creation of pilot network

Arthur D. Little Inc., Cambridge, Mass., management consulting firm, has begun a $500,000 study for 20 different companies of the potentials of establishing a broad-band communications system.

If such a system proves feasible in the first two phases of the study, a $20-million pilot network would be established, possibly by 1972, to provide two-way communication services to industry, education and homes.

The first phase of the study now in progress is to find out whether such a system can be made into a viable business. Representatives of Arthur Little and the companies, including Television Communications Corp., New York-based CATV multiple owner; Magnavox, which makes TV and radio sets as well as other communications equipment, and The New York Times, which owns WQXR-FM New York, met for the first time Sept. 21.

Although one idea of the broad-band communications system is the use of cable, it also could use UHF microwaves and/or telephone lines. It would provide such services to the home as teleshopping, information retrieval, computer aid instruction, mail delivery, banking, consumer program selection, and real-time stock information.

The second phase of the study would be planning to lay the groundwork for establishing this system. In the third phase, a firm would be formed, owned by the companies involved as well as the public, to operate a system.

The Little firm presented its proposal to both the Department of Justice and the FCC. Both encouraged the Little company to proceed, it was said.

Magnavox’s primary interest is the home terminal. The firm is working on a video cassette recorder and color camera system which could be part of the home terminal (see page 49).

Initially, the project will explore the use of existing technology and information banks to help accelerate study. The objective is to establish the concept of a computerized service at the consumer’s demand, to involve broad-band (6 mhz) signal into the home, narrow-band signal out.

EXCLUSIVE LISTINGS!

**FLORIDA:**—Class C FM Station on the air since 1960 in multi-station market in good growth area. Price $125,000.

*Contact C. L. “Lud” Richards in our Washington office.*

**WEST:**—Daytimer in fast growing major market that has excellent coverage. Contemporary program format, Gates equipment. Good audience rating, sharp increase in billing for 1970. Price $190,000—$50,000 down, balance 5 years at 6% interest.

*Contact Don C. Reeves in our San Francisco office.*
Who was WPIX 'Man in Belgrade'?

Ex-news chief admits N.Y. station kept 'surreptitious' film library

A former wpix(tv) New York News manager admitted last Thursday (Oct. 8) during the FCC hearing on the New York Daily News-owned station's license-renewal application that an Aug. 22, 1968, newscast referred to "our man in Belgrade," when in fact it had no regular employee there.

Walter D. Engels, whose job shift from news manager to special assistant in the news department came after a reported misrepresentation of news film by the station, said the reference was to a newsmen the station had contacted by telephone in Belgrade.

He also admitted under questioning by Pat Valicenti, FCC Broadcast Bureau attorney, in the fourth week of the hearing, that the reporter was not a regular wpix employee, that he did not know his name nor whether he had been paid.

Mr. Engels testified that there was no record of the August 1968, telephone call in wpix files, adding, however, the files were not complete.

Earlier in the week, Mr. Engels testified that, despite his instructions to the contrary, a "surreptitious" library of news film on both national and international subjects was kept at the station.

Wpix has been accused of passing old newsfilm as current, and misrepresenting the locale from which the reports were made. Mr. Engels said he told Ted Kamp, former editor-producer of wpix's evening news show, not to keep a film library. He also told Mr. Kamp, Mr. Engels said, that local news film shot by the station's employees or supplied by United Press International should be stored in cans by date.

Under probing by Mr. Valicenti, Mr. Engels said he found out about the "surreptitious" storage of UPI national and international film in June 1969.

Mr. Kamp also told him, Mr. Engels testified, that Richard Hughes, a UPI correspondent based in Paris, had been "making voice reports from that city as Richard Evans, a wpix correspondent." It was not until mid-1969, Mr. Engels also testified, that he learned the station did not receive satellite transmission during the August 1968 Czech crisis. Before that, and in an affidavit to the FCC, dated March 5, 1969, Mr. Engels said he had thought that the station had satellite footage from Prague.

While newsmen were watching re-created stories in a wpix screening FCC Broadcast Bureau attorneys and other principals attended a screening at the offices of Lawrence Grossman, president of Forum Communications, which is challenging wpix's license renewal.

Shown to the FCC were newsfilm and outtakes obtained by Mr. Valicenti during the FCC's investigation of distortion charges. Neither screening was made part of the testimony.

Stories shown to the news reporters at wpix were the Scissors Bridge report; European student demonstrations; former Vice President Humphrey's Philadelphia and Los Angeles appearances during his presidential campaign; Boston high school disturbances and San Francisco state college riots, all in 1968.

Charge of censorship may mean revocation

WSTC-AM-FM said to have altered texts to be used in political broadcasts

Western Connecticut Broadcasting Co. faces the loss of its licenses for wstc-AM-FM Stamford, Conn., for allegedly censoring political candidates' paid broadcasts and violating other rules.

The commission, in a 6-0-to action, last week ordered Western Connecticut to show cause in a hearing why the licenses should not be revoked as a result of information the agency received since they were last renewed.

The details of the alleged violations will not be disclosed until the commission issues a bill of particulars. But it is understood that the commission action grows out of complaints filed by the Democratic and Fusion Party candidates for mayor in the 1969 election.

They are said to have charged that station personnel reviewed and made changes in texts of material they were to broadcast in paid time. The station denies the charge of censorship.

The two stations are the only broadcast outlets in Stamford and are under common ownership with the Stamford Advocate, the city's only newspaper. Kingsley Gillespie is president and majority stockholder of licensee corporation and publisher of the newspaper.

Besides the Communications Act provision and commission rules prohibiting censorship of political broadcasts, the stations are alleged to have violated rules requiring the maintenance of station logs and of public lists of those purchasing time for political programs.

The commission hearing order leaves the agency the option of imposing a forfeiture of up to $10,000 instead of revoking the stations' licenses.
Look what the 2 new ones did in Baltimore — in less than 3 weeks!

<table>
<thead>
<tr>
<th>STATION PROGRAM</th>
<th>DATE: September 9, 1970</th>
<th>TIME: 5:30 - 6:00 P.M.</th>
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<tbody>
<tr>
<td>WMAR-TV Big Valley</td>
<td>ESTIMATES</td>
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<tr>
<td>STATION A News, Weather, Sports</td>
<td>Total Attempted Calls  503</td>
<td>100%</td>
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<tr>
<td>STATION B Entertainment</td>
<td>Completed Calls  58%</td>
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<table>
<thead>
<tr>
<th>STATION PROGRAM</th>
<th>DATE: September 9, 1970</th>
<th>TIME: 6:00 - 6:30 P.M.</th>
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<tbody>
<tr>
<td>WMAR-TV News, Weather, Sports</td>
<td>ESTIMATES</td>
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</tr>
<tr>
<td>STATION A Entertainment</td>
<td>Total Attempted Calls  504</td>
<td>100%</td>
</tr>
<tr>
<td>STATION B News, Weather, Sports</td>
<td>Completed Calls  57%</td>
<td></td>
</tr>
</tbody>
</table>

Source: ARB Phone Coincidental Rating information subject to inherent limitations as stated in applicable reports.

No Wonder ... In Maryland Most People Watch

WMAR-TV TELEVISION PARK, BALTIMORE, MD. 21212
Represented Nationally by KATZ TELEVISION
Cable television can be a force in developing innovative presentations for viewers by encouraging the creative output of small, talented production companies and young writers, directors and performers now in training at universities.

This message was given to the 108th technical conference and equipment exhibit of the Society of Motion Picture and Television Engineers in New York last week during a symposium on cable television. Speakers focused on program developments in CATV in preparation for the origination of programming by systems on April 1, 1971.

Archer Taylor of Malarkey, Taylor and Associates, Washington, set the stage for the symposium by pointing out that the hardware aspects of CATV have attained a satisfactory level of performance but the software requirements of the medium still are in the formative stage.

Alfred R. Stern of Television Communications Inc., New York, a leading cable operator, reported that his company is in the process of developing a service that would supply to systems programming of a specialized nature, such as sports, entertainment, information and educational material.

He explained that one channel might be devoted to each of these categories, and there might be an additional channel appealing to professionals in the fields of medicine, attorneys and architects. He proposed that payment beyond the basic charge be on the basis of a program service rather than an individual program.

Cable operators were urged by Dan Zwick of the Eastman Kodak Co. Research Laboratories, Rochester, N.Y., to create their own film programming by producing shows centering around local events. He felt also that it was feasible for systems to establish film libraries of footage they have produced for repeat presentations.

Robert L. Lawrence of Monitel Inc., New York, described the opportunities cable systems have to carry programs that are interspersed with advertising. He said his service provides systems with programing aides on time, weather and informational featurettes and advertising from local companies as well as such national advertisers as Best Foods, RCA, Carnation Co., Lever Bros. and General Foods. Monitel, he added, has plans to extend its programing activities for CATV.

Henry Gillespie of CBS Enterprises, which is to be spun off from CBS into a new company called Viacom International, told the meeting that cable operators are being offered two services by his organization: a live-local package of programing in sports, audience participations, interviews and hobbies, and a consultancy unit to help train personnel and to assist in all phases of CATV operations.

Paul Klein, a former vice president of Audience Measurement, NBC, and now a partner in Computer Television Inc., New York, said TV networks today are economically vulnerable to competition and felt that CATV has the opportunity to provide the sterner challenge. He dismissed TV cassettes as a serious competitor, saying the initial investment and subsequent program purchases would be too costly for consumers.

Mr. Klein contended that cable systems, with a multiplicity of channels, can provide numerous viewers of minority interest with programs of special appeal and drain off network-TV viewers. He claimed that TV viewing is declining and indicated this is resulting from a programing fare of sports and repeat shows, which he called "future schlach." His company intends to provide systems with programing that viewers themselves can select, he said.

Samuel Gelfman of Avco Cartridge Television disputed Mr. Klein's assertions on cassette TV. He felt there would be a market for programs not available on regular television for viewers with particular cultural and entertainment interests.

Mr. Gelfman also believed that cable TV and cartridge television could coexist, and said his company hoped that some CATV systems could become customers of Avco Cartridge programing.

Irving B. Kahn, president and chairman of the Teleprompter Corp., called cable TV "the leading edge of the broadband evolution" that will be "the most significant technological advance of the 1970's." He said cable promises diversity of programing; pinpoint delivery to specific audiences and recall of information and non-entertainment services that may employ entertainment techniques of presentation.

He urged cable operators to use their facilities of communications "for the greatest possible advantage to troubled humanity."

Sol Schildhause, active chief, Cable Television Bureau, FCC, reported that CATV is a constantly growing medium of communications, but noted that it is a field that is beset with questions.

He cited the cost problem of operating CATV in large cities, caused by the outlay needed to lay cable in vast areas; the copyright issue; the proposal to separate newspaper and radio station ownership of cable systems; the program origination rule, and the proposal to permit importation of signals under certain conditions.

A report prepared by John A. Pistor and Earl Kage of the Eastman Kodak Co. Research Laboratories on local programing on film for CATV was delivered by Mr. Pistor. The report concentrated on a 16 mm film system that Eastman Kodak helped to set up at a Meadeville, Pa., cable installation for the production of local programs and commercials.
Look what our customers say about dependable Gates AM transmitters...

“Our Gates VP-50 is the coolest, quietest AM transmitter in the industry. And we know most of them.”
William McGlumphy, Chief Engineer
Radio Station WWVA
Wheeling, West Virginia

“Our tube cost is the lowest yet, since we installed the Gates BC-5H, 5 kW transmitter. And our listeners agree, the sound is richer and fuller.”
Robert Martz, General Manager
Radio Station WTOD
Toledo, Ohio

“Our Gates Vanguard II gives us full 1 kW output with 100% modulation. And we can match ‘exactly’ the transmitter to its load with the greatest harmonic attenuation.”
Dave Morris, President
Radio Station KNUZ
Houston, Texas

For the most dependable sound in AM...look and listen to Gates.
Or ask our customers! For more information, write today.
Gates, 123 Hampshire Street, Quincy, Illinois 62301.
TV network showsheets: 4th quarter of ‘70

Networks are listed alphabetically with the following information: time, program title in italics, followed by sponsorship. Abbreviations: sust., sustaining; part., participating; eff., effective; R, repeat. All times Eastern. Showsheets are published in Broadcasting at the beginning of each quarter.

Sunday morning
8:30-10 a.m.
ABC-TV 8:30-9:30 No network service; 9:30-10 Smokey the Bear Show, part.
CBS-TV 8:30-9:30 Sunrise Semester, part; 9:30-10 Tom and Jerry, part; 9:30-10 The Perils of Penelope Pitstop, part.
NBC-TV No network service.

10 a.m.-noon
ABCTV 10-10:30 Jonny Quest, part.; 10:30-11 Caillaronga Cast, part.; 11:30-11 Bullwinkle, part.; 11:30-12 Discovery, part.
CBS-TV 10-12 Sunday, part. CBS 10-12 Look Up and Live, part.; 11:30-12 Comedy Hour, part.; 11:30-12 Face the Nation, part.
NBC-TV No network service.

Sunday afternoon-evening
Noon-1 p.m.
ABC-TV No network service.

ABC-TV 12-12:30 Face the Nation, part. (repeated to portions of the network Sept. 20 through conclusion of NFC football games; 12:30-12:45 No network service; 12:45-3:40 NFC & various sporting events, part.

NBC-TV 12-12:30 No network service; 12:30-1 Meet the Press, part.

1-2 p.m.
ABC-TV 1-1:30 Directions, part.; 1:30-2 Issues and Answers, part.

CBS-TV Sporting events, cont.

ABC-TV 1-6 p.m. (single games) or 1-7 p.m. (doubleheader games) AFC football, part.

2-5 p.m.
ABC-TV No network service.

ABC-TV Sporting events, cont.

NBC-TV AFL, cont.

5-6 p.m.
ABC-TV No network service.

CBS-TV 5-5:30 Sporting events, cont.; 5:30-6 Ted Mark & The Original Amateur Hour, part.

NBC-TV AFL, cont.

6-7 p.m.
ABC-TV No network service.

CBS-TV 6-6:30 CBS Sunday News with Roger Mudd, part; 6:30-7 CBS Sunday News with Roger Mudd (repeated to portions of the network), part.

NBC-TV 6-6:30 AFL, cont.; 6:30-7 NBC Nightly News, part.

7-8 p.m.

ABC-TV The Young Rebels, part.

CBS-TV 7-7:30 Lassie, part.; 7:30-8 Hogan’s Heroes, part.

NBC-TV 7-7:30 Mutual of Omaha’s Wild Kingdom, Mutual of Omaha. 7:30-8 30 The Wonderful World of Disney, part.

8-9 p.m.

ABC-TV The FBI, Ford.

CBS-TV The Ed Sullivan Show, part.

NBC-TV 8-8:30 Disney, cont.; 8:30-9 The Bill Cosby Show, Procter & Gamble.

9-10 p.m.

ABC-TV The ABC Sunday Night Movie, part.

CBS-TV The Glen Campbell Goodtime Hour, part.

NBC-TV Bonanza, part.

10-11 p.m.

ABC-TV Movie, cont.

CBS-TV The Tim Conway Hour, part.

NBC-TV The Bold Ones, part.

11-11:15 p.m.

ABC-TV Weekend News.

CBS-TV CBS Sunday News with Harry Reasoner, part.

NBC-TV No network service.

Monday-Friday
7-10 a.m.

ABC-TV No network service.

CBS-TV 7-8 CBS Morning News with John Hart, part. (2 feeds); 8-9 CapPain Kangaroo, part. (2 feeds); 9-10 No network service.

NBC-TV 7-9 Today, part.; 9-10 No network service.

10-11 a.m.

ABC-TV No network service.

CBS-TV 10-10:30 The Lucy Show, part.; 10:30-11 The Beverly Hillbillies, part.

NBC-TV 10-10:30 Dinah’s Place, part.; 10:30-11 Concentration, part.

11 a.m.-noon

ABC-TV No network service.

CBS-TV 11:15-11:30 Family Affair, part.; 11:30-12 Love of Life, part.


Noon-1 p.m.

ABC-TV 12-12:30 Bewitched, part.; 12:30-1 A World Apart, part.


1-2 p.m.

ABC-TV All My Children, part.; 1-3:20 Let’s Make a Deal, part.

CBS-TV 1-1:30 Sunrise Semester, part.; 1:30-2 As the World Turns, part.

NBC-TV 1-1:30 No network service; 1:30-2 Words & Music, part.

2-3 p.m.

ABC-TV 2-2:30 Newsworld Game, part.; 2:30-3 The Dating Game, part.

CBS-TV 2-2:30 Love is a Many Splendored Thing, part.; 2:30-3 The Guiding Light, part.


3-4 p.m.

ABC-TV 3-3:30 General Hospital, part.; 3-3:40 One Life to Live, part.

CBS-TV 3-3:30 The Secret Storm, part.; 3:30-4 The Edge of Night, part.

NBC-TV 3-3:30 Another World—Bay City, part.; 3:30-4 Bright Promise, part.

4-5 p.m.

ABC-TV 4-4:30 Dark Shadows, part.; 4:30-5 No network service.

CBS-TV 4-4:30 General Hospital, part.; 4:30-5 No network service.

NBC-TV 4-4:30 Another World—Somerset, part.; 4:30-5 No network service.

5-7 p.m.

ABC-TV 5-6 No network service; 6-7:30 ABC Evening News with Frank Reynolds and Howard K. Smith, part.; 7-8-8 The Movie Magazine, part.

CBS-TV 5-7 No network service; 7-7:30 CBS Evening News with Walter Cronkite, part.

NBC-TV 5-6:30 No network service; 6:30-7:30 NBC Nightly News, part. (2 feeds).

11 p.m.-1 a.m.

ABC-TV 11-11:30 No network service; 11:30-1 The Dick Cavett Show, part.

Monday evening
7:30-9 p.m.

ABC-TV 7:30-8:30 The Young Lawyers, part.; 8-8:30 The Silent Force, part.

CBS-TV 7:30-9:30 Gunsmoke, part.; 8:30-9 Here’s Lucy, part.

NBC-TV 7:30-8 The Red Skeleton Show, part.; 8-9 Rowan and Martin’s Laugh-In, part.

9-10 p.m.

ABC-TV 9-conclusion NFL Monday Night Football, part.

CBS-TV 9-9:30 Mayberry R.F.D., part.; 9:30-10 The Doris Day Show, part.

NBC-TV 9-11 NBC Monday Night at the Movies, part.; 10-11 p.m.

ABC-TV Football, cont.

CBS-TV 10-11 The Carol Burnett Show, part.

NBC-TV Movie, cont.

Tuesday evening
7:30-9 p.m.

ABC-TV 7:30-8:30 The Mod Squad, part.; 8-8:30-10 Movie of the Week, part.

CBS-TV 7:30-8 The Beverly Hillbillies, part.; 8-8:30-10 Hee-Haw, part.

NBC-TV 7:30-8:30 The Don Knotts Show, part.; 8:30-9 Julie, part.

9-10 p.m.

ABC-TV Movie, cont.

CBS-TV 9-9:30 Hee-Haw, cont.; 9:30-10 To Rome with Love, part.

NBC-TV 9-11 NBC Tuesday Night at the Movies, part.; 10-11 p.m.

ABC-TV Marcus Welby, M.D., part.

CBS-TV CBS News Hour alternates with 60 Minutes, part.

NBC-TV Movie, cont.

Wednesday evening
7:30-9 p.m.

ABC-TV 7:30-8 The Courtship of Eddie’s Father, part.; 8-8:30 Make Room for Grandaddy, part.; 8:30-9 Room 222, part.

CBS-TV 7:30-8:30 Storefront Lawyers, part.; 8:30-9:30 Baretta, part.

NBC-TV The Mon from Shilo, part.

9-10 p.m.

ABC-TV Johnny Cash Show, part.

CBS-TV Medical Center, part.

NBC-TV Kraft Music Hall, Kraftco.

10-11 p.m.

ABC-TV Dan August, part.

CBS-TV Howell Five-O, part.

NBC-TV Four-in-One, part.

Thursday evening
7:30-9 p.m.

ABC-TV 7:30-8:30 Mat Lincoln, part.; 8:30-9 Bewitched, part.

CBS-TV 7:30-8 Family Affair, part.; 8-9 The Jim Nabors Hour, part.

NBC-TV 7:30-8:30 The Flip Wilson Show, part.; 8:30-9:30 Ironside, part.

9-10 p.m.

ABC-TV 9-9:30 Barefoot in the Park, part.; 9:30-10 The Odd Couple, part.


NBC-TV 9-9:30 Ironside, cont.; 9:30-10 Nancy, part.

38 PROGRAMING

BROADCASTING, Oct. 12, 1970
10-11 p.m.

ABC-TV The Immortal, part.  
CBS-TV Movie, cont.  
NBC-TV The Dean Martin Show, part.

Friday evening

7:30-9 p.m.

ABC-TV 7:30-8  Brody Bunch, part.; 8:30-800 Nanny and the Professor, part.; 8:30-9 The Partridge Family, part.  
CBS-TV 7:30-800 The Interns, part.; 8:30-9 Headmaster, part.  
NBC-TV 7:30-800 The High Chaparral, part.; 8:30-10 The Name of the Game, part.

9-10 p.m.

CBS-TV 9:30-10, CBS Friday Night Movies, part.  
NBC-TV The Name of the Game, cont.

10-11 p.m.

ABC-TV This is Tom Jones, part.  
CBS-TV Movie, cont.  
NBC-TV Bracken's World, part.

Saturday

8-10 a.m.

ABC-TV 8:30-10 The Reluctant Dragon and Mr. Todd, part.; 8:30-5 Mouse Mouse, part.; 9:10 Lancelot Link and the Secret Chip, part.  
CBS-TV 8:30-10 The Bugs Bunny/Road Runner Hour, part.  
NBC-TV 8:30-10 In The Know, part.; 9:10-11 Sabrina and the Groovie Googlers, part.  
NBC-TV 8-10:30 The Sleekie and Jeeckle Show, part.; 9:30-10 The Woody Woodpecker Show, part.; 9-10 The Tomfoolery Show, part.; 9:30-10 The Bughalloos, part.

10-11 a.m.

ABC-TV 10-10:30 Will the Real Jersey Lewis Please Sit Down, part.; 10:30-11 Scooter and the Double-deckers, part.  
CBS-TV 10-10:30 Justie and the Puzzycats, part.; 10:30-11 in The Know, part.  
NBC-TV 10-10:30 Dr. Dolittle, part.; 10:30-11 The Pink Panther, part.

11 a.m.-noon

ABC-TV 11-11:30 Hot Wheels, part.; 11:30-12 Skyscraper, part.  
NBC-TV 11-11:30 B. F. F., part.; 11:30-12 Here Comes the Grump, part.

Noon-1 p.m.

ABC-TV 12-12:30 Hardy Boys, part.; 12:30-13 American Bandstand, part.  
CBS-TV 12-12:30 What's Your Idea, part.  
NBC-TV 12-12:30 Hot Dog, part.; 12:30-1 Jambo, part.

1-2 p.m.

ABC-TV 1:1-3:30 Bandstand, cont.; 1:30-7:30 Wide World of Sports, part. or NCAA regional and national football, part. (various times).  
CBS-TV 1:30 Dastardly & Muttley In Their Flying Car, part.  
NBC-TV 12-1:30 Wide World of Sports, part. or NCAA regional and national football, part. (various times).  
NBC-TV No network service.

2-5 p.m.

ABC-TV Wide World of Sports, part. or NCAA regional and national football, part. (various times).  
CBS-TV No network service.  
NBC-TV No network service.

5-7:30 p.m.

ABC-TV Wide World of Sports, part. or NCAA regional and national football, part. (various times).  
CBS-TV 5-7 No network service; 7-7:30 CBS Saturday Evening News with Roger Mudd, part.  
NBC-TV 5-6:30 No network service; 6:30-7:30 NBC nightly news, part. (2 feeds).

7-30:9 p.m.

ABC-TV 7:30-8 Let's Make A Deal, part.; 8:30-9 The Newswined Game, part.  
CBS-TV 7:30-8:30 Mission: Impossible, part.; 8:30-9 The Mary Tyler Moore Show, part.  
NBC-TV 7:30-8:30 The Andy Williams Show, part.; 8:30-9 Adam-12, part.

9-10 p.m.

CBS-TV 9-10, CBS Friday Night Movies, part.  
NBC-TV 9-11 NBC Saturday Night at the Movies, part.

10-11 p.m.

ABC-TV 10-10:30 Humpertshine, cont. (eff. 10/10 Most Deadly Game, cont.); 10:30-11 No network service.  
CBS-TV Mannix, part.  
NBC-TV Movie, cont.  

11 p.m.-1 a.m.

ABC-TV No network service.  
CBS-TV No network service.  
NBC-TV No network service.

Specials in the quarter:

ABC-TV

Nov. 6, 3:30 p.m. National Geographic Special

CBS-TV

Nov. 6, 11-11:30 a.m. The Nutcracker, part.

11 a.m.-noon

ABC-TV 11-11:30 Hot Wheels, part.; 11:30-12 Skyscraper, part.  
NBC-TV 11-11:30 B. F. F., part.; 11:30-12 Here Comes the Grump, part.

Noon-1 p.m.

ABC-TV 12-12:30 Hardy Boys, part.; 12:30-13 American Bandstand, part.  
CBS-TV 12-12:30 What's Your Idea, part.  
NBC-TV 12-12:30 Hot Dog, part.; 12:30-1 Jambo, part.

1-2 p.m.

ABC-TV 1:1-3:30 Bandstand, cont.; 1:30-7:30 Wide World of Sports, part. or NCAA regional and national football, part. (various times).  
CBS-TV 1:30 Dastardly & Muttley In Their Flying Car, part.  
NBC-TV 12-1:30 Wide World of Sports, part. or NCAA regional and national football, part. (various times).  
NBC-TV No network service.

2-5 p.m.

ABC-TV Wide World of Sports, part. or NCAA regional and national football, part. (various times).  
CBS-TV No network service.  
NBC-TV No network service.

5-7:30 p.m.

ABC-TV Wide World of Sports, part. or NCAA regional and national football, part. (various times).  
CBS-TV 5-7 No network service; 7-7:30 CBS Saturday Evening News with Roger Mudd, part.  
NBC-TV 5-6:30 No network service; 6:30-7:30 NBC nightly news, part. (2 feeds).  

7-30:9 p.m.

ABC-TV 7:30-8 Let's Make a Deal, part.; 8:30-9 The Newswined Game, part.  
CBS-TV 7:30-8:30 Mission: Impossible, part.; 8:30-9 The Mary Tyler Moore Show, part.  
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NBC-TV No network service.

CBS tops Nielsen in premiere week

NBC-TV is runner-up; 'Wilson' is only new show among the top 20

CBS-TV was on top in the Nielsen averages for the week ended Sept. 27. The average in the fast Nielsen report: CBS 20.0 rating and 34 share to NBC's 17.3 and 29 share and ABC's 17.1 and 29 share.

The report covered the first full week in the new television season in which all three networks showed new shows. CBS also had won the CBS/NBC premiere week in the Nielsen fast national report (BROADCASTING, Oct. 5).

CBS took Monday, Wednesday, Thursday, Friday and Saturday nights in the prime-time averages; ABC took Tuesday and ABC and NBC tied for Sunday. CBS had 21 of the top-40 shows; ABC had 10 and NBC nine.

One new program, NBC's Flip Wilson Show, placed in the top 20. Also were CBS's Mary Tyler Moore Show which was tied with ABC's Room 222 for 23rd; NBC's Men From Shiloah tied with that network's Walt Disney for 26th; CBS's Arnie was 33rd and CBS's Headmaster 38th and CBS's Red Skelton Show held the 40th spot. ABC's Monday night football placed 30th in the Nielsen rankings.

The top 40 for the week:

1. Marcus Welby (ABC); 2. Thursday Movie (CBS); 3. Lucy (CBS); 4. Banana (NBC); 5. Flip Wilson (NBC) and Medical Center (CBS); 7. Doris Day (CBS); 8. Mayberry (CBS); 9. Gunsmoke (CBS); 10. FBI (ABC) and Movie of the Week (ABC); 12. Ironside (NBC); 13. Carol Burnett (CBS); 14. Johnny Cash (ABC); 15. My Three Sons (CBS); 16. Sunday Movie (ABC), Saturday Movie (NBC) and Laugh-In (NBC); 19. Mannix (CBS); 20. Hee-Haw (CBS); 21. Ed Sullivan (CBS); 22. Hawaii Five-O (CBS); 23. Room 222 (ABC) and Mary Tyler Moore (CBS); 25. Glen Campbell (CBS); 26. Men From Shiloah (NBC) and Dinney (NBC); 28. Danny Thomas (NBC); 29. To Rome With Love (CBS); 30. NFL Football (ABC).

31. Mad Squad (ABC); 32. Jim Nabors (CBS); 33. Arnie (CBS); 34. Mission Impossible (CBS); 35. Adam-12 (NBC); 36. Friday Movie (CBS); 37. Bill Cosby (NBC); 38. Headmaster (CBS); 39. That Girl (ABC); 40. Red Skelton (CBS).
House access bill clears Congress

It opens door for cameras, radio at committee hearings

The Senate last week passed the long-awaited legislative reorganization bill—a reform measure which includes a provision giving broadcasters access to House committee hearings. The radio, TV and still-photography coverage, however, is governed by a strict set of rules and is limited to those House committee hearings which are open to the public.

After Senate passage, 59 to 5, the bill (H.R. 17654)—complete with amendments added by the Senate—was returned to the other body. The House then approved the Senate changes, clearing the way for delivery of the bill to the White House—probably early this week. Assuming the President signs it, the bill's provisions will not go into force until January.

Although the reorganization measure most strongly affects the rules by which the House conducts its legislative business, certain provisions pertain also to the other body. During Senate consideration last week, that body routinely agreed to those sections affecting the House, including the committee broadcasting provision. It did, however, examine those portions relating to the Senate and attached amendments affecting its own operation before sending it back to the House for final consideration.

The provision which opens House committee doors to broadcasters is a break with past practice. Although House rules have not specifically banned camera and recording equipment, broadcasters have been excluded by tradition. On one occasion—during the 83d Congress in 1953-54—did the House open its hearing doors. But it closed them again to broadcast coverage. The late Speaker Sam Rayburn (D-Tex.) opposed the broadcasting of hearings. The Senate, conversely, has allowed such coverage for many years.

Although the present bill allows coverage of the committees, rules governing access are strict and the affected committee can still, by majority vote, close the hearings to radio, TV and still photographers on a number of grounds.

First, the rules governing the coverage provide that no radio and TV tapes and TV film of any House committee hearing can be used, or be made available for use, as partisan political-campaign material. The Rules Committee report, which accompanied the reorganization bill to the floor (the House first passed the bill 326 to 19), reflected the concern of some members that the tapes and films of committee hearings might be used for political purposes, but strongly warned "it will be expected that the committee at whose meeting the offending tapes and films were made will cease permitting broadcast coverage of its meetings." It further added that, if the use of such material in partisan political campaigns becomes too big a problem, the Rules Committee "will review the entire matter with a view of returning to conditions as they are today."

Other rules governing broadcast access are as follows:

- If live TV or radio coverage of the hearing is presented, the coverage is to be without commercial sponsorship. There are no restrictions on rebroadcast of films and tape.
- A witness who is subpoenaed to testify before a committee may decline to participate in televised or broadcast coverage of the hearings and also may refuse to be photographed while he is a witness.
- No more than four TV cameras operating from fixed positions will be permitted in the hearing room. Allocation of the camera positions will be in accord with procedures devised by the executive committee of the Radio and Television Correspondents' Galleries. This rule, among others, according to House people, is aimed at allaying an oft-expressed fear among some members that broadcasting of committees would cause a "circus atmosphere" of confusion and clutter.
- TV cameras may not block the visibility of either witnesses or committee members and may not unnecessarily interfere with other media.
- Equipment can neither be installed in nor removed from the hearing room while the committee is in session.
- The light level for TV may not exceed the lowest intensity which provides adequate picture quality, given the present state of the art.
- Those covering committee hearings for radio and TV must be current members of the Radio and Television Correspondents' Galleries.
- All radio and TV personnel must conduct themselves in a generally "unobtrusive" manner.

DJ tells policemen:

Radio can combat drugs

"Radio is the only effective way to communicate with young people about drugs." That is what Tom Campbell, radio personality with KYA(AM) and KORT(FM) San Francisco, told the International Association of Chiefs of Police in Atlantic City, N.J., last week. It is also the message he will be giving the International Narcotics Enforcement Officers Association meeting in Honolulu Wednesday (Oct. 21).

Mr. Campbell is conducting his own campaign to educate law-enforcement officials in the use of radio to increase their effectiveness in combating drug abuse. While in Honolulu, Mr. Campbell will also be meeting with local broadcasters to discuss his "Drug Alert" concept and other antidrug-abuse campaign matters.

"Nearly every single teen and young adult listens to some contemporary music station at one time or another every day," he told the law officers in Atlantic City. "And it represents," he added, "a large majority of the age group most vulnerable to the pusher."

He warned the policemen that it isn't enough to do public-service announcements. "Offer programs for youth, projects to involve them." And inform them through radio, he suggested.

Mr. Campbell, who terms "social activism" the key to turning off the pusher's potential audience, does his bit locally by airing "Drug Alert" on his nightly show for KYA.

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Football kicks Cavett off air Monday nights

ABC-TV has discontinued the Monday-night telecasts of its late-night talk-fest, The Dick Cavett Show, for 10 weeks beginning today (Oct. 12). Coverage of the National Football League games on the network's NFL Monday Night Football schedule will now conclude ABC-TV's networking on Monday nights, with the remainder of prograrning given to the stations.

NFL games will have their final telecast Dec. 14 and Mr. Cavett will resume his Monday telecast on Dec. 21 (11:30 p.m.-1 a.m.).

The action was taken, according to ABC, because the football games were running overtime. Originally, the games were expected to run from 9-11:45 p.m. NYT, at which time a half-hour of local news would be programmed and an abbreviated 45-minute Cavett show would follow. The first week's telecast, on Sept. 21, however, ended at midnight and the second, Sept. 28, at 12:10. The third telecast, on Oct. 5, ended at 11:38.
Public wants even more news—Harris

But pollster says TV faces special problems in satisfying that wish

Americans want television to be more than a blotter of the contemporary scene. They want some shape and form around the substance of what is shown, Louis Harris, public opinion analyst, told the International Radio and Television Society last Thursday (Oct. 8).

Speaking at the group's luncheon meeting in New York, Mr. Harris said, "I think television more than any other medium has opened up new vistas of exposure to more levels in the population than was ever dreamed of. This exposure from the media in turn has aroused an unquenchable thirst for education and information."

But, by the same token, he has witnessed people blaming the media for conveying bad news.

"Similarly, today, and consistently for the past nine months, a majority of 57% of Americans are prepared to go along with the criticism leveled against television particularly, but the print media as well, by the Vice President. "

He said there was no impartial arbiter of "divine wisdom" to say when the media were reporting the exact truth, or when they were getting a "sacred ox" unfairly.

He told the society how he had undertaken a poll for Barry Zorthian and the Time-Life TV stations in San Diego and Grand Rapids this past year to find out what were the unfilled gaps in television programming.

"The key dimension we uncovered in these crude beginnings, I believe, is that people have a genuine, deep and abiding interest in the substantive problems going on around them, and want more rather than less reporting on television about them. Perhaps more than anything else, people want television to be something more than a blotter of the contemporary scene and to put some shape and form around the substance of what is shown.

"We know a great deal about who listens or views what kind of program on television or radio," the pollster declared. "But we know almost nothing about what program fare does for their psyche, their intellect, their emotional fulfillment, or their information needs."

Television, he said, produces an immediate sense of intimacy which probably evokes involvement. "It is essentially a hot, emotional medium." This medium, he went on, seems to stimulate people. By turning the dial, one can see different groups demonstrating, giving differing viewpoints. This possibly leads to the tendency to categorize people not as individuals on television, but by groups, Mr. Harris said. And this categorization leads to people wanting to choose sides.

"There are those with whom one can empathize and others whom one can hate. We can observe the worst in ourselves in all its graphic splendor. It may make for magnetic viewing, but perhaps we are not prepared for it either psychologically or emotionally or educationally," he said.

Mr. Harris said he wasn't suggesting that television communication had reached the overkill stage, nor was he sympathizing with those who believed that reporting must be so open-minded that its brains fall out.

Rather, he said, "what I do believe deeply about broadcasting is that those vested with responsibility for the medium at least know what are the gaps of public knowledge and the quest for public information and the information in depth to ease some of the shock impact of the crisis event as it is flashed across the screen."

He urged the medium to stick its neck out by being willing to take on major substantive areas such as overcrowding, high mobility and fluidity, birth control, poverty and abundance, medical advances and technical growth—to report them, research them, explain them and take stands on how the problems should be solved, "albeit giving wide-open access to all those who disagree."

On TV can candidates be sold like soap?

FCC Chairman Dean Burch, his fellow Commissioner Nicholas Johnson and Laurence O'Brien, chairman of the Democratic National Committee, are among guests slated to appear on a CBS-TV special on Oct. 20, 10-11 p.m. EDT, that will explore the use and the "abuse" of television in political campaigning.

CBS News will produce the show and its news correspondent Mike Wallace will conduct it.

In announcing the Television and Politics show last Friday, CBS quoted Mr. Wallace as saying that what the show will "try to find out is if candidates can indeed be put together, packaged and sold like soaps and beer and mouthwash, and what kind of role, if any, cynical product pushing plays in elections."

CBS said the FCC commissioners and Mr. O'Brien would give their views "on the potential dangers of the use of television in modern politics."

Currently the show's producing crew is following the current senatorial campaigns in Ohio and New York for "a look at some techniques of political campaigning on television." Mr. Wallace will speak with candidates Howard Metzenbaum, Robert Taft and John Glenn in Ohio (former astronaut Glenn lost to Mr. Metzenbaum in the Ohio Democratic primary), and with Richard Ottinger, James Buckley and Charles Goodell in New York. Both Mr. Metzenbaum and Representative Ottinger used TV extensively in the primaries.

Also to appear on the show are political-commercial producers Charles Guggenheim (Metzenbaum campaign); Robert Goodman (Taft, and in charge of Vice President Agnew's 1966 Maryland gubernatorial TV campaign); Sheila Kelly, media director for Senator Goodell; Robert Ailes, TV adviser for President Nixon's 1968 campaign; and Joseph Napolitan, who worked on Hubert H. Humphrey's TV commercials, also in the 1968 presidential campaign.

Reagan rebutters suffer setback

Complaint against 27 outlets turned down, but 7 others must make fairness showing

California Democrats seeking a right of uninterrupted broadcast reply to a speech by Governor Ronald Reagan have had no more success at the FCC than have anti-administration groups seeking the same kind of right to reply to President Nixon.

The commission staff last week rejected a fairness-doctrine complaint that the director of the gubernatorial campaign of Democratic assemblyman Jess Unruh filed against 26 radio and television stations in the state and a television outlet in Reno (Broadcasting, July 13).

In all, Phillip Schott had directed his complaint against 34 stations that had carried Governor Reagan's 15-minute speech on May 7 ordering all state colleges and universities closed for four days to avoid "deliberate violence and disruption." Mr. Schott had said that "bits and pieces" of rebuttal on interview programs cannot provide a meaningful response. He said fairness could only be achieved through grant of an uninterrupted, unedited block of time to an opposing spokesman.

This is the kind of argument anti-administration forces have made in filing
fairness-doctrine complaints against stations refusing them the same opportunity to discuss an issue as that afforded the President. And FCC Complaints and Compliance Chief William Ray gave the California Democrats the same kind of answer the commission has given—that an obligation to afford an opposition spokesman an uninterrupted opportunity for reply does not arise from a single speech. (The commission, in a landmark decision on Aug. 14, said that obligation did arise after five presidential speeches on the subject of the Indochina war [Broadcasting, Aug. 17]).

Mr. Ray also referred to an earlier FCC ruling, arising out of a complaint by California Democrats about a Reagan speech in 1968, that broadcasters have discretion in determining the manner in which they will discharge their fairness-doctrine obligations.

He said that 27 of the stations—in documentaries, public affairs and open-line programs and newscasts—had acted reasonably and in good faith in presenting views contrary to those expressed by the governor in his state-wide broadcast.

However, Mr. Ray described as "unreasonable" the position of the seven remaining stations that the speech did not deal with a controversial issue of public importance. The seven are being asked whether they had provided a reasonable opportunity for the presentation of contrasting views and, if not, what they intend to do to comply with the fairness doctrine.

Mr. Ray said that the speech, "whether categorized in terms of the necessity, wisdom or legality of the closing of California institutions or in other terms, must by all reasonable standards be considered a discussion of a controversial issue of public importance to the people of California . . . ."

In disposing of another aspect of Mr. Schott's complaint, Mr. Ray said that four television stations that serve as a California broadcast pool and distributed the governor's speech did not violate the fairness doctrine by refusing to make the pool facilities available to a Democratic spokesman. Mr. Ray said that the pool simply distributed the speech and that each station that carried it was individually obligated to comply with the fairness doctrine.

The 27 stations found to have complied with the fairness doctrine are: KFWB(AM), KPOL(AM), KLC(AM), KTWA(TV) and KNBC(TV), all Los Angeles; KNBC(AM), KQCO(TV), KRON-TV, KPIX(TV), KGO-TV and noncommercial KQED(TV), all San Francisco; KMJ-AM-TV and KJEO(TV), both Fresno; KOIL(AM) San Fernando; KNEX(AM) and KYTV(AM), both Oakland; KFPR(AM) Roseville; KGO-AM-TV San Diego; KCR-A and KXVT(TV), both Sacramento; non-commercial KCIET(TV) Hollywood; KEYT(TM Santa Barbara; KOVR(TV) Stockton; and KERO-AM and KERO-TV Reno.

The seven stations which held that the Reagan speech was not controversial are: KFRE-AM-FM-TV Fresno; KEGL(AM) Santa Clara; KSFO(AM) San Francisco, KMRV-TV Palm Springs; KSBW-TV Salinas and KVQ-TV Eureka.

**Agnew stirring up 'fairness' trouble?**

FCC's Geller says VP's campaign attacks require offers of time to respond

Vice President Spiro T. Agnew, who is serving as the point man in the Nixon administration's campaign in this year's House and Senate races, could set up fairness-doctrine or "quasi-equal-opportunity" situations when he attacks Democrats and out-of-favor Republicans.

Henry Geller, former FCC general counsel and now a special assistant to the chairman, made this clear last week in a briefing session on the equal-time law and the commission's fairness doctrine for a group of 75 individuals particularly interested in such matters—members of Congress and their staffs.

Several questions, including one by Nicholas Zapple, communications counsel to the Senate Commerce Committee, dealt with the broadcast coverage given the Vice President's campaigning—the attacks on Senator Charles Goodell (R-N.Y.) as well as efforts in support of other Republican candidates.

"Fairness is applicable," said Mr. Geller. "It's good to put on Mr. Agnew, but what are you going to do about the other candidates?" And in answer to a specific question concerning the attacks on Senator Goodell, Mr. Geller said, "the broadcaster must make an affirmative effort to put Goodell on in response."

Furthermore, if a broadcaster turned over a block of time to the Vice President for his use, Mr. Geller said, the so-called "quasi-equal-opportunity" doctrine would apply; time would have to be made available to the other side. The doctrine, first enunciated in response to a query from Mr. Zapple, was cited by the commission in its decision in August directing CBS to make time available to the Republican party to respond to the Democrats' Loyal Opposition program.

Mr. Geller said the equal-time "merry-go-round"—which could result from the grant of time to a candidate—could be avoided either by presenting a spokesman for the candidate involved or presenting him, the candidate, in a regularly scheduled newscast, which is exempt from the equal-time law.

Mr. Geller's view of the kind of obligation broadcasters might take on in presenting Vice President Agnew was not based on commission ruling in any particular cases. He said later that the fairness aspect was elementary—"it's as simple as A B C."

The briefing, in which William Ray, chief of the commission's complaints and compliance division, participated, was conducted in one of the House office buildings and had been arranged by the Communications Law Committee and the Capitol Hill Chapter of the Federal Bar Association.
Up Down, Up Down . . . despite all the advances in color receivers and broadcasting techniques, the only way the viewer can cope with color variations from one program segment to the next is to keep adjusting the hue control on his set. Even an athlete can't keep up with it! Now, the CBS Laboratories' Color Corrector changes all that. For the first time the broadcaster can correct encoded signals at a single viewing point to achieve consistent color values from a variety of signal sources. Program material from cameras, tapes and film with wide ranging color values can be matched to each other to reduce the viewer's subjective shock from one program segment to the next. The Color Corrector can be installed with cameras or VTR's or film chains or in the program line.

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CBS LABORATORIES

A Division of Columbia Broadcasting System, Inc., 227 High Ridge Road, Stamford, Connecticut 06905
will say "LAPD news media identification card" instead of "press pass." The change was brought about at the suggestion of Jack London, news director of KABC-AM-FM Los Angeles and president ex-officio of the Radio-TV News Association of Southern California.

Can TV programs help solve family problems?

Specialists in the field of family relations were urged last week by Roy Danish, director of the Television Information Office, to consider using popular television programs in their professional work.

He told the first plenary session of the National Council on Family Relations in Chicago that TV programs could be utilized to build group discussions around the stories, characters or themes. He noted that even situation comedies and westerns contain material bearing directly on the problems of people, and added:

"Television can provide a bridge for discussing family relationships, moral values, the consequences of foolish or even violent behavior. Whether or not a program has high esthetic qualities matters less than whether it touches on the issues that lie at the root of most personal problems."

CBS-TV will air several ABA games

CBS-TV has acquired rights to American Basketball Association professional games for this season, but according to both network and ABA officials, plans are to remain flexible.

CBS said it would schedule "five or seven games" this winter and ABA spokesmen amplified this in saying, "we will watch how it goes and CBS has options to increase the number of games." CBS also has options to continue the contract with ABA for 1971-72 and also for 1972-73.

First telecast date announced is Jan. 23 (Saturday afternoon) when CBS will cover the ABA All-Star game originating in Greensboro, N.C. The network will show at least one other Saturday game and one other Sunday game and a minimum of two play-off games. Dates have not been selected.

Equal time for grandchildren?

Several weeks ago, Fred Fletcher, president, WRAL-TV Raleigh, N.C., on his Ask the Manager show aired photos of his three grandchildren, while reciting their positive traits. Soon after, he received an anonymous phone call and a letter from two other grandfathers demanding "equal time" for their kin.

Mr. Fletcher answered the letter from grandfather Carl Reichenbach by promising to grant the time if the two situations are really, truly equal—that is, if the grandfather "is 59 or 60 . . . bald . . . shows only three grandchildren . . . and one girl is a blue-eyed redhead. . . ."

Meanwhile, claiming he wants "to handle this thing fairly," Mr. Fletcher has written the FCC for advice.

Program notes:

Trans-Atlantic instant analysis The correspondent for a Vietnamese Communist news service took part in a CBS Radio trans-Atlantic broadcast that assessed President Nixon's radio-TV cease-fire address immediately after the speech's delivery. CBS said the Communist figure, Le Chan, Paris bureau chief of the Vietnam news agency, was seated alongside CBS News Paris correspondent Peter Kalscher in Paris during a discussion of the President's speech (Oct. 7). Participating in the live broadcast stateside were correspondents Alexander Kendrick in New York and Robert Pierpoint in Washington. CBS said it believed the broadcast was a "first" in broadcast journalism.

Driving safety home The National Safety Council, Chicago, last week announced that KSL(AM) Salt Lake City and WCAU-TV Philadelphia were top winners in their respective station categories of the 1969 Public Service Safety Awards. Phil Donahue, WVLW(TV) Dayton, Ohio, won the top TV award for an individual. KSL and Mr. Donahue won for safe driving programs; WCAU-TV for its home safety campaign.

Evangelist tribute to Constitution A Thanksgiving With Oral Roberts, eighth in a series of syndicated specials, will pay tribute to the creators of the U.S. Constitution, the 183d anniversary of which was celebrated in September. Adding to the historical theme of the program, Robert I. Clarke reads Abraham Lincoln's Thanksgiving Proclamation of 1863. A 48-page song book is being offered free to viewers. The special will be aired on more than 200 stations in the United States and Canada.

Huntley gone but not vanished Retired NBC newscaster Chet Huntley will make his dramatic television debut in "Vanished," a four-hour movie for television which will be seen on consecutive nights on NBC-TV this season. Mr. Huntley will portray a television talk show host in Washington.

BMI in Syracuse Broadcast Music Inc., performing rights licensing organization, has opened a Northeast regional office in the Hills Building, Syracuse, N.Y. G. Lee Trimm is supervisor of BMI's new office, which will be mainly concerned with general licensing concerning commercial uses other than for television and radio broadcast.

Eye care The importance of proper vision care is the subject of two public service announcements produced this fall for television and radio use by the American Optometric Association, St. Louis. The television version, "Portrait of Vision," and the radio transcription, "Eyes of Youth," are available to TV and radio station program directors through the mail. Inquiries may be directed to the division of public information, American Optometric Association, 7000 Chippewa Street, St. Louis 63119.

Second Paramount game show The development of a second daytime and night-time game show has been announced by Paramount Television, Hollywood. Put and Take is being designed for network sale, although no commitments have been reached. The show is being co-produced with Entertainment Media Ltd., whose president, Martin Tahse, has produced the national tours of "Funny Girl" and "Fiorello."

QM's first for CBS A contemporary drama using the United States as its backdrop will be the first Quinn Martin series to be produced for CBS-TV. The one-hour series is scheduled for the 1971-72 season. Title of the projected suspense and intrigue program is Starr. William Conrad has been signed to the title role.

Milwaukee Bucks broadcasting Milwaukee Professional Sports and Services Inc., owners of the Milwaukee Bucks, and Miller Brewing Co. have reached an agreement on a three-year contract granting radio and television broadcast rights for Bucks games to Miller. All exhibition and regular-season games and play-off games will be sponsored by Miller and firms participating with Miller.

Lombardo in Familiar Role ABC Films will produce and distribute for the sixth successive year a 90-minute television special, New Year's Eve with Guy Lombardo on Dec. 31 (11:30 p.m.-1 a.m.). The special will be fed live and will be sponsored in 19 markets by Brioschi Inc., Fair Lawn, N.J. Last year the program was telecast in more than 80 markets.

Old foliage American Bible Society, New York, is offering for community affairs, Living Plants of the Bible, a television presentation. Script, slides and tapes of the 10-minute color slide feature are being distributed through the broadcasting and film commission of the National Council of Churches. Program discusses fruits, plants and trees described in the Bible and living today.
Times eyeing purchase of Cowles properties

New York Times Co. has had preliminary talks with Cowles Communications Inc. regarding the purchase of some of the assets of Cowles, the companies said last week in a joint statement.

They pointed out that Cowles' *Look* magazine and a number of other properties are not involved, but they would not name the properties that have been discussed. Cowles owns and operates KNX-AM-AM Des Moines, Iowa; WREC-AM-AM Memphis and WESH-TV Daytona Beach-Orlando, Fla. Cowles publishes three Florida daily newspapers, two monthly magazines, a group of medical and dental journals, and books.

Cowles reported an operating loss of $1.2 million in the first half of 1970, compared to a profit of $622,000 in the previous half (Broadcasting, Aug. 24). *Look* and other Cowles magazines have slipped in revenue during the past year, and in the past two months, the company has sold two profitable properties, the San Juan Star, an English-language daily, and Magazines for Industry Inc., publisher of food-industry trade publications.


GT&E telephone company sells its Comsat stock

General Telephone and Electronics Corp., the second largest independent phone company — preceded only by American Telephone and Telegraph — has divested itself of its 3.5% interest in the Communications Satellite Corp. GT&E realized almost $15.8 million from the sale of its 350,000 shares.

Sold through a non registered secondary offering, the shares were underwritten by Paine, Webber, Jackson & Curtis, and Salomon Brothers at $45 3/4 a share on Oct. 1. GT&E bought Comsat stock when it was first offered to the public in June 1964, at $20 a share.

A GT&E spokesman said the divestiture does not reflect "any lack of confidence" in Comsat's future, but rather the desire to use the money to further the telephone company's subsidiaries' construction programs. GT&E estimated that it will spend approximately $926 million on new construction for 1970.

The secondary effect of the sale is that it reduces the amount of ownership of Comsat shares by common carriers to 33%, with AT&T holding 29% of that. Subsequently, the number of common carrier representatives on Comsat's board of directors drops from four to three and, conversely, the number of directors elected by public shareholders increases from eight to nine. These changes will presumably occur at Comsat's annual meeting next May.

Financial notes:
- Corinthian Broadcasting Corp., New York, has reported that a quarterly dividend of 7 1/2 cents per share on the common stock will be paid on Oct. 31 to stockholders of record Oct. 16.
- Kansas State Network Inc., Wichita, Kan., has declared an extra dividend of $0.03 per share payable Oct. 30 to stockholders of record Oct. 20, and a

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**it's that simple!..**

**with the first 16mm cassette loading projector for television**

The world's first fully automatic cassette loading film projector is now available from LISTEC.

Developed by Hokushin Electric Works Ltd. for the NHK (Japanese Television Network) the new Model TC-701 cassette projector features:
- 8 preloaded 400' cartridges
- compatible with computer controlled systems
- random or sequential cassette selection
- completely automatic — no threading
- permits library of short messages to be stored and used without splicing
- complete back up facilities

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The Broadcasting stock index
A weekly summary of market activity in the shares of 104 companies associated with broadcasting.

<table>
<thead>
<tr>
<th>Stock symbol</th>
<th>Exchange</th>
<th>Closing Oct. 8</th>
<th>Closing Oct. 1</th>
<th>Closing Sept. 24</th>
<th>High</th>
<th>Low</th>
<th>1970</th>
<th>Approx. Shares Out (000)</th>
<th>Total Market Capitalization (000)</th>
</tr>
</thead>
</table>

**Broadcasting**
- **ABC**
- **ASI Communications**
- **Capitol Cities**
- **CBS**
- **Corinthian**
- **Cox**
- **Group Telecasting**
- **Metromedia**
- **Mooney**
- **Pacific & Southern**
- **Rehaul Communications**
- **Reeves Telecom**
- **Scopi Broadcast**
- **Soniderling**
- **Starr**
- **Telet**

**Broadcasting with other major interests**
- **Avco**
- **Barrett Media**
- **Boston Herald-Traveler**
- **Chris-Craft**
- **Combined Communications**
- **Copley Communications**
- **General Tire**
- **Gray Communications**
- **Lamb Communications**
- **Lee Enterprises**
- **Liberty Corp.**
- **Litt**
- **Meredith Corp.**
- **Oklahoma City Co.**
- **Pilgrim**
- **Post Corp.**
- **Rider Communications**
- **Rollins**
- **Rust Craft**
- **Stack Inc.**
- **Time Inc.**
- **Trans-National Comm.**
- **Tunet Communications**
- **Wometco**

**CATV**
- **American TV & Comm.**
- **Burrump & Sims**
- **Cablevision-General**
- **Citizens Network Corp.**
- **Columbia Cable**
- **Communications Properties**
- **Cox Cable Communications**
- **Cybernet Communications**
- **Entron**
- **General Instrument Corp.**
- **Sterling Communications**
- **Teleprompter**
- **Television Communications**
- **Vikoe**

**regular quarterly dividend of $0.03 per share payable Dec. 28 to stockholders of record Dec. 18.**

**MCA Inc., Universal City, Calif., parent firm of Universal Studios and Decca Records, declared a regular dividend of $0.15 per share, payable Oct. 28 to shareholders of record Oct. 13.**

**RKO General Inc., New York, group broadcaster and diversified subsidiary of General Tire & Rubber Co., reported net income of $5,434,000 on revenues of $73,316,000 for the nine months ended Aug. 31, versus revenues of $75,- 275,000 and net loss of $903,000 in the same 1969 period. 1970 net income includes an extraordinary gain of $2,418,- 000 while 1969 results show the effect of an operating loss at Frontier Air Lines of $3,569,000 and a $4,140,000 write-down for discontinued Frontier aircraft. RKO's share of Frontier's operating loss for the same 1970 period is $1,553,000.**

**Telcom Inc., McLean, Va., CATV owner and communications technology firm, reported a 46% increase in sales and a 35% increase in profits for the fiscal year ended June 30. Record highs were reported with profits of $5,023,000 on net income of $148,737. Last year Telcom had profits of $3,562,000 on net income of $109,995.**

**Post Corp., Appleton, Wis., publisher and group broadcaster, has acquired Inreco Inc., Los Angeles property and casualty insurance brokerage firm. Price was not disclosed. Thomas Werger, founder of Inreco in 1969, has been**

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named executive vice president by Post.

**RCA, New York, declared a quarterly dividend of 25 cents per share, payable Nov. 2 to stockholders of record Sept. 14. Dividends also were declared of 87 1/2 cents per share on $3.50 cumulative first preferred stock and $1 per share on $4 cumulative convertible series first preferred stock, both for the Oct. 1 to Dec. 31, 1970 period, payable Jan. 2, 1971, to stockholders of record Dec. 11, 1970.**

**Company reports:**

Chuck Barris Productions, Hollywood, producer-packager of television game shows, reported increased income despite reduced revenues for its fiscal year ended May 31:

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>1970</th>
<th>1969</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$4,920,911</td>
<td>$5,255,364</td>
</tr>
<tr>
<td>Net Income</td>
<td>516,555</td>
<td>419,765</td>
</tr>
<tr>
<td>Shares outstanding</td>
<td>635,187</td>
<td>817,200</td>
</tr>
</tbody>
</table>

**Market Resources & Applications Inc., New York, media-buying service, reported net sales more than quadrupled and net income more than tripled during the fiscal year that ended last April 30.**

MRA said the general economic slowdown in the U.S. has not been an impediment to its business because advertisers are offered cost efficiencies resulting from MRA’s “negotiating skills.”

For the year ended April 30:

<table>
<thead>
<tr>
<th>Fiscal Year</th>
<th>1970</th>
<th>1969</th>
</tr>
</thead>
<tbody>
<tr>
<td>Earned per share</td>
<td>$0.57</td>
<td>$0.16</td>
</tr>
<tr>
<td>Net sales</td>
<td>3,151,068</td>
<td>892,066</td>
</tr>
<tr>
<td>Net income</td>
<td>252,215</td>
<td>56,005</td>
</tr>
</tbody>
</table>
FCC asked to ease modulation proposal

An FCC proposal aimed at preventing radio transmitters with excessively powerful modulators from producing interference received qualified support from some broadcast organizations last week.

The rulemaking proposal issued by the commission last May suggested that positive modulation should be limited to 100% to reduce the potential for interference with other stations—particularly co-channel and adjacent-channel operations (Broadcasting, May 25). The present rules limit negative modulation to 100% but set no limit on positive modulation.

RKO General agreed that positive modulation peaks should be limited but said the 100% limit is an "unduly harsh remedy." It suggested an upper limit of 130% to allow the broadcaster to exercise his discretion and "sift all factors affecting limiting and compression of AM modulation." Factors such as the type of music, how it is recorded, the type of audience sought and the practices of competitors must be considered in addition to technical criteria in developing a high-quality signal, RKO said.

The Association for Broadcast Engineering Standards Inc. told the commission that modulation of 115% on positive peaks would be a more practical limit. This feeling was echoed by Westinghouse Broadcasting, which noted that signal deterioration is not excessive at 115%.

The Clear Channel Broadcasting Service—which comprises 11 independently owned class I-A stations in large markets—said it shared the commission's concern with "souped-up" modulation. It supported the 100% level "since the modulation levels of clear-channel stations cannot be arbitrarily increased without increasing the distortion of their signals, due to selective fading in secondary service areas."

In their joint comments seven AM outlets said the commission should withhold action on its proposal and "institute an inquiry into the advisability of imposing restrictions to curb undesirable [broadcasting] practices. . . ." They added that "available data" indicates that limits of 100% to 115% may be used.

The AM stations filing these comments were WORO Albany, N.Y.; KCOL Fort Collins, and KKLK Denver, both Colorado; WSLR Akron, Ohio; and KLNK Omaha, WJAO Norfolk and KVSH Valentine, all Nebraska.

Gates Radio Co. said the 100% level would be "detrimental to quality AM broadcasting and would place a limiting factor on improvements in the state-of-the-art." The commission's present rule, Gates said, provides sufficient control for protection of co-channel and adjacent-channel interference.

Sony shows adaptor, camera

Two new products were introduced last week by Sony Corp. of America, Long Island City, N.Y. One, a color film chain adaptor, at a suggested manufacturer's list price of $1,200, is for projecting motion-picture and slide images for transfer to video-tape. The other is a monochrome camera for use in videotape recording and closed-circuit TV, at a suggested price of $450. Sony said the adaptor (VCR-1) has a motion picture and slide projector and can be operated also with 35mm slide projectors and 8mm and 16mm motion-picture projectors.

New ABC system films, tapes simultaneously

ABC-TV said last week that a new experimental filming system called "Syncrovision" is being used in the production of a two-part episode for its The Silent Force series (Monday, 8:30-9 p.m.).

The new filming technique was alluded to by James E. Duffy, president of the ABC TV Network, in his address to the Hollywood Radio and Television Society on Sept. 15 (Broadcasting, Sept. 21).

Martin Starger, vice president in charge of programing at ABC-TV, said production was to begin with the new system on Oct. 9. The system uses more than one camera, the shooting is in 16 mm and is accompanied by simultaneous video taping to expedite editing. ABC said the system is expected to cut costs.

In his Hollywood speech, Mr. Duffy suggested that program costs could be kept down also by eliminating expensive pilots except in special situations, by placing greater reliance on TV-produced movies that can serve both as original shows and as series prototypes, and by cutting back on the 35-mm, one-camera process.

Hill Production Services Inc., Hollywood, provided the equipment and key personnel for the experiment in cooperation with executive producer Aaron Spelling, whose company produces the series. Under Syncrovision, cameras deliver multiple images to a console where the director may select his shots while shooting is in progress. The selections are coded on both film and sound track for easier editing, according to ABC-TV.

Preliminary experiments with Syncrovision have been conducted in the past, but the two Silent Force episodes will be the first to be shot in their entirety for use on the air.

CD plans 30-second attack warning system

The National Office of Civil Defense is planning a nationwide emergency-alert system employing special receivers in radio and television receivers that would take just 30 seconds to warn 98.5% of the population of a coming nuclear attack.

Under the Decision Information Distribution System, a warning and subsequent emergency instructions would be broadcast over 10 low-frequency ra-
dio stations following a signal emanating from the North American Air Defense Command.

A small, battery-powered receiver box in home radio-TV sets would operate, even if power were disrupted. Still unresolved is the best method of placing the receivers in sets; one defense official reportedly feels the best solution would be to install them at the factory on all new sets.

The present Emergency Broadcast System—which was set up in 1962 following the phasing out of the old Conelrad system—functions only when home receivers are turned on. However, the FCC has entertained proposals for a system of triggering receivers when they are turned off. One, proposed by the National Industry Advisory Committee, involved a two-tone inaudible signal to activate home receivers: its implementation entailed the installation of a generator at transmitting stations and a radio receiver incorporating a special Reed sensor.

Two million dollars has been appropriated by Congress for construction of the first system transmitter at Edgewood Arsenal in Maryland.

**TV stations to use RCA weather radar**

TV stations are bringing down to earth RCA weather radar system used in jet aircraft, RCA has announced. Several TV stations around the country have installed the AVQ-10 radar to improve their weather reporting capabilities.

"The AVQ-10, built by RCA's aviation equipment department, Los Angeles, is well suited for TV stations because of its 360-degree scan capability, C-band operating frequency, and reasonable cost," said Joseph R. Shirley, division VP, RCA aviation equipment department. The C-band frequency permits the radar to penetrate severe storms and allows for more accurate representation of the storm's size, shape and intensity on the radar scope.

RCA wouldn't give the cost of the AVQ-10 weather radar.

Stations that have installed this radar system include: WMC-TV Memphis; WLBN-TV Miami; WSOQ-TV Charlotte, N.C.; WPSD-TV Paducah, Ky.; KTV-TV Amarillo, Tex., and KFVS-TV Cape Girardeau, Mo.

**Evans forms consulting firm**


**System allows consumer to record own TV tapes**

Magnavox said last week that it plans to market "a highly versatile" videotape recording system in 1972 and will adopt a proposal for an international stand on color videotape cassettes as announced by European and Japanese companies.

Magnavox, in a "background" statement released in New York, said the company is now holding discussions with the N. V. Philips Co. of Holland and others it did not identify "to create for the consumer a video recording system using [Philips's] new color video magnetic-tape recorder and tape cassette." The Philips equipment would be used along with a Magnavox "single low-cost vidicon color camera."

The system it envisions, Magnavox said, will play back pre-recorded cassettes and will enable the user to record in the home or elsewhere by using a mobile camera and to record programs as they are broadcast.

**Technical topics:**

Tilting generator. Telematon Inc., Salt Lake City, has designed and built an electronic tilting generator, model TCG-225. The generator is the video source and no television camera is required to pick up the prepared information. Characters may be mixed, supered, keyed or wiped out for use in news flashes, credits, titles and support information. Price is $2,995. More information is available from Telematon, 2275 South West Temple, Salt Lake City 84115.

End of relationship. CBS Laboratories, division of CBS Inc., Friday (Oct. 9) announced termination of a licensing arrangement with Visual Electronics Corp. to market a new generation TV display system for commercial, educational, and CATV broadcasting, advertising production and general use. No reason was given for the termination, but CBS Laboratories said it would produce and market this system here and abroad.

Ampex sale. A special sale of six one-hour reels of 1/2-inch wide helical scan videotape is being conducted by Ampex Corp. franchised tape distributors. Included with tape purchase is a tape storage mailer and container. Total price is $99, a saving of $141, according to the Redwood City, Calif., broadcast-equipment manufacturer. Promotion continues through January.

Big buy. WOR(TV) (ch. 13) Rochester, N.Y., is acquiring approximately $500,000 worth of RCA color-TV equipment for its new studios, it was announced by RCA last week. Purchase
includes two TR-70 "high band" TV tape recorders, the advanced TS-51 video-switching systems for both studio control and master control rooms, a TSA-3 preset switcher, a BC-100 custom audio console, and studio lighting.

Two from Ampex — The Electro-Optical Devices division of Ampex Electronic Corp., Slatersville, R.I., has developed a new low-light-level TV tube (type S50XQ), combining the high-performance characteristics of a silicon vidicon tube with the virtually noiseless gain of a light image intensifier tube. Ampex also has developed a two-inch diameter Plumbicon tube (type S40XQ) with a 40mm clear aperture target area and a limiting resolution capability exceeding 1400 lines. Address: Province Pike, Slatersville, R.I. 02876. Phone: (401) 762-3800.

Master — Telex Communications Division, Telex Corp., Minneapolis, has added the new 235CM-1 cassette duplicating master transport to its tape duplicating line. The new model boasts IC logic control providing end-of-tape sensing for automatic shut-off on both play and rewind and is available in both two- and four-channel configurations with individual equalization and level adjustment for each channel. Unit is priced from $495. Write Telex at 9600 Aldrich Avenue South, Minneapolis 55420. Phone: (612) 884-4051.

Switch for 24 — A new switch enabling CATV companies to offer subscribers up to 24 channels is being offered by Electronic Industrial Engineering Inc., North Hollywood, Calif. The instrument uses a sliding switch with gold-plated contacts instead of rotating connectors and is said to offer a high level of isolation in an A/B coaxial switch. Two models are available, both with a frequency range of 0-300 mhz. Model AB5-300 has a built-in transformer. Both models, AB5-300 and AB5-75, have RF connectors that mate with the standard RG-59/U cable and attach to a subscriber's set with either adhesive or screw mounting. For information write: 7355 Fulton Avenue, North Hollywood, Calif.

Courses augmented for buyers of Ampex gear

An expansion of its customer-training service to include all users of broadcast, closed-circuit TV and cable-telephone equipment has been announced by Ampex Corp., broadcast equipment manufacturer, Redwood City, Calif. Customer training had previously been directed at purchasers of new products.

The new program is designed to provide professional training for all members of the industry with product or application training needs, according to the company. Courses in the areas of broadcast video, closed-circuit television, CATV and professional audio are offered. They are available at Ampex headquarters in Redwood City or, through prior arrangement, may be conducted on-site anywhere in the world.

Course charges are $30 per day per student including manuals and other written materials, for classes in Redwood City. Students must pay transportation and living costs.

Oversee all drug ads, NAB urged

Only 'mood' products covered by guidelines, manufacturer complains

Martin Himmel, president, Jeffrey Martin Inc., Union, N.J., pharmaceutical manufacturer, through his attorney, has lodged a complaint with the National Association of Broadcasters claiming its new guidelines for medical advertisements are discriminatory. In a letter dated Oct. 1 to Stockton Helffrich, NAB's code director, Mr. Himmel said he had no quarrel with the principles of the guidelines. But, he added, they did not go far enough.

Through his attorney, Andrew J. Graham, of Graham, McGuire & Campaign, New York, Mr. Himmel said: "The code is an advertisement regulation. Either it regulates everybody or nobody." In view of this, he has asked NAB to broaden the scope of its policy to include all drug products.

Mr. Helffrich said last week he had received the letter and told Mr. Graham it would be forwarded to members of the subcommittee which created the guidelines referred to in the letter.

He added that Mr. Himmel originally had indicated his concern to the extent the guidelines were directed to stimulants, calmatives and sleeping aids when NAB was formulating them with a subcommittee.

"That position now has been reiterated in a letter," Mr. Helffrich said. "The subcommittee had an awareness of those attitudes at the point it was drawing up the guidelines and now will have the reiteration of Mr. Graham on behalf of Martin Himmel."

The code director said he could not predict when the subcommittee would meet. "If they feel it is necessary to have one (meeting), I would imagine that Robert Ferguson, who is chairman of the Television Code Review Board and the ex-officio member of the subcommittee, would then indicate a calling together of the subcommittee."

The full code board, which empowered the subcommittee to proceed on the guidelines, Mr. Helffrich said, meets Dec. 9-10.

The guidelines, released by NAB Sept. 10 and to go into effect Feb. 1, 1971, apply to over-the-counter products advertised as stimulants, calmatives or sleeping aids.

Mr. Himmel pointed out the guidelines, as they now exist, do not cover Bufferin, Anacin, aspirin and Excedrin, among others.

But, he asserted, all advertising of over-the-counter drugs at least implies a promise of relief. "It is the advertising of a product that creates the impression. In a sense, it is mood-changing advertising."

If this type of advertising is causing anyone to take drugs, he said, through Mr. Graham, then the guidelines should apply to all drug advertisements, including remedies for aching corns.

Nobody has come up with a study reporting advertising of medicines causes children to use drugs, Mr. Himmel said. Therefore, he argues against the validity of the premise that adver-
timesments of over-the-counter drugs is an overwhelming contributing factor in drug abuse.

But, he added, postulating this is so, that commercials themselves bring about drug abuse, then the guidelines are inadequate and should be extended.

The guidelines now cover about $13.7 million in TV billings for 17 products, out of a $298-million advertising category.

In Jeffrey Martin’s commercials of its Compoz, a warning against the abuse of any medicine is included, Mr. Himmel said, adding he has been urging self-reform within the proprietary drug industry for some time.

### Competitive bids by media buyers

**That’s new technique used by Manoff agency to drive down costs**

The relatively new business of outside media-buying services already is undergoing functional changes, with some advertising agencies utilizing several of these organizations jointly to negotiate and buy time in different markets as part of over-all campaigns for their clients.

This wrinkle in media buying was revealed last week by Richard K. Manoff Inc., New York, which considered it a new approach. But several media services said that in recent months they have completed assignments or have been asked to consider ones that involved their joint services in a group of markets.

Jerry Firestone, media director of Manoff, said that on behalf of a client planning a broadcast campaign in 31 markets, the agency asked six media service companies to submit estimates and bids on the job. He reported that the bids ranged from a high of $220,000 to a low of $185,000. But after the 31 markets were divided up among three services (10, 10 and 11), the total cost dropped from $185,000 to $172,000.

Mr. Firestone stressed that the lowest bidder would not necessarily get an assignment.

Officials of four media-service organizations were divided on the merits of this approach. Two felt that the method was sound inasmuch as media companies would have the opportunity to demonstrate their expertise and substantiate their professionalism. The other two voiced the belief that the lowest bidders were likely to draw assignments and they might not be the most competent organizations.

Mr. Firestone said he is awaiting the post-buy analysis of the 31-market campaign and will use these results to determine Manoff’s future policy on the use of outside media services.

**Hughes has sell-out**

The Hughes Sports Network has sold out sponsorship and signed approximately 20 stations for the finals of the $75,000 Professional Bowlers Association national championship, Saturday, Oct. 24. The live telecast will originate from the Garden City Bowl, Garden City, N.Y., 5-6:30 p.m. NYT. Sponsorship is to be split among Firestone Tire & Rubber (through Eddie Elias Enterprises); Miller Brewing Co. (Mathisson & Associates); R. J. Reynolds (William Esty); and Faberge (Nadler & Larimer).

**Conflict over coded TV spots heats up**

IDC concedes start-up problems but asks FCC to reject BAR complaint

The battle over whether the optical coded TV commercials of International Digionics Corp. always comply with the FCC’s new technical rules allowing automated commercial monitoring grew more intense last week as Chicago-based IDC hit back at a potential New York competitor, Broadcast Advertisers Reports, and filed its own letter with the FCC asking the commission to disregard a BAR complaint.

BAR, in its letter of protest, had requested the commission to enforce its rules on the encoding of commercials and to order alleged “illegal commercials” off the air (Broadcasting, Oct. 5). IDC Thursday said the BAR complaint “contained innuendo and distortion.”

Glenn M. DeKaker, IDC executive vice president, in a separate statement, called for an impartial group from the industry to study claims by BAR that it also has an electronic monitoring system as BAR represents that it has. In defense of its own operating system, now functioning in 27 markets, IDC admitted there have been some start-up problems.

Late last week BAR cited another “apparent flagrant by-passing” of the rules in connection with the IDC system. In a pleading filed with the commission, BAR said “those responsible for certain commercials being encoded with IDC codes are neither advising licensees carrying the commercials nor seeking their permission to transmit the
any disclosure of discrepancies," he claimed, "but to the formulation of a computer data base that can be drawn on by all segments of the industry, including networks, station representatives, advertisers, agencies, talent, etc." Industry needs in these areas have been "established, hashed and rehashed," he continued, "and now the question is who is doing anything about satisfying those needs. It is time to get away from sensationalism and do some accounting of performance."

Mr. DeKraker charged that "through the filing of comments BAR has implied to the FCC that they have an electronic monitoring system. In a letter to broadcasters, asking for permission to broadcast BAR encoded information, they have implied to broadcasters that they have an electronic monitoring system."

The IDC official further charged, "through verbal and written communications with the Joint Policy Committee [advertisers, agencies and unions], BAR has stated that they have an electronic monitoring system."

Accordingly, Mr. DeKraker called for an industry group to "establish credibility for those claiming to be investing in the future needs of the industry via an electronic monitoring system."

Digisonics, he said, "openly welcomes any competition in the area of computer services based upon monitoring." But, he argued, "the motivations of those who oppose electronic monitoring should be clearly disclosed."

IDC expects opposition from "those whose business is being obsoleted by technological advance," Mr. DeKraker said, just as buggy-whip manufacturers tried to block the horseless carriage. As with the advent of the auto, he noted, "there are start-up problems in any new technological advance."

Mr. DeKraker concluded with the observation that responsible representatives in the industry, including broadcasters, "are contributing enlightened criticism and suggestions for implementing the many complex facets involved with the development of a computer data base for the industry."

To imply there would not be start-up difficulties, he agreed, "would be less than naive."

**GE buys out ABC on three Saturdays**

General Electric Consumer Electronics Division, Syracuse, N.Y., announced last week the purchase of all network commercial time on the four ABC Radio networks for three pre-Christmas Saturdays, Nov. 14 and 28, and Dec. 12. Estimated cost of the campaign was not available.

The campaign, handled by Grey Advertising, New York, will include an estimated 300 commercials running on more than 1,500 stations affiliated with ABC Radio. There will be 11 different 60-second commercials broadcast in the campaign.

Norman R. Huey, advertising manager for the GE division, said "every commercial originating from the network studios on the three Saturdays" will sell radios, phonographs and tape equipment, but there is "a considerable amount of local commercial time available" for retailers to buy tie-in spots.

**Probe Nixon rerun sponsors, DNC asks**

The Democratic National Committee last week called on chairman of four congressional committees to investigate the TV-time purchases of four corporations for their rebroadcast of an edited version of President Nixon's Kansas State University address on campus unrest.

The letters went out from DNC General Counsel Joseph A. Califano Jr. to committee Chairmen Wilbur Mills (D-Ark.), House Ways and Means; Emanuel Celler (D-N.Y.), House Judiciary; James O. Eastland (D-Miss.), Senate Judiciary, and Russell B. Long (D-La.), Senate Finance. The DNC contends that the Nixon speech was political in nature and that the purchase of the TV time by PepsiCo. Inc., Warner-Lambert Pharmaceuticals, Reader's Digest and Hawthorne Books for the rebroadcast, constituted a violation of the Federal Corrupt Practices Act. The act, the DNC states, forbids contributions by corporations or labor organizations toward the

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Once over lightly for stomach pain

Pepto-Bismol TV commercials through the years generally have had a staidness that implies there is nothing funny about an upset stomach. Usually the action of the message has been a serious-toned spokesman explaining with diagrams how the product's coating action relieves upset stomachs.

But for this fall Benton & Bowles has created a 10-second commercial with Morey Amsterdam using his comedy talent to portray a "bug" that invades a bigger-than-life stomach with his bag of pain, nausea and queasiness.

The windup of the vignette comes when two Pepto-Bismol "stomach painters" corner villain Amsterdam and cover him with a coating of the pink Pepto-Bismol.

The spot will premiere on CBS-TV's Merv Griffin Show on Oct. 16 and will later appear on the other networks.

A similar animated version of the bug was created by the agency in 1968 for Norwich Pharmacal Co., Norwich, N.Y., maker of Pepto-Bismol.

Joe Lapinski was copywriter for the new ad; Paul Singer, art director; Harvey Greenberg, producer; and Jerry Smith, account executive.

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tions or labor organizations toward the election of candidates for major federal offices, including President, Vice President, senator and representative.

"Campus unrest," Mr. Califano wrote the chairman, "is one of the major political issues in virtually every Senate and House campaign this fall." He pointed out that Republican figures, including the President, Vice President and national chairman, have stressed the importance of campus unrest as a partisan political issue.

"In every market where this speech was telecast there are House campaigns, and in virtually every market there are Senate campaigns, many of them involving seats which the Republicans have expressed particular interest in taking from Democrats," he said, adding that "obvious and very serious questions of public policy" are presented if officers of major corporations are allowed to commit company funds, which include the money of its stockholders, to advance the officers' "political views."

The DNC earlier asked the Justice Department to study the possible violation of the Corrupt Practices Act and also requested that TV stations which sold time for the Nixon re broadcasts provide free time to the Democrats for their program (BROADCASTING, Oct. 5).

Mr. Califano wrote that newspaper accounts indicated that the Justice Department "saw no problem with these activities by corporations, and therefore assumes that no action will be taken."

Consumer groups split on Dennison FTC bid

The Consumer Federation of America announced last week that it would not oppose David S. Dennison Jr. for Federal Trade commissioner. But other consumer groups continued to voice their displeasure with the President's FTC choice, arguing that he lacks a background in consumer protection.

The Senate Commerce Committee, which will report Mr. Dennison's nomination to the Senate floor either positively or negatively, has conducted two confirmation hearings, but has withheld its final decision pending completion of its study of the consumer group charges. That study, according to a Senate Commerce Committee aide, should be ready for presentation to the full committee early this week.

The Consumer Federation of America had earlier submitted a list of eight names to the President as possible nominees for the FTC spot and CFA president; Howard Frazier had worked against Mr. Dennison's nomination before it was announced by President Nixon.

The announcement that CFA would not fight Mr. Dennison's nomination was made by the group's executive director, Erma Angervine, who said a poll of CFA directors showed a majority backed the decision.

Two Philadelphia-based consumer groups have charged that a partner in Mr. Dennison's law firm has engaged in debt collection work for a finance company, a fact which Mr. Dennison disclosed in a letter to the committee. A Commerce Committee aide reported that Beneficial Finance Co. had been a small client of the law firm, but that services were limited to writing collection letters and amounted to only several hundred dollars a year in fees.

AAMCO agrees to sign FTC consent order

AAMCO Automatic Transmissions Inc. last week agreed to a Federal Trade Commission consent order which bars the company from using deceptive business practices and making false advertising claims as outlined in the FTC complaint.

The complaint, issued June 18, charged that AAMCO required its franchisees to adhere to a fundamentally deceptive "AAMCO plan or method of doing business," and terminated the franchise if they failed to do so. The FTC complained that AAMCO shops did not normally repair transmissions with a simple $4.50 adjustment of the bands, provide a "safeguard service" for $13.75, or perform a removal and inspection service for $23, as the company claimed in its advertising. In reality, the FTC said, these claims were normally made only as a means to find prospects who were then led to accept more costly repairs. The commission also charged that the $75 overhaul was misleading because it included only the replacement of gaskets and other "soft" parts, not all worn parts.

The FTC also said the company offered no credit or "easy terms." Instead, the complaint charged that AAMCO referred its customers to finance companies and refused to return the car until he paid in full, and that what was called a "lifetime" guarantee was actually subject to undisclosed conditions.

AAMCO denied the charges Aug. 4, but last week's announcement indicated that the automatic transmission firm, based in Bridgeport, Pa., had agreed to sign the consent order anyhow. Under the order, the company agrees to refrain from the challenged tactics and abide by the FTC guidelines—but the action is not an admission of guilt.

Under FTC rules the commission provisionally will accept the AAMCO order subject to withdrawal of its acceptance following receipt of public comments, which may be filed through Nov. 3. At that time, the commission will take final action.

RKO/TV reps add outsiders

RKO Television Representatives Inc., New York, said last week it will no longer represent RKO/TV properties exclusively, and announced the addition to its client roster of "outside" stations KUTV(TV) Salt Lake City and KBMB-TV Honolulu.

RKO/TV properties represented by the firm are WOR-TV New York; WNAC-TV Boston; KUTV-Los Angeles; WBOB-TV Memphis and WICT(TV) Hartford, Conn. It also represents CKLW-TV Windsor, Ont.-Detroit, in those cities. RKO/TV formerly owned CKLW-TV.

R. C. CRISLER & CO., INC.

BUSINESS BROKERS FOR C.A.T.V. TV & RADIO PROPERTIES
LICENSED SECURITIES DEALERS
UNDERWRITING — FINANCING

We Are Pleased to Announce the Appointment of Mr. H. Lee Druckman as Vice President Specializing in CATV Systems
What's ahead for AAAA conference

Network ad scheduling, full-service agencies lead list of topics

The hottest advertising topics of the fall season would appear to include, among others, network commercial "scheduling" and the current dialogue on the role of the "full-service" advertising agency, judging by the agenda of the 1970 eastern annual conference of the American Association of Advertising Agencies.

The conference will be at the Biltmore Hotel in New York on three days, Oct. 20-22, and other than speeches by AAAA President John H. Crichton on Oct. 21 and by its chairman, Archibald McG. Foster, who is president and chief executive officer of Ted Bates & Co., on Oct. 22, the program is heavily loaded with panels.

The panel, "Does Network Commercial Scheduling Destroy Impact and Effectiveness?" is scheduled for Wednesday (Oct. 21) morning. Featured on the panel are Edward H. Meyer, president and chief executive officer, Grey Advertising, who will serve as moderator; William H. Tankersley, vice president, program practices, CBS-TV; Peter M. Bardach, vice president and director of broadcast, Foote, Cone & Belding advertising; Herbert D. Manelope, president, SFM Media Service Corp.; and Richard Confer, vice president, Reynolds Metals Co. A panel that follows will discuss the question of whether agencies should support "The Unending Advertising Awards." Moderator is Victor G. Bloede, president and chief executive officer of Benton & Bowles; panelists are Shepard Kurnit, chairman and chief executive officer, DKG Inc.; Edward A. McCabe, vice president and copy director, Scali, McCabe, Sloves; John E. O'Toole, president of FCB; and Robert D. Miller, senior vice president and creative director, Warwick & Legler.

"Is the Full-Service Agency a Living Fossil?" is the topic of the Thursday (Oct. 22) morning panel, moderated by Melvin Anshen, professor of business, Columbia University. He will be joined by Maxwell Dane, chairman of the executive committee and secretary-treasurer, Doyle Dane Bernbach; Jerry Della Femina, president of Ketchum, MacLeod & Grove.

Opening panels on Tuesday (Oct. 20) will discuss the advertising trade press and the question, "Is Today's Youth Disenchanted with the Agency Business?" The press panel, moderated by Matthew (Joe) Culligan, vice president, the Diebold group, includes David McCall, president of LaRoche, McCaffrey & McColl; Jack O'Dwyer, New York advertising news correspondent for The Chicago Tribune; James O'Gara, New York editor of Advertising Age and Philip H. Dougherty, advertising columnist of The New York Times.

The youth session will be moderated by William A. Sharon, president of William A. Sharon Associates. Panelists are M. E. A. (Mike) Wilkinson, corporate secretary, Friedlich, Fearon & Strohmeier; John Lane, student at the University of Chicago Graduate School of Business; and Richard Grinberg, account executive of C. S. McKee & Co.

Topic of Mr. Foster's address is "The Right to Advertise" and he will be preceded by William J. Colihan Jr., AAAA senior vice president, who will give "A View of Washington From Washington." Mr. Crichton will speak on "Advertising and the Public."

4A's hear of high cost of smaller audiences

The increased fragmentation of the audience in the 1970's will lead to larger advertising costs to reach customers, Richard E. Casey, senior vice president of Benton & Bowles, New York, asserted last week.

In TV, he said, viewer options will expand as a result of the FCC prime-time access rule reducing network hours: the rapid growth of cable television, and the advent of the home entertainment (cassette) field. Mr. Casey said options for customers are expected to grow in the magazine field, as general publications contract and selective audience publications gain wider acceptance.

Mr. Casey told the Western Region Convention of the American Association of Advertising Agencies in Colorado Springs that the numerous changes in the media during the decade ahead are likely to place limitations on the quality of media research to be produced.

Richard W. Tully, former board chairman of Foote, Cone & Belding, was in a highly critical mood, and chastised clients, advertising agencies and the commission system. He indicated that a client is dictatorial and usually can win an argument "by intimidating it might exercise its prerogative to change agencies."

He castigated agencies that spend substantial sums of money on speculative presentations to gain accounts and...
had harsh words for executives who
"prosper primarily because they are
well connected, good over cocktails or
at the country club."

'Nobody like you'
is Equitable theme

The Equitable Life Assurance Society of the United States, New York, re-
turned to network TV this past weekend,
fter an absence of nine years. Occasion was marked with a new ad-
vertising campaign created by Foote,
Cone & Belding, New York.

Three one-minute commercials, which
premiered on NBC-TV's World Series
telecasts last Saturday, Oct. 10, stress
individuality. A group of bowlers dis-
play their individual forms, softball
players show their own stances, and a
group of football fans react differently
to the same game. The theme of the
campaign, "there's nobody else like
you," emphasizes the sensitivity of the
insurance company to the individual
needs of its clients.

The schedule runs through Jan. 24,
1971, and includes sponsorship in the
National Football League games on all
three networks, the Super and Cotton
Bowls, playoff contests, and ABC-TV's
Wide World of Sports.

Chevron disputes
FTC continues ads

When the Standard Oil Co. of Cal-
ifornia was told by the Federal Trade
Commission that its advertisements for
Chevron gasolines containing F-310
additive were misleading, the company
said it would continue to market the
product as aggressively as before
(Broadcasting, Oct. 5). Last week
double-truck ads appeared in 141 new-
papers, including the Wall Street
Journal, Washington Post and New York
Times in addition to the company's
regular list of West Coast papers. The
ads said: "If every motorist used Che-
vron with F-310 for 2,000 miles (the
same mileage used in four tests con-
ducted by Standard), air pollution
would be reduced by thousands of tons
in a single day. The Federal Trade
Commission doesn't think that's signifi-
cant. We think it is."

In half of the ad space, Standard
Oil describes the tests it conducted or
supervised. The other half challenges
the FTC charge that F-310 additive is
neither new nor different from other
detergents used by other refineries in
their gasolines. "Because the FTC's al-
egations may tend to lessen confidence
in F-310," Standard's ads say, "we are
taking strong and immediate action
against those accusations. We will con-
tinue to advertise and market Chevron
with F-310."

A spokesman at the company's San
Francisco headquarters said the current
campaign featuring Scott Carpenter
would continue. Mr. Carpenter
would not be used, the spokesman felt,
as a voice to speak against the Federal
Trade Commission charges in any radio
or television commercials the company
might produce.

Also in advertising:

Minority media buying
Communicon Inc., new black-oriented media buying
service, has been formed in Chicago at
333 North Michigan by Bill Fonvielle,
president; Fred Grant, executive vice
president, and Larry Shaw, vice presi-
dent. Mr. Fonvielle formerly was with
Vince Cullers Advertising and J. Waler
Thompson Co. Messrs. Grant and Shaw
also had been at Cullers.

DAV campaign
The Disabled American
Veterans have produced a series of
radio and television spots in a campaign
to spur the public to demand an official
list of all American servicemen held
prisoner by the communists in Southeast
Asia. DAV National Commander Cecil
W. Stevenson said that some 6,000 sta-
tions will be involved. "There are over
1,550 servicemen listed as missing in
action," Mr. Stevenson said, "and their
wives and families have not been of-
tially told whether or not they are pris-
oners of war."

Twenty public service
announcements are available for dis-
tribution. Well-known personalities
will be featured in the spots, entitled, "Who
are the Prisoners."

Business briefly:

Clark Oil Co., Milwaukee, introduces a
new 30-second commercial featuring
Alex Karras of the Detroit Lions on a
varied schedule TV campaign starting
Oct. 12 on 48 stations across the Middle
West and running through Dec. 7. The
spot was created by Fiore & Walsh,
New York, and the campaign was
placed by Time & Space Inc., Mil-
waukee.

R. T. French Co., Rochester, N.Y.,
through Rumill-Hoyt Inc., New York,
is introducing Mighty Wipe synthetic
non-woven cloth into test markets. The
30-second commercials, featuring June
Lockhart, are on TV stations in Indiana,
Ohio and Georgia, and are backed by newspaper ads and consumer
sampling.

Rep appointments:

- Texas State Network, Fort Worth:
Walton Broadcasting Sales, Chicago.
- KRON(FM) Las Vegas; KBY(AM) Reno;
KSET-AM-FM El Paso; KDOT-AM-FM
Scottsdale, Ariz., and WMRC(AM)
Milford, Mass.: AAA Representatives,
New York.
- KBIG(AM) Los Angeles, KSL(AM) Salt
Lake City: Robert E. Eastman & Co.,
New York.
- WOUR(FM) Utica, N.Y., and WQNS-
(FM) Natchez, Miss.: Young Radio
Sales, New York.
- WSSB(AM) Durham, N.C.: Avery-

FTC on guarantees

The Federal Trade Commission has
ruled that oral guarantees made on TV
and radio must also be available to pur-
chasers or prospective purchasers in
written form that is consistent with the
broadcast offer.

The FTC added that such oral guar-
antees must also conform to the com-
misson's guides against deceptive ad-
vertising of guarantees.

The action was prompted, the com-
mision said, by complaints that some
broadcast guarantee representations
have been made without corresponding
written guarantees disclosing terms, con-
ditions or the guarantor's identity.
Broadcast news: Bending to the times?

Editors in charge say they’re under new restraints from government, management and an uneasy public

Executives in charge of broadcast newsrooms all over the country are running scared. Never have they been subjected to so many pressures from so many directions. Never has the threat of governmental intrusion into editorial judgments seemed more real.

"In my 20 years of journalism," says Carl Sisskind, news director of KOGO-AM-FM-TV San Diego, "I have never felt as depressed."

The onset of intimidation may be dated from Nov. 13, 1969, when Vice President Spiro T. Agnew, in that now-famous speech to Republicans in Des Moines, Iowa, impugned the objectivity and fairness of network news. But Mr. Agnew was only the prompter. Since he gave the cue, broadcast journalists everywhere have been fair game for critics of every stripe and for politicians of every station, from the Capitol of the United States to the meatiest county courthouse. And, if not leading the orchestration of abuse, the FCC has done nothing to abate it with the fairness rulings it has been issuing.

"We know there’s someone watching us out there, picking out every word, every nuance."

"We’re more aware."

"We take our burden of reporting more seriously."

Such were the comments of delegates interviewed at the annual convention of the Radio Television News Directors Association in Denver. The consensus was clear. The story that might have been routinely handled a year ago is now scrutinized for its possible repercussions. If days used to pass between look-ins on the news department by the station manager, there is new frequency of supervision and advice. It is the manager’s job to keep the station out of trouble in Washington.

Keeping out of trouble in Washington these days is a terror to some news directors and a puzzler to all. Fairness rulings “are hard to define and are confusing,” said Ed Kennedy, WWLP-TV Springfield, Mass. “Sometimes we consider them threatening.”

“The FCC has gone far beyond the original intent which was the allocation of frequencies in radio, now channels in television,” said Doug Hill, WBAT-TV Richmond, Va.

“The FCC is there to govern channels; it has overstepped its bounds,” add-

Tougher times for network news

News chiefs at the radio-television networks are feeling the heat, but they insist that they are sticking by their journalistic standards.

“I am damned pessimistic about increased covert and overt pressures of all sorts from government,” says CBS News President Richard S. Salant.

NBC News President Reuven Frank says there is “more pressure than there used to be.” Sophisticated politicians realize, says Mr. Frank, that “pressure on the media is now more acceptable. They’re taking advantage of it.”

ABC News President Elmer Lower, acknowledging the “criticism of broadcast news from some quarters,” takes some comfort in the observation that “we have not seen any attempt by the FCC to censor our output, to restrain us from dealing with controversial material.”

All deny that they are ducking harder subjects to avoid stirring up more trouble. “This has become a myth,” says Mr. Salant. “I don’t know how to deal with it. We look for gutsy issues; we’re after them all the time.”

“It’s becoming a very popular thing to say that we’ve been avoiding controversy,” says Mr. Frank. In reality, he says. NBC has been going into controversial subjects “a little more than usual.” He adds: “We get a lot of people mad all the time.”

Mr. Lower points to ABC-TV’s Now series as proof of his organization’s interest in developing meaty subjects.

The spate of recent rulings by the FCC in fairness-doctrine cases worries the network news presidents. “If we extend fairness enough,” says Mr. Frank, “nobody will watch. TV will become only a spigot.”

Both Mr. Salant and Mr. Frank see some assurance in the FCC’s denial of a request by private-aircraft pilots for time to answer a Huntley-Brinkley report on air safety and airport congestion (Broadcasting, Sept. 28). Both news executives hope that this may indicate a freer atmosphere for news.
ed a broadcaster from mid-America, Dick Petrik, KOEL(AM) Oelwein, Iowa, a newly elected RTNDA director.

To Glen Broman, WFTV(TV) Orlando, Fla., there's no question that "there's a definite threat, a considerable danger of government encroachment. It's going to come through the FCC issuing guidelines or policies. It's a trend that has been coming for years."

Several directors share Mr. Broman's fears, considering such a "trend" potentially fatal to the communications media. Don F. Stellges, KPTV(TV) Portland, Ore., for instance, has no doubts about ultimate governmental control. "Everything is becoming more governmentalized," he observed. "It's a trend that has been coming for years; it's a trend that has been coming for years."

"It's going to come through the executive branch indirectly through the FCC." Henry A. Magnuson, WGAN-AM-FM-TV Portland, Me., referred to "this ominous governmental blanket that is smothering all radio and television." Bern Rotman, WBEN-AM-FM-TV Buffalo, N.Y., concurred: "There's already more governmental control than there should be. I fear it."

"I think it's something we have to be deeply concerned about," said Lamont McLoughlin, WTOP-TV Toledo, Ohio. "I think it's probably a very serious threat and has been highlighted by the Vice President. It's good to shake the bushes, as long as it doesn't get to the point where we're told what we can do. Once that happens, the danger is: Who does the telling? It would be untenable; we'd no longer have freedom of the press."

Al Morgan, WKNR-AM-FM Dearborn-Detroit, who believes the governmental pressures have made broadcast newsman "more aggressive in seeking out stories we haven't done before," finds himself virtually alone on this island of affirmative response. Most feel Mr. Agnew and the government establishment are inhibiting the gathering and dissemination of news. "Repressive," is how KOGO's Sisskind described the climate.

As the FCC's regulations have thickened, said Mr. Sisskind, "people like me have had to practice our trade with one eye over the shoulder and the other on the typewriter. It makes it difficult to produce a valid newscast." In the end, it is the audience that is deprived.

WGAN's Magnuson agreed emphatically. "Before," he recalled, "if you saw a community problem in the day-to-day news, you'd say, 'We ought to do more on this; the public needs more understanding on this.' Now you say, 'Gee, if we get into that, this nut group is going to want equal time.' And you worry about it. And sometimes you decide not to do anything on it because you're going to go through all that grief."

"The public," added Mr. Magnuson, ABC's McCulla
KOOG's Sisskind
WBZ's Schiffman
“is being cheated with government getting into this whole area.”

“If the FCC sticks to some broad guidelines to help the broadcast industry to do a fair job,” said Dave Partidge, WBAY-AM-FM-TV Green Bay, Wis., doubts the sincerity of the FCC.

“What the FCC is doing now,” he said, “is government encroachment. They say on one hand they’re not going to quarrel with news judgments. Then they turn around and start quarreling with news judgments. You know that any judgment you make is now subject to government perusal, and it isn’t a healthy news situation. We have to consciously fight the tendency to hold back now.”

In another way the news director’s focus is being shifted from traditional journalistic standards. At more and more stations he is reminded by his boss, the general manager, that in choice and content, his news programs can raise legal problems.

“You almost have to be part lawyer to be a reporter,” said Richard Gottschald, WWHO-TV Duluth, Minn. “How can a news director make a news judgment that does not affect his license? Right now the news director’s judgment is so closely tied into renewal it hampers the journalistic function.”

“When you hear what the FCC is doing,” commented Thomas Murray, WOW-AM-FM-TV Omaha, “you think you’re going to spend all your time satisfying the FCC.”

At smaller stations another type of FCC pressure is causing still other problems for the news directors. Mr. Petrok of Oelwein, Iowa, explained that because of the Washington prodding “to go into more community problems and to write editorials, we have no time to cover news.” Beyond that, said Mr. Petrok, it is “almost a full-time job” to keep the records that management now feels must be retained against a possibility of investigation.

The verbal exercises of some FCC commissioners trouble Jim Moore, WQXI-AM-FM-TV Atlanta. "Too many loose comments are coming from the FCC," he said. "Too many commissioners speak carelessly. As a result, enemies of the press pick up these comments, and blow them up until we have an issue of magnitude where there wasn’t an issue before. You can forever be charged with something, right or wrong. A lot of people are vindictive," Mr. Moore added.

Among the news directors, Mr. Agnew is now conceded to have known what he was doing when he picked Des Moines as the site for delivery of his indictment of television journalism. Although his identified targets were the networks and their Eastern command posts, he shot from the heartland of America. Main Streets everywhere have been reverberating ever since.

Suddenly the nervous viewer who cries for “good news” instead of bad, the politician who cries for an outlet for his oratory, the local official who wants to keep the prying eye of television out of his affairs—all are given voice and, by association with Mr. Agnew, status.

“The Agnew syndrome is feeding on the selective habits of our viewers,” said WBAY’s Marshall. “They hear and see what they want to and remember what they want to. Agnew is making it very convenient for them to remember what they regard as ‘bad things.’ They feel criticism is in vogue.

“A lot of people are disturbed at what is going on in the world today and are looking for a scapegoat. Agnew has给他们 us on a silver platter.”

“The biggest danger from the Agnew attack is not that he is not right in certain instances,” commented WWHO’s Moore, “but that it affects other people with whom we deal, from whom we get news. Anybody who has got it in for news people can jump on this Agnew thing as a means of petty revenge.” Mr. Moore said a police official told him: “We’re going all-out for Agnew, we agree with Agnew.” Said Mrs. Moore: “It’s the idea that they’re resentful of news media, and now’s the time to get back.”

Two competitors from Atlanta agreed. David A. Riggs, WSB-TV, said: “Agnew has given them a very strong crutch to swing as part of the argument against broadcasters.” Added Bob W. Neal, WQXI-AM-FM-TV: “Agnew helped to crystallize a growing distrust of the news media.”

“People are saying, ‘I know that you are wrong the way you did it, because look what Agnew says about you; you’re all a bunch of malcontent liberals’,” observed WWHO’s Gottschald. “Everybody is questioning the credibility of the newsman. Before, no one actually questioned a newsman’s judgment.”

“He has polarized the dissidents,” said Mr. Siskind, of KGO.

Jack Eddy, KOMO-TV Seattle, said Mr. Agnew “turned us into the lightning rod.”

“Mr. Agnew merely crystallized those feelings and articulated them for people who felt some of those things,” noted WBAY’s Partidge.

“Agnew didn’t start it,” said Bob Benson, KGO-AM-FM San Francisco, “He just brought out everybody we thought might be with us, and we finally realized there wasn’t anybody there to defend us.”

Not surprisingly, there are political figures who are trying to turn the new mood to their own use.

“There is a growing sophistication and awareness among politicians who are attempting to use media to their advantage,” said Mr. Eddy. “They confuse fairness with equal opportunity. This is the biggest hang-up we’ve got. The game we play now is how to cover the political scene fairly without being used.”

That game, it is apparent, is being played with varying degrees of enthusiasm by TV and radio stations across the land. Most news directors indicate they are doing what they always have done—presenting the news objectively and fairly—albeit with one key difference: One eye is trained on the FCC.

WGAN’s Magnuson, amplifying his conviction that government is inhibiting news and public-affairs programming, said: “You worry so much about equal time that you’re liable not to cover the
story well for fear of leaving somebody out and getting a citation from the FCC.” Len Martin, KSJ(AM) St. Louis, takes extra precautions in this area. “What we’re trying to do now more than ever,” he reported, “is to give both sides of controversial issues in the same broadcast.”

“I don’t believe in Section 315,” declared Ed DeFogest, KWKH-AM-FM, Shreveport, La. “I think it’s unfair. Fairness is unfair. It has the potential to inhibit some things you would like to do. It tends to restrict freedom of expression, and that’s not right.”

“Sometimes in its efforts to be fair the FCC is actually creating more problems for us,” said Rod G. Gelatt, KOMU-TV (university-owned) Columbia, Mo. “For example, the directives now about the fairness doctrine. We would just much rather that broadcasters with responsibility and integrity should be relied upon to do a fair job.”

An increased tendency for local governmental bodies to call executive and closed-door sessions is traced by many news directors to the atmosphere created by criticism of the news media.

Charles Leonard, WFRV-TV Green Bay, Wis., said: “When Mr. Agnew makes his comments, he indirectly affects the local governmental agencies into maybe putting a little pressure on us. They become a little suspicious where they had not been. Where we once had a close working relationship, they start looking at us with a jaundiced eye.”

The threat to broadcasters is coming, “not so much from Agnew and government,” according to WOY’s Murray, but “from all the other myriad of politicians—mainly on the local level—who half hear and half understand.” As for the viewers, Mr. Murray is convinced their “questioning was more intelligent before Agnew. They had their own thoughts; now they’re parroting Agnew.”

The spotlight thrown on the broadcast news profession also has had its impact on the personal lives of some news directors.

By Williams, WJIC-TV Pittsburgh, for one, related how he has lost friends, “especially people who consider themselves a little bit sharper in the news-critique than the ‘newsroom.’ Why? Agnew,” he declared. “They rallied behind him and he gives them constant encouragement.”

“I’ve found that there are a lot of instant news directors and editors nowadays,” said Jim McCulla, ABC News, Los Angeles, new president of RTNDA. He recalled how he told a surgeon friend he would fill in for him at the hospital while the surgeon was on vacation: and later “he could come down and run my newsroom.”

Commented Jeffrey Schiffman, WBZ-TV Boston: “I often wondered what would happen if I walked up to an architect and criticized the home he just built as freely as some people feel they can make judgments about what we’re doing and why.”

“I don’t think you lose friends over this sort of thing,” continued Mr. McCulla. “But you take a hard look at people and suddenly you realize they aren’t the sort of people you thought they were.”

“I get into a lot more arguments now, especially with people who call the station, offended that they think we’ll sell out or cop out to the Eastern establishment,” said Charles Whitehurst, WFMV-TV Greensboro, N.C. Another Southern RTNDA member, Mrs. Eleanor B. Whiteaw, WDBL-AM-FM-TV Columbus, Ga., said: “I’ve gained more friends. They think maybe I know more than they do and they want to learn.”

For Pat Polillo, the sudden interest in his profession has affected him closer to home. When he became news director of KSTV San Francisco several months ago, his mother pleaded: “Please make the news better; try not to make the news bad.”

Perhaps the key effect of all the name-calling and rhetoric of the past year is one that could have the most lasting, positive impact on the broadcast news fraternity: “unify,” with the newsmen recommitted to integrity and professionalism.

“Agnew solidified news people in this country more than newsmen could ever hope to do themselves,” observed Al Crouch, WBRZ-TV Baton Rouge, La.

Some news directors, however, lament the lateness of this development. “I’m tremendously distressed that our industry has not come to our own defense any more than it has,” said WFMV’s Whitehurst. He and others, however, did recall and praise RTNDA’s enterprise in meeting with FCC commissioners several months ago to discuss mutual problems (Broadcasting, June 29).

But there has not been enough such effort, the directors agreed. “One mistake we have made,” said RTNDA President McCulla, who is generally pessimistic about the situation, “is that any time a threat is made by a government official or anybody, it has to be answered immediately. We can’t let the thing dangle. It’s like the big-lie technique.” And, he conceded, “I don’t think we answered Agnew with any great degree of unanimity.”

That they now have their work cut out for them is recognized by all.

Even Donald Loose, WTMJ-AM-TV Milwaukee, a self-styled “optimist,” is wary and urges vigilance. The danger of government interference, he said, is great “if organizations like RTNDA and the National Association of Broadcasters aren’t watchdogs.” Added WOY’s Moore: “We have to continue to fight, continue to make our views known to the FCC and politicians.”

While recognizing what must be done, Mr. McCulla struck a disquieting note. “The problems are going to be continuous from government,” he forecast. “Nobody’s ever going to convince me Vice President Agnew is speaking for himself. I think he’s speaking for everybody in the administration. I’m afraid. I’m very concerned about the whole thing—about our rights under the First Amendment.”

WWSY’s Hill looks ahead philosophically. “It’s the very nature of anybody who has power to seek more power,” he observed.

Don Webb, WKRC-AM-FM Cincinnati, expressed more confidence. “I don’t think we have to stand in fear of the government on license renewal. If you’re doing your job in broadcasting, holding up your share of the bargain . . .”

What, then, is the answer?

Koco’s Sisskind called for a “certain amount of reasonableness” from the FCC. “Times have changed,” he said, “but people haven’t; they have the same desire to learn, to know what’s going on. To repress the electronic media is wrong. Instead of keeping pace with the times, we’re walking backwards.”

Chet Casselman, KSPO(AM) San Francisco, vice president of RTNDA and on the escalator to be president next year, expressed a more pragmatic outlook.

“Agnew made me even more conscientious, more aware of my responsibilities,” he said. “He and we serve the same function: we’re a public service. Our license is up for renewal every three years; his is up every four.

“1’ll stand on our record: I hope he can stand on his.”

(The foregoing special report was researched and written by Norm Oshrin, associate editor, Washington, on assignment in Denver for the RTNDA convention.)

Policeman’s guide to media

To insure complete access by the media to information from police sources, a booklet containing criteria for police-media relations has been issued by the Detroit Police Department. Main purpose of the material, prepared following a series of conferences among the police, radio, TV and newspaper representatives, is “to add a further dimension to police professionalism by showing the individual officer how police and newsmen can cooperate to make each other’s jobs easier . . .”
BOAC brings Britain to U.S. airwaves

It is a British invasion, but not one designed to get the American revolutionary forces up in arms.

WVOX-AM-FM New Rochelle, N.Y., was taken over from sign-on to sign-off Oct. 6 by an all-English cast broadcasting an all-British program.

Sponsored by British Overseas Airways Corp., this was the fourth time the airlines firm has moved in on a radio station. The others were WKNE-AM-FM Keene, N.H.; WBRK-AM-FM Pittsfield, Mass., and WQHO(AM) Kingston, N.Y.

William O'Shaughnessy, president of the suburban New York radio station, termed the drw "a tremendous success, adding that revenues were in excess of $2,300.

It costs BOAC about $2,000 per show to tape interviews, bring personnel in, and beam trans-Atlantic broadcasts. Usually, an airlines spokesman said, the radio station increases its advertising for the day. The Kingston station management said it nearly tripled its announcements during this special programing.

Although BOAC is the main sponsor, the program is an all-English endeavor with the British Broadcasting Corp. supplying local news either by satellite or leased line, Big Ben tolling the hours, and the British trade development organizations, through English distributors, supplying shops with display materials.

A special feature on this particular broadcast was a link-up between BBC Radio Brighton and New Rochelle. It included interviews with Brighton persons living in the U.S.

T. Ivan (Tip) Pyle, public relations manager, BOAC-U.S.A., is the all-day announcer for the all-British program.

Currently, the airlines firm is investigating San Diego and Miami as possible sites for future broadcasts.

Grey offers fight drugs around world

Grey Advertising Inc., New York, has volunteered the services of its international organization to help fight drug abuse on a worldwide level.

Edward H. Meyer, president, speaking at a special United Nations meeting Sept. 21, said Grey's knowledge of the problem was gained while working with the U.S. government's National Institute of Mental Health on an anti-drug abuse campaign. This information, he said, now is available to other countries to help combat this rising problem.

Grey and its international partners also have hired Dr. Sidney Cohen, former director of the narcotics addiction and drug abuse division, National Institute of Mental Health, as a consultant. Dr. Cohen recently returned from Europe with figures indicating drug abuse has reached crisis proportions in many countries, Mr. Meyer said.

Population control drive set

Richard K. Manoff Inc., New York, has been appointed by the Advertising Council to create a national advertising campaign on population control and family planning. Manoff will work with Planned Parenthood-World Population which has been designated by the Advertising Council as campaign sponsor, with Vincent Van Beuren, manager advertising and sales promotion, Xerox Education Group, Xerox Corp., Stamford, Conn., serving as coordinator.

Fates & Fortunes

Broadcast advertising

Martin F. Connely, VP and director of sales for Metropolitan-owned television stations division, New York, named VP, general sales manager, Metro TV Sales there.

Mr. Connely

Charles Allen, research director, Compton Advertising, New York; Bernard Lipsky, director of information services, and James W. Thomas, elected senior VP's of agency.

Philip Aglaim, executive VP, Parkson Advertising, New York, elected president, succeeding Edward Kleiter, who becomes chairman of board.


Robert M. Collins, associate creative director, Benton & Bowles, New York, named VP.


Edward Bessey, director of product management, Pfizer Pharmaceuticals, New York, named VP-marketing.

Joseph Vevoda, director of manpower training and development for Pfizer Laboratories, named VP-sales. William Steere, formerly director of product management, Roering division of Pfizer, named VP-marketing.

Gene Jankowski, account executive, CBS-TV Network Sales, appointed general sales manager, WCBS-TV New York.

William Culp II, director-marketing, Campbell Soup Co., Camden, N.J., for canned food products other than soup, appointed director-marketing, frozen foods.

Paul Whitman, with research management staff, informations systems division, General Electric, Phoenix, named VP and research director, Grey Advertising, Los Angeles.

Thomas F. Papanek, VP-associate creative director, Needham, Harper & Steers, Chicago, named creative director.

Thomas G. Yohe, senior VP and art and TV group head, LaRoche, McCaffrey and McCall, New York, appointed head of agency's art and TV production departments.


Allan J. Hughes, VP and director of
advertising sales, Film-TV Daily, New York, which recently suspended publication, joins ABC Radio Network, New York, as merchandising manager.


Dorothy Shahnian, senior associate, Vitt Media International, named VP.

Allen Franco, with WTTY(TV) Indianapolis, joins Donegan, Willingham & Bartlett, Indianapolis agency, as VP-account executive.

Gary Marshall, with WLWI(TV) Indianapolis, joins WLWC(TV) Columbus, Ohio, as sales manager.

Donald A. Getz, Western sales manager, WGN(AM) Chicago, appointed general sales manager. Donald E. DeCarlo, senior account executive, appointed assistant general sales manager of WGN.

Raymond Maselli, with WNBK-FM Binghamton, N.Y., joins WEN(AM) Syracuse, N.Y., as general sales manager.

Ben Kordus, with Milwaukee Journal, joins WTMJ-TV Milwaukee as local sales manager.

Jerry Colvin, formerly national sales manager, KTBS-TV Shreveport, La., joins WAPT(TV) Jackson, Miss., as general sales manager.

Rod Barker, sales manager, KHOU(AM) Denver, joins KWWB(AM)-KQTY(FM) Wichita, Kan., in same capacity.

Robert E. Reich, local sales manager, KGFL(AM) Los Angeles, appointed general sales manager.

Robert E. Alden, with WOR(AM) New York, appointed to newly created position of director of sales operations.

Media


Mr. Gates, 43-year veteran with WGN and the Chicago Tribune, continues as consultant.

William B. Arthur, editor, Look magazine, and director, Cowles Communications, New York-based group owner, elected VP of Cowles. Look magazine is subsidiary of Cowles. John Haberlan, general manager, WESH-TV Daytona Beach-Orlando, Fla., Cowles station, elected VP of Cowles, and William Hippen, general manager, KNBT-AM-FM-TV Des Moines, Iowa, also Cowles stations, elected VP of Cowles.

Arthur D. Glenn, local sales manager, KTAR-Tv Phoenix, appointed VP and general manager.


Robert C. Wisnewski, general manager, Cosmos Cablevision, Columbia, S.C., also appointed assistant to president, Cosmos Broadcasting there.

Don Moore, station manager, KSEL-TV Lubbock, Tex., named executive VP and general manager, WAPT(TV) Jackson, Miss.

Herbert S. Ornstein, controller, CBS Television Services division, New York, named VP, development and business affairs, of communications division of Viacom International, firm to which CBS is spinning off domestic CATV interests and TV program-syndication operations. Colin A. Hanna, with CBS Radio Spot Sales, New York, appointed director, corporate relations, Viacom.

Charles A. Castille, with Southwestern Louisiana Communications, licensee of KLNT-TV Lafayette, La., elected president of Southwestern. T. Marshall Weaver, executive VP and general manager of KLNT-TV, resigns. He will remain with station in advisory capacity until end of this year. His duties are assumed by Mr. Castille.

Aaron I. Fleischman, attorney with CBS, New York, joins Television Communications there as VP, general attorney.


Amos Eastridge, KMTV(TV) Omaha, elected president, Nebraska Broadcasters Association. Roger Larson, KFMR(AM) Lincoln, elected president-elect, and Orv Koch, KFOR, elected treasurer.

Dr. Ron Hull, assistant manager-administration, Nebraska Educational Television Network, Lincoln, appointed network program manager for Nebraska Educational Television Commission and assistant general manager-programing for University of Nebraska Television, Lincoln. He succeeds Bill Oxley, who resigned to join Public Broadcasting Service, Washington. Dr. Hull is succeeded by Paul Few, operations coordinator, Great Plains National Instructional Television Library, Lincoln.

Edward L. Hearn, VP, Radio Advertising Bureau, Detroit, joins KIXI-AM-FM Seattle, as VP-general manager ("Closed Circuit," Oct. 5). He succeeds Wally Nelsskog, who resigns to devote time to consulting activities to KFMX(FM) San Diego, of which he is president.

L. Brent Hill, assistant general manager and program director, WIS(AM) Columbia, C.S., appointed general manager. He succeeds Lamar Clifton, who resigned to join U.S. Chamber of Commerce.

Duane Christ, formerly with Kaiser CATV, Phoenix, rejoins firm as manager of special projects.

Bob Templeton, formerly with WMKC(AM) Oshkosh, Wis., joins KC85-AM-FM Hastings, Neb., as station manager.

Deane Johnson, program director,
George andrus, with KFMB-TV San Diego, appointed producer-director.

Jim Feller, assistant director of worldwide television operations, Warner Bros., New York, will leave company at end of this month. His future plans have not been announced.

Robert L. Taylor, music director, WVNJ-AM-FM Newark, N.J., appointed program director succeeding late Steven Van Gluck.

Mike Engel, formerly with ABC-TV station clearance, New York, joins WLTV(TV) Bowling Green, Ky., as program director.

Mel Shaveson, president, Writers Guild of America West, joins Warner Bros. Television, Beverly Hills, Calif., to work in television development and motion pictures.

John Roina, with staff of KSFO(AM) San Francisco, named production coordinator.

Michael Butler, freelance film maker, joins Haboush Co., Los Angeles commercial producers, as director-cinematographer.

News

Roy L. Karon, news producer, KMOX-TV St. Louis, appointed news director of KDAL-AM-TV Duluth, Minn. He succeeds Bill Krueger, appointed editorial director.

John Sharp, reporter and anchorman, WLKY-TV Louisville, Ky., appointed news director.

Pat Gaughan, weather director and newscaster, WTRF-TV Wheeling, W. Va., appointed night news editor.

Burl Osborne, Denver news editor, AP, appointed chief of AP bureau at Louisville, Ky., succeeding Dorman E. Cordell, who becomes chief of AP's Denver bureau. Mr. Cordell succeeds Noland Norgaard, who retires.

Irwin Sachik, formerly European field producer, Huntley-Brinkley Report, NBC-TV, appointed news manager, West Coast, NBC-TV.

Melvin A. Berman, with WINQ(AM) Tampa, Fla., appointed news director.


Rudolph W. Brewwing, newsman, WUST(AM) Washington, joins WOKE(AM) there in same capacity.

Connie Law, with WFAN-TV Washington, joins WITE(TV) Providence, R.I., on news staff.

Equipment & engineering

Carlos E. Burnett, with RCA, Harrison, N.J., named division VP and general manager, industrial tube division. Clifford H. Lane, with RCA, named to newly created position of division VP, technical planning, RCA Electronic Components, Harrison.


R. Joseph Dorcy, senior sales engineer, Sylvania Electric Products, Melrose Park, Ill., appointed product sales manager, Sylvania television picture tubes, Seneca Falls, N.Y.


John W. Kean, chief engineer, Connecticut Educational Television, Hartford, named VP-engineering.

W. I. McCord, with Ohio Educational Television Network, appointed director of engineering.

Jerold Ireland, technical director, NBC-TV Burbank, Calif., named supervisor, field technical operations, West Coast. He replaces Ralph Clements, who retires.

Promotion

Christopher Cerf, formerly senior editor, Random House, New York pub-
lisher, appointed editor in chief of newly created nonbroadcast materials division of Children's Television Workshop, New York. New division will produce materials to help reinforce lessons from CTW TV series.

Carolyn James, public-affairs director, KFI(AM) Los Angeles, named director of advertising and public relations. Diana Wyngarden, assistant, production department, KFI, named public-service director.

Anthony Altieri, account executive, Porterhouse and Associates, Los Angeles agency, joins KFI(AM) there as director of merchandising and sales promotion.

Antoinette W. Roades, editorial assistant, Broadcasting magazine, Washington, joins WMAL-AM-FM Washington as assistant promotion director.

Allied fields

Jerry Zarin, formerly marketing VP and principal in Responsive Data Processing, Mt. Kisco, N.Y., joins Rubin Kleidman Research, New York, firm involved in new-product market testing and consumer research, as executive VP.

Harry J. Bolger, with A. C. Nielsen Co., New York, appointed client-service executive, media-research division local services.

Deaths

Frank G. Macomber IV, 37, president and owner, KSEE(AM) Santa Maria, Calif., died Sept. 16 of pneumonia. He acquired station in 1966. His mother survives.

Robert G. Boardway, 45, executive producer-director, KTNT-TV Tacoma, died Sept. 24 in Tacoma. Prior to joining KTNT in 1947, he was on staff of KMOV(AM) Tacoma.

Paul D. DeTuccio, 47, director, WJAR-TV Providence, R.I., d'ed Sept. 14 at Rhode Island hospital of heart attack. Survivors include his wife, Kathy, two daughters and five sons.

Tom Hanlon, 63, retired sportscaster for CBS Radio, Hollywood, died Sept. 29 in Northridge, Calif. He had been KNX(AM) Los Angeles night manager and sportscaster for 30 years. His wife, two sons and daughter survive.

For The Record

As compiled by Broadcasting, Sept. 29 through Oct. 6 and based on filings, authorizations and other FCC actions.

Abbreviations: Alt.—alternate. ann.—announced. am.—amplitude. aur.—aural. aux.—auxiliary. CATV—community antenna television. CI—critical hours. CP—construction permit. D.—day. DA—directional antenna. ERP—effective radiated power. kHz—kilohertz. kwh—kilowatt/hours. LS—local station. mm—megahertz. mod.—modification. N.—night. PSA—presurise service authority. SCA—subsidary communications authority. SH—specified hours. SSA—special service authorization. STA—special temporary authorization. TVA—transmitter of visual auxiliary. UL—ultra high frequency. U—unlimited hours. VHF—very high frequency. vis.—visual. w—watts. w.s.—watts. educational.

New TV stations

Actions on motions

■ Office of Quoines and Review in Terre Haute, Ind. (Terre Haute Broadcasting Corp. and Alpha Broadcasting Corp.), TV proceeding, on request by Terre Haute Broadcasting Corp., extended through Oct. 7 to respond to application for review filed by Alpha Broadcasting Corp. (Docs. 18321-2). Action Sept. 28.

■ Hearing Examiner Forest L. McClenning in Jacksonville and Miami, both Florida, and Asheville, N.C. (Florida-Georgia Television Inc. et al.), TV proceeding, on request by Wometco Enterprises Inc. and Antwin Theatres Inc. to extend time for filing re-rulings on Oct. 19 (Docs. 10834, 17582-4 and 18185-6). Action Sept. 28.

Other actions


Call letter actions

■ Northern Entertainment Inc., Traverse City, Mich.—Granted WGTU(TV).

Existing TV stations

Final actions

■ WTCT(TV) Chattanooga—Broadcast Bureau granted license covering new TV; specify studio location, 441 Amnicola Highway, Chattanooga. Action Sept. 29.
Summary of broadcasting
Compiled by FCC, Oct. 1, 1970

<table>
<thead>
<tr>
<th>On Air</th>
<th>Licensed</th>
<th>STA*</th>
<th>CPs</th>
<th>Total On Air</th>
<th>Hot On Air</th>
<th>Total Authorized</th>
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<td>Commercial AM</td>
<td>4,289</td>
<td>2</td>
<td>10</td>
<td>4,301</td>
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<td>Commercial FM</td>
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<td>43</td>
<td>528</td>
<td>15</td>
<td>585</td>
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<tr>
<td>Commercial TV-VHF</td>
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<td>14</td>
<td>512</td>
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<tr>
<td>Commercial TV-UHF</td>
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<td>123</td>
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<td>Total educational TV</td>
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<td>19</td>
<td>195</td>
<td>17</td>
<td>212</td>
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</table>

* Special Temporary Authorization.
1 Includes 25 educational AM's on nonreserved channels.
2 Includes two licensed UHF's that are not on the air.


CBS
- Formula: Same at ABC.

NBC
- Formula: NBC pays affiliates on the basis of "equivalent hours." Each hour broadcast during the contract month is equal to one equivalent hour. The fraction of total time available for network use that is filled with such programming is applied against the equivalent hour value of the program period. Then, after proration on a certain number of hours is waived, the resulting figure is multiplied by the network station rate. NBC pays station a stated percentage of that multiplication—usually, 3.5% for ABC and 5% for NBC.
- KORK-TV Las Vegas (Western Communications Inc.) Amendment dated Sept. 2, 1970, increases network rate from $338 to $355 effective March 1, 1971.

New AM stations
- Starts authorized
  - WLVN Luray, Va.—Authorized program operation on 1060 kHz, 500 kw-D. Action Sept. 18.
  - WATF Cape Girardeau, Mo.—Authorized program operation on 980 kHz, 500 kw-D. Action Sept. 22.
  - WAPR Avon Park, Fla.—Authorized program operation on 1390 kHz, 1 kw-D. Action Sept. 23.
  - WKEG Washington, Pa.—Authorized program operation on 1110 kHz, 1 kw-DA-D. Action Sept. 22.

Final action
- Fergus Falls, Minn.—FCC denied petition by Harvest Radio Corp., applicant for new AM at Fergus Falls (Doc. 18852), for reconsideration of commission's memorandum opinion and order released May 11, designating applicant for hearing. Action Sept. 30.

Call letter action
- Kershaw County Broadcasting Co., Camden, S.C.—Granted WPUB.

Existing AM stations
- Final actions
  - KPAL Palm Springs, Calif.—FCC approved application of KPAL Broadcasting Corp., joined in by B. B. Moore Corp., the assignee, for relocation of KPAL trans. to point 4.8 miles southeast of present site. Action Sept. 30.

- WAAT Radio, licensee, for reconsideration of commission action denying WAAT's request for rule waivers and returning as unacceptable application for full-time operation. Action Sept. 30.
- WNDU South Bend, Ind.—FCC granted application by Michiana Telecasting Corp., licensee, and request for waiver of principal city coverage requirements. Action Sept. 30.
- KVFD Fort Dodge, Iowa.—Broadcast Bureau granted CP to change ant.-trans. location to 0.5 miles south of US 169 and 20 intersection on 169, Fort Dodge; April 11, 1971. Action Sept. 28.
- WMOR Morehead, Ky.—Broadcast Bureau granted license covering use of former main trans. for aux. purposes only. Action Sept. 30.

Action on motion
- Chief, Office of Operations and Review in Media, Pa., re-ruled of renewals of WWXR-AM-FM, granted permission by applicant and extended time to reply to opposition to such action. Action Sept. 30.
- WDKU-AM, conditions for failure of license to operate during 1970 for failure to pay license fee. Action Sept. 30.
- WCCF-AM, for failure to apply for relicensing. Action Sept. 30.
- WJIB(FM) Marion, Ohio.—Broadcast Bureau granted license covering new aux. trans. for aux. purposes only. Action Sept. 30.
- WJDF-FM, licensee, for permission to change call letters from WJIB to WJDF. Action Sept. 30.

Rulemaking action
- Bay Shore, N.Y., FCC rescinded assignment of FM ch. 276A to Bay Shore effective Nov. 9. Action Sept. 30.

Call letter applications
- Big Basin Broadcasting Co., Sallisaw, Calif.—Requests KRRB-FM.
- San Joaquin Delta College, Stockton, Calif.—Requests KSJC-FM.
- Millikin University, Decatur, Ill.—Requests WJUJ(FM).
- 3-D Communications Corp., Marion, Ill.—Requests WDDDD(FM).
- Prairie Communications Inc., Scooby, Mont.—Requests KCQGM(FM).
- Bellevue School District #405, Bellevue, Wash.—Requests KSAB(FM).
- ASWC Radio Committee, Walla Walla, Wash.—Requests KWWC(FM)

Call letter actions
- Metropolitan School District, Indianapolis—Granted *WEDM(FM).
- Rigs-Bussard Broadcasting Co., Lima, Ohio—Granted WLVR(FM).
- Rio Grande Family Radio, McC Allen, Texas—Granted KVMM-FM.

Designated for hearing
- Burney and Fall River Mills, both Calif.—FCC set for hearing mutually exclusive applications of Dynes Sherman Barnes, Fall River Mills, and W. H. Hansen, Fall River Mills, for new FM on 106.1 (100 kw). Action Sept. 30.
- Sun Prairie, Wis.—FCC set for hearing mutually exclusive applications of Sun Broadcasting Inc. and Jerry J. Collins for CPs for new FM in Sun Prairie on 92.1 in consolidated proceedings. Action Sept. 30.

Existing FM stations
- Final actions
  - WONE-FM Panama, Fla.—Broadcast Bureau granted remote control. Action Sept. 29.

Call letter action
- KCNA(FM), Pennino Music Co., Henderson, Neb.—Continued on page 71

BROADCASTING, Oct. 12, 1970
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<th>Address</th>
<th>Phone</th>
<th>Code</th>
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<td>JANSKY &amp; BAILEY</td>
<td>Consulting Engineers</td>
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<td>JAMES C. McNARY</td>
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<td>COMMERCIAL RADIO</td>
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<td>A. PROSE WALKER ASSOC.</td>
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RADIO

Help Wanted Management

NE local station... NY, needs strong sales-station manager. Mail photo and full particulars. Box K-19, BROADCASTING.

Expanding radio group looking for manager and chief engineer with proven records for important midwest market in northern Ohio. Salaries commensurate with ability. Send resume to Box K-61, BROADCASTING.

We’re splitting off our FM from AM. Separate sales and programming. Need experienced sales manager or manager. Must be aggressive with good background. Contact Donald W. Curtis, P.O. Box 518, Cherryville, N.C. (704) 433-3745.

Help Wanted Sales

Experienced salesman with good track record. 5000 watts St. Louis, Mo. Single family home. Over $767 million retail sales in primary coverage area dated Oct. 1 in August area survey. Excellent opportunity for right type. The position can be yours. Stations has been undersold. Computing distance from Washington, D.C. Box K-92, BROADCASTING.

Join aggressive sales staff at WNAX State radio. Only those capable of a 140 minute with farm radio interest need apply. Guarantee plus expenses call Roger Turner, Gen. Mgr., 605-665-7447, Yankton, S.D. Send tape and resume to Box K-9, BROADCASTING.

Call (312) 787-1267 in Chicago for a challenging sales position with broadcast service firm. $25,000 minimum potential.

Three station group of young broadcasters is expanding again and needs one more aggressive street salesman or sales craft. Will work on commission. For the guy who can cut it in our sales oriented group, there is plenty of management possibilities. Two of our men are now managers with an interest in stations. Start at $12,500. Must travel for interview at your expense. Call or write Michael Schwartz, 1-203-501-1550, or 998 Farmington Ave., West Hartford, Conn.

Announcers

Pennsylvania full timer with easy listening format needs experienced announcer with first phone. Include tape & resume with reply. Box J-199, BROADCASTING.

Maryland MOR has excellent position available for experienced full timer. Must be working. Send tape and resume, Box K-1, BROADCASTING.

Five day week... New Hampshire small market... good paid and production, Star salary requirements. Box K-71, BROADCASTING.

New station all announcers first to third phone, with and without experience. Interested in news, sports, folks, old contemporary, jazz, classical, and talk shows. Excellent opportunity, top pay and benefits, New England location. Reply immediately. Must send tape, resume and pic. Send to Box K-99, BROADCASTING.

Afternoon drive man for MOR near New York City. Must be experienced, Salary commensurate with quality. Box K-100, BROADCASTING.

Immediate opening for experienced announcer in southern Dutchess. Rush tape, resume, salary requirements. Box K-101, BROADCASTING.

Medium market overnight show within 75 miles New York city area needs young man. Impeccable reference, three class resume. Tape resume, salary requirements. Box K-109, BROADCASTING.

Midwest contemporary MOR, first phone personality needed immediately. Station rated 21. Salary open. Send resume, tape, salary requirements. Box K-110, BROADCASTING.

Eastern regional AM-TV wants versatile, experienced announcer for bright MOR format and daily TV program. Send photo, check, picture and salary requirements to Box K-126, BROADCASTING.

Announcers continued

Five kilowatt fulltimer needs morning announcer with sales. Send tape, resume and tape to KWEW, Box 777, Hobbs, New Mexico.

Top 40, rush resume, photo, tape (prod-news) to: WCAM, WDAT, Box 5053, Daytona Beach, Florida 32020.

Immediate need for contemporary jock with strong sales ability. Send tape, photo and references at once, or call 319-583-6471, WDBQ, Box 1280, Dubuque, Iowa 52001.

1st phone announcer—possibility of advancement to operations manager. Fastest growing station in market offers stability and good company benefits. Excellent opportunity. Call (515) 359-5916 or send tape, resume to station WGGF, Indianapolis, Indiana 46203.

Station increasing power needs 1st phone announcer. Experience not as necessary as good work attitude. No minimum. Responsible, mature, in St. Louis on four-lane highway. All details first letter. WINU, P.O. Box 303, Highland, Illinois.


WSAF, West Florida’s “good music” station is seeking an experienced, quality afternoon announcer. 1st phone and salary immediately. Immediate opening. Tape and resume to Chuck Davis, Opl. Mgr., P.O. Box 339, Sarasota, Florida 33578. (813) 955-3308.

Small market radio, need 1st phone who would like to do sales and become 2nd phone. No experience or age limited, good working conditions, beautiful location to live for the right person. Send all correspondance as Mr. Smith, 389 Glenn Avenue, West Liberty, Ky. 41472.

Wanted—announcer—lower Rio Grande Valley. Contact Edgar Clinton, 345 South 7th, Raymondville, Texas.

Noma, Alaska, 10KW... needs three experienced announcers and join in educational radio venture Min with minds. Must be simple due to living as accommodations. Audience 95% English speaking Eskimo in 50 S. New Complete equipment. Non salaried positions. All living expenses and travel costs will be paid one year service. Needed in December of 1970. Must have voice, delivery, personality, and ability to help others. All varieties of music format with educational content. GI, Station is Bishop of Northern Alaska. Must have excellent work and character references. Send all tapes, resumes and photos. Contact Fessier Jim Poole, D.J., Box 101, Nome, Alaska.

New Ultra-modern country singer 1 hr. from Nashville needs right man. Must have run tight swingin’ bands; with personality; have good sales backround; have modern country music knowledge and love; be anxious to progress with station. Base salary $200. Total salary depends on his sales ability. Primary coverage population over 45,000. Send tape, resume, picture immediately to 4707 Joy Circle, Huntsville, Ala. 35803.

Technical

Southeastern AM-FM-TV station offers above average salaries for engineers experienced in AM-FM-TV operation and maintenance. First class license necessary. First class engineer without experience will be considered. Reply must be complete with references, photographs and recommendations. Reply Box J-199, BROADCASTING.

Experienced mor for good sound AM-FM operation in small South Carolina market. No drifters or bad habits. Want a solid working man that will fit in a good working environment. Reply engineer-anouncer, but not necessary. Box K-117, BROADCASTING.

New owners, new plant soon under construction, need engineer, announcer in the only AM station, non-directional. Requires lots of basic knowledge of electronics and run a tight contemporary top 30 board. Contact Don Chaney, KETM Radio, Box 1230, Temple, Texas 76501.

Help Wanted 32¢ per word—$2.50 minimum. All other classifications 35¢ per word—$4.00 minimum.

Display ads. Situations Wanted (Personal ads)—$25.00 per inch. All others—$40.00 per inch. Minimum of 10 column inches. Deadline for copy must be received by Monday for publication next Monday. Please submit copy by letter or wire. No telephone calls accepted without confirming wire or letter prior to deadline.

Technical continued

Chief engineer for KWBW (AM) KGTV (FM), Wichita, Kansas. KWBW is 5 kw daytime, 1 kw night, both directional, KGWV in stereo with automation. New management willing to pay for top quality. Experience. Call or write Frank Gunn, Box 2486, Wichita, Kansas 67201. 316-383-3321.


News

Newman—join top rated news staff at midatlantic MOR. Good voice, initiative and perspective a must. No experience. Excellent fringe benefits. Local news is our bag. At least two years experience. Three stations, studio, board, Georgetown and remote studio and tapes and recent photo. Equal opportunity employer.

KRBN has immediate openings for morning news man, and evening DJ. Farm station going to 50,000 watts. Light contemporary music. Require experienced men. Send complete resume, tape and salary to manager, KRBN, Lexington, Nebraska 68850.

Newman wanted for immediate opening at Midwest contemporary station. Send tape, resume, picture, to News Director, WLYV Radio, 925 Anthony Wayne Bank Building, Fort Wayne, Indiana.

Leading radio-TV operation has opening for newsman equally adept gathering, writing and performing news. Journalism grad preferred. Some television if qualified. WSVQ Radio and Television, Savannah, Georgia.

Programing, Production, Others

Experienced, capable writer to take over medium market station’s copy needs. Knowledge of production, sound, music, Professional references, writing samples and resume. Box K-108, BROADCASTING.

Position open operations production director Florida city. Please send all info first letter. Box K-132, BROADCASTING.

Modern country music director & announcer wanted immediately. Good personality & thorough knowledge of country music. All replies confidential—send resume and tape to radio station WBHP, P.O. Box 547, Huntsville, Alabama.

Need a full-time, sales-oriented, imaginative person experienced in A/V communications to create effective product promotional programs, background copy, writing, and sales promotion desired. Resume in confidence to Northard Laboratories, Inc., Personnel Department, P.O. Box 80809, Lincoln, Nebraska.

Announcer now director for 5 KW MOR, Send resume and tape to Donald W. Curtis, P.O. Box 518, Cherryville, N.C. (704) 433-3745.

Situations Wanted

Management

Gen. mgr. offers the combination winning. Hard work, dedication, experience and honesty plus a sense of responsibility. Must have common knowledge of electronics and run a tight contemporary top 30 board. Contact Box Chaney, KETM Radio, Box 1230, Temple, Texas 76501.

Automation specialist seeks managerial or group engineering challenge. Box J-232, BROADCASTING.

General manager—major market only. Box K-80, BROADCASTING.

Station sold must relocate. Station manager with outstanding sales success in major market seeks exciting opportunity. He is a 36 year old single man. Will consider all areas. Box K-104, BROADCASTING.
Situations Wanted

Management continued

Radio and/or TV manager heavy background all phases including local and national sales. Southeast area. Prefer Florida east coast. Box K-111, BROADCASTING.


Attention owners: Mature, experienced broadcaster (family type), dedicated to hard work and with a proven record of success, is seeking a challenging and rewarding General Manager's post. All regions will be given equal consideration since the location is of secondary importance to the package. Currently employed by one of the giants. Box K-115, BROADCASTING.

Manager/sales manager, mature—for small, medium market station, 15 years experience selling radio through dedication and success, Thorough knowledge AM/FM operation, Highest industry references. Box K-118, BROADCASTING.

Stas Kaplan, Jack Gale, WAYS, Charlotte; Art Wander, WAKK, Akron; Sam Holman, WONO, Toledo; Professionals Ray Mack has worked for. Master's degree complete. Draft exempt. Experience Southeast, WAKR, 881.-enced, completed. Need Experienced lock. Box BROADCASTING.

EXPERIENCED, PROVEN, LARGE Market experience. Eighty-five station. Manager/sales manager, mature, proven record. Box K-120, BROADCASTING.

We have been looking for the Right deal on the West Coast. Currently employed by Giant 3rd. Proven record. Box K-129, BROADCASTING.

Situations Wanted

Sales


Salesman-sportscaster. Professional salesman—qualifies as all area preferred. Personal interview will be arranged. Box K-84, BROADCASTING.

Sought: Jock or P.D. draft exempt. College, 7 years experience first phone. Available now. Box K-35, BROADCASTING.

Beginner—3rd endorsed—Negro—single—relocate. Wants first break in radio or TV. Own car desired. Box K-35, BROADCASTING.

Black jock, first phone, experience, stable. Box K-64, BROADCASTING. Tel. (006) EA 3-9196.

Need a P.D.? Major market personality seeks opportunity to manage your market's top Opr. Single . . . 25 . . . AFTRA . . . first ticket professional attitude . . . excellent references. Box K-66, BROADCASTING.

First ticket—wants top 40 with news. Recent broadcast school graduate. Stable, married, 31. Service completed. Willing to relocate. Box K-48, BROADCASTING.


Disjockey, 3rd phone beginner. Top 40 or MOR plus news, commercials. 25, married, military free. Box K-72, BROADCASTING.

Michigan . . . disc jockey with ability to write and produce commercials seeking employment. Experienced, draft exempt, some college . . . call 1-313-881-7454, BROADCASTING. State employment . . . Box K-74, BROADCASTING.

Situations Wanted

Announcers continued

Trained beginner wants break into small station with 3rd endorsed. Dependable. Box K-81, BROADCASTING.

Black beginner bags break! Trained with 3rd endorsed. Available now! Box K-82, BROADCASTING. Contemporary or C&W personality . . . experienced, third. Box K-86, BROADCASTING.

First phone combo at L.A. FM seeks change. PD and tight maintenance experience. Box K-103, BROADCASTING.

Near Chicago, new voice, 1st soon, Veteran (312) AV-2-0031, BROADCASTING.

First phone experienced top 40 jock, mature voice, looking for permanent position in medium market. Box K-107, BROADCASTING.

Southwest top forty/contemporary. What are you looking for in a jock? Top 40 stations . . . various formats. Sincere, 355-833-4856 after 5:00 PM, or Box K-119, BROADCASTING.

Any format anywhere! 3rd endorsed, tight board, dedicated. Box K-120, BROADCASTING. Top 10 market . . . top 40 personality . . . looking. 7 yrs. pro w/o No. 1 ratings. Can't move up here, New looking Lincoln Ave., Hinesville, Ga. Pls. Slod. Major markets only, please. I communicate w/my audience. Let's do the same. Box K-122, BROADCASTING.

First phone. Mature voice. Tight board. Creative emphasis: music programming. Top 40 or MOR. Box K-137, BROADCASTING.

Emergent grad. 7 yrs. experience radio talkmaster. Seeks new challenge. Hosted top rated talkshow on WGAN Portland, Contact Craig Worthington 207-772-4831.

Number 1 rated MOB afternoon drive. Top 20 market. Available. 513-825-5472.

Now . . . let's play hire the DJ. Answer this ad and win Top 40 jock. Proven #1. Youngstown, Pittsburgh, & Miami. 305-979-2451.

Attention P.D.'s! Solid personality from N.Y.C. area looking low cost medium market station. Top references! Call 516-798-8935.


First phone, broadcast school grad. Do anything, want chance, Larry Miskey, 714-447-0001.

Young, ambitious beginner, 3rd endorsed, broadcast school. College grad eager to learn sales top. Draft exempt and willing to relocate. 800-Orlando, 109 5th Ave. N. New York, 10003.

1st phone, 9 years experience disc-jockey, jangle engineer. Sales. Presently doing all three. 650 min. yearly salary. Grand Rapids, 800 1st Gulf Way, St. Petersburg, Florida.


DJ/newscaster, 28, MOR or top 40. Northeast only. College graduate. 5 years experience, third endorsed. Strong on news. Fiddle Board. Articles, versatile, Dependable, dedicated worker. Rated #1 at all three in New York. Available immediately. Contact Dick Sherman, 201 376-6835, 66A Lakeside Drive, Millburn, N.J.

Radio & TV combo job wanted in southeast. 16 years programming, sales management. First ticket, 36, married. Box 525, Delaware, Ohio.


Black announcer, 25, 1st phone, 3 years experience as program director. Jock and news experience. Single, will relocate, P.O. Box 3264, Seattle, Washington 98104—Available now . . .

Technical

Chief engineer, professional and businesslike attitude seeks position with a top quality station. Fully experienced. Box K-99, BROADCASTING.

First phone technician available immediately. Transmitter experience preferred. Rural area preferred. Box K-113, BROADCASTING.

Southeast only chief engineer announcer plenty experience including direct. Good voice, first class phone, sober, reliable. Box K-127, BROADCASTING.

News


News writer, editor, reader now working in suburb. An L.A. man, wants to be in a competitive position larger market. Background includes some newspaper and beat coverage and college class in journalism. Military complete. Resume and tape on request. Box K-44, BROADCASTING.

News director—13 years—college degree—also sports sports—prefer certain city. Will definitely consider Miami, Atlanta elsewhere in southeast. Box K-127, BROADCASTING.


Programming, Production, Others

Copywriter, resume and samples on request. 203-4584 or Box J-105, BROADCASTING.

Three years experience, third, want first crack at PD position, at present assst. PD and Music Director. Box K-27, BROADCASTING.

Top girl Friday, network oriented, available immediately within 60 miles of Chicago. Good on camera experience, can work both radio/television or ad agency with similar production. Write Box K-28, BROADCASTING.

Take-charge PD looking. Thrives on 60 hour weeks. Top production etc. Box K-92, BROADCASTING.

Are you willing to try a young exciting team that can make your station No. 1? We can give your medium or major market station ratings and profit at an unbelievably low cost. Everything from management down to bookkeeping handled by our professional staff. Creative Broadcasting. Box K-69, BROADCASTING.

Announcer with radio & TV experience looking for P.D.-announcer position at progressive station on the East Coast. Box K-72, BROADCASTING.

Top play-by-play credits. Wents Pacific, Rockies. Box K-99, BROADCASTING.

Available immediately . . . MOR personality with exceptional knowledge of MOR, and ad sales, sports, and telephone talk. Just completed 6-years in medium market as assistant program director, production director, and announcer. Afternoon drive, extensive telephone talk and music with WBZ. Recent winner in billboard MOR contest. Will relocate for minimum 5-figure salary. Jack Miller, 33 Norman Terrace, Chicago 24, Feeding Hills, Mass. Telephone 1-413-734-8087.

Television Help Wanted

 Rapidly expanding broadcasting company is looking for ambitious, young men for management responsibility in large markets. We have an executive team that believes potential is more important than experience. All we ask is that you have sales experience in medium or large markets with enough initiative and confidence in your ability to send a resume for consideration. Our management psycholog-y will help us determine if we have a team that will help us develop our new talent. After extensive interviews and testing, Salary minimum $30,000.00 plus substantial incentive. Send resume and photograph to: Dr. Dawson, Management Consultant, Box K-92, BROADCASTING. Compleatly confidential.

Premiation manager for southeastern public TV station. Must have experience in PR, writing, advertis- ing, TV production, supervision and administration. Competitive salary, excellent fringe benefits and pension. Salary requirements. Box K-98, BROADCASTING.

Vice President operations for a 200,000 home sys-tem. Must have experience in PR, writing, advertis- ing, TV production, supervision and administration. Competitive salary, excellent fringe benefits and pension. Salary requirements. Box K-98, BROADCASTING. Confidential. Equal opportunity employer.

BROADCASTING, Oct. 12, 1970 67
Television Help Wanted

Sales continued

We are a sales oriented independent in the top 10 markets. We are looking for a young professional with at least three years television experience in a major market (preferably independent). This agency firm generated $22,000 in income during the last 12 months and has an immediate potential of $32,000. Box K-124, BROADCASTING.

Call (312) 787-1267 in Chicago for challenging sales position, with broadcast service firm. $25,000.00 potential.

Announcers

Wanted: Weatherman-reporter, strong on-air weather presentation. Meteorology background helpful. Opportunity to develop into double duty role. Send resume to Box J-161, BROADCASTING.

Technical

First class engineer, strong on Western, for Carolina VHF station. Ampex VTRs and complete color studio equipment. Excellent opportunity. Send resume to Box K-105, BROADCASTING.

Wanted: TV studio technicians . . . experience preferred. Union shop - fringe benefits - equal opportunity employer. Send resume and recent pay stubs to Box K-129, BROADCASTING.

Studio maintenance technician needed at full color VHF-41, complete equipment. Must have experience with Ampex equipment. Send resume to: Fred M. Samuel, Chief Engineer, WTVT Channel 4, 714 W. Washington St., Paterson, New Jersey 07503 or call collect 401-345-0014. An equal opportunity employer.

News

Television station needs experienced consumer reporter who can relate marketing trends to the public in a meaningful and understandable way. Knowledge of television impact upon viewers. Send detailed resume and salary requirements in 1st letter. Equal opportunity employer. Box H-380, BROADCASTING.

Leading radio-TV operation has opening for newsman equal to equal opportunity in major market. Send resume and recent pay stub to Box J-171, BROADCASTING.

News director, immediate opening for experienced man to direct an established prime time news program. Familiar with all aspects of news writing, editing, and presentation. Has creative flair. Send resume to Box J-161, BROADCASTING. Equal opportunity employer.

Programing, Production, Others

Producer/director, top 10 market, group owned station. Must be exceptionally strong in direction of major networks. Equal opportunity employer. Box J-242, BROADCASTING.

Producer or Director Ohio "TV" has immediate opening for experienced producer/director. Must have background in creative commercial production. Equal opportunity employer. Send complete resume, video tape and salary requirements to Box K-51, BROADCASTING.

TV pro - Multi-system, CATV company is serious about major market. Must have experience in TV area and needs a programming director. Plenty of responsibility, freedom, and money. Write: Box K-85, BROADCASTING.

Television

Situations Wanted Management

Executive material, 25 years broadcast experience. Strong on air, on-air, programming, production, personnel management. Interested relocating Nov. 1. Top 100 TV markets preferred. Box J-241, BROADCASTING.

Management continued

Manager/station owner: Outstanding background large and small markets in group, net and independent stations. Excellent efficiency-effectiveness. Box K-59, BROADCASTING.

Operations or program manager: Single and group owned station experience. Owns beholden to large markets. Stable, family, top references. Box K-60, BROADCASTING.

General sales manager or general manager, in the mid-west. Sales G.S.A. all in the top ten. Geography very important, this may be the last opportunity. Credentials available by return mail. Box K-123, BROADCASTING.

Television

Situations Wanted By Equipment

We need used 250, 500, 1 kw & 10 kw AM and FM transmitters. No junk. Guarantee Radio Supply Corp., 1314 Turbide St., Laredo, Texas 78040.

For Sale Equipment

Rigid Transmission Line-6" 825 - 50 ohm, 20 ft. Lengths, flanged, Andrews 573, unwanted, 500.00. Box K-37, BROADCASTING.


HJ-50 Andrews Helix 1965 10 kw air transmission system, (occasion), jacketed, 1000 kw. 2000' reels, perfect surf test reports, available 50% of selling price; can be cut to order at tremendous savings; brokers invited. For FM broadcast company microwave installation. WTV 1633 N. Milwaukee, Chicago, Illinois. 312-232-2830.

G. R. 916AL RF bridge, like new $600.00-G.R. 650A Impedence bridge $125.00. Box K-37, BROADCASTING.


Mobile unit. RCA, self-contained, 27 foot custom body, with 3 TX-5K studio camera, 2 PG-10 sync generators, 1-Port, 20 foot studio control panel, VCR, 2 sync tip switches, 2TG-10 sync generators, small self-contained RF generator, $1500.00 additional, Contact WMTS, 1015 N. 6th St., Milwaukee, Wisc. 53203.

Customized T.V. Mobile Van includes: GE Pelt B&W camera, 2 RCA 7KMC color cameras, complete view, 1212 bulk solid state switch, 8 video monitors, 1-Taylor Hobson 10-1 (400-4000) lens, 1-Electronix model 453 portable scope, 1-RCA TR-5 VTR w/spare head. Includes RF, camera cbls, audio and power cable and mixing equipment all housed in a custom made 1970 (GM) truck with new engine. Box K-78, BROADCASTING.

Hewlett Packard 200AB Oscillators $70, 4100 VTM $110, 650A Signal Generator $210, recent calibration. Box M-50, 4200 Blackhorse, Long Beach, Calif. 90708.


For sale: Sony VTR-PV120U, RCA 3-TK15 studio cameras complete plus 2 RCA TC21 film camera, cameras, TP-11 multiplexor; 2 RCA sideband response analyzers and 4 to 1 audio distribution module. $2400. For high frequency equalizers: 2 G.R. UHF TV freq & mod monitor; 1 Tektronix model 254, 2 TVS S-16 oscilloscope, Tektronix model 254. $350. RCA TRS & T-A 9 amp 6amps; TS-5A video switcher, and 1 TRS-5A video switcher, 4 RCA TK7MC microwave with dishes. Electric Slide control; and 2 RCA 7KMC color studio camera, RCA Video broadcast Inc. P.O. Box 466, Yakima, Washington, 98901, PH 509-248-2400.

Equipment for sale: RCA STA-5F, on the air now. RCA STA-5F. Also have 350C for sale. Call or write Gary Weber, WXYK Radio, 3404 Euclid Ave., Cleveland, Ohio (216-391-7260).

Tower fabrication, erection and maintenance; tower equipment, Coastal Tower & Welding Inc., P.O. Box 984, Tallahassee, Florida. Phone 904-877-7455.

Breeze view test generator, Model VTG28, produces long window, composite NTSC sync in small 2G lb package $95.00. Made in USA for VHF installations. Box 1555, Mt. View, California 94040, (408) 730-9740.

MISCELLANEOUS

Desaytal 11,000 classified gag lines, $10.00. Unconditionally guaranteed. Comedy catalog free. Edmund Orin, Mariposa, Calif. 95338.


D.J. One Lineart! Write for “free” samples, and also see all the new materials on: Cal-Sport, Voice drop-ins. D.J. Source, and much more! Command Productions, Box 26348, San Francisco 94126.

Wazz! 25 pages bust one liners only $3.00! Shad’s House of Humor. 3442 Appelton Ave., Cincinnati, Ohio 45211.
INSTRUCTIONS

Advance beyond the FCC License level. Be a real engineer. Earn your degree (mostly by correspondence), accredited by the accrediting commission of the National Home Study Council. Be a real engineer with higher income, prestige and security. Free catalog. Grantham School of Engineering, 1509 N. Western, Oklahoma City, Oklahoma 73102.

First class FCC license theory and laboratory training in six weeks. Be prepared to... the fastest growing field of work. In a network of largest network of first class FCC licensing schools train you. Approved for veterans and those who have the National Association of Broadcasters and Technical Schools. Write or phone the location most convenient to you. ELPINS INSTI-

TE*** in California, 160 South Van Ness, San Francisco 94102. Phone 415-628-6757

ELKINS** in Connecticut, 800 Silver Lane, East Hartford, Connecticut 06106. Phone 203-328-9345

ELKINS in Colorado, 420 South Broadway, Denver, Colorado 80203. Phone 303-744-7319

ELKINS in Florida, 1920 Purdy Avenue, Miami Beach, Florida 33139. Phone 305-553-0422

ELKINS*** in Georgia, 51 Tenth Street at Soring, N.W., Atlanta, Georgia 30309. Phone 404-872-8844

ELKINS*** in Illinois, 3463 N. Central Avenue, Chicago, Illinois 60647. Phone 312-286-0290

ELKINS*** in Louisiana, 333 St. Charles Avenue, New Orleans, Louisiana 70130. Phone 504-581-4747

ELKINS** in Minnesota, 4119 East Lake Street, Minneapolis, Minnesota 55411. Phone 612-721-1687

ELKINS*** in Tennessee, 66 Monroe, Memphis, Tennessee 38102. Phone 901-274-7120

ELKINS*** in Tennessee, 2106 A. Eighth Avenue, South Nashville, Tennessee 37204. Phone 615-297-8084

ELKINS*** in Texas, 1705 West 7th Street, Fort Worth, Texas 76101. Phone 817-335-6659

ELKINS*** in Texas, 3518 Travis, Houston, Texas 77202. Phone 713-536-7677

ELKINS in Texas, 503 South Main, San Antonio, Texas 78204. Phone 210-233-1848

ELKINS in Washington, 404 Dexter, Seattle, Washington 98109. Phone 206-022-2921

ELKINS in Wisconsin, 611 N. Mayfair Road, Milwaukwe, Wisconsin 53226. Phone 414-352-9445

TELEPHONE SALES SPECIALISTS

MR. RADIO STATION OWNER OR MANAGER

We sell your r.o.s. unsold time! Roberts Advertising Inc. has been selling air time for 83 satisfied radio stations for over seven years. We sell for only one station in a market, and you must be within 1200 miles of Chicago. Roberts Advertising Inc. will sell your program during a two week campaign once a year. We do the work—all you do is log and air the spots. Year r.o.s. unsold time will mean big profits to you once each year, plus additional accounts and leads for your salesmen. Call collect: Area Code 312-275-9200 or write for station references in your area and details. Roberts Advertising Inc. 217 W. Peterson Ave., Chicago, Illinois 60647.
Situations Wanted

TO: STATION MGRS. . . .
TOP 20 MARKETS

Drugs, wars, pollution, revolution
Do something about them . . . don't just
play pretty music. Former network news-
man with successful talk shows in two
large markets seeks to establish talk show
your station. No heavy bread required.
Aircheck available.
BOX K-23, BROADCASTING

Professional seeks sports position play-
by-play reporting. Radio/TV. Major
markets only.
BOX K-125, BROADCASTING

Announcers continued

MATURE, EXPERIENCED
TALK SHOW MODERATOR
Telephone and interview
No. 1 personality and highest ratings
in top 70 market. Must move up.
BOX K-114, BROADCASTING

PRODUCER/DIRECTOR
Ohio "V" has immediate opening for
experienced producer/director. Must
have background in creative commer-
cial production. Equal opportunity em-
ployee. Send complete resume, video
tape and salary requirements to:
BOX K-50, BROADCASTING

CONSULTANTS
PREMIER PROGRAMMING SPECIALIST
Top markets—top ratings. Contemporary—MOD,
Checkmate, 818 Woodlawn Ave.
Wilmington, Delaware 19805
Top one hundred markets only

Television Help Wanted

Programing, Production, Others

WANTED: TELEVISION PRODUCER/DIRECTOR
Who has the background in television of
ability to produce and direct within
Washington, D.C. area.
Send resume to:
BOX K-106, BROADCASTING

Employment Services

STATION MANAGERS
Why look for personnel? Call
Radio-TV Personnel Placements
4350 South Broadway
Englewood, Colorado 80110
Phone 303-761-3344

INSTRUCTIONS

THE ALPHA OMEGA COMPANY
Post Office Box 1015
SAULPA, OKLAHOMA 74066

It takes . . . BRASS
Basic Radio Advertising Sales School is one week of fifteen hour days spent on the fundamentals of sell-
ing radio. Things that should be known before hitting the street. It is an end to the old style "training" for salesmen . . . namely, here's-rate-card-and-there's-the-door, kid!
Our next class begins October 25 in Tulsa, Oklahoma. It will be over at noon the following Friday. Over
fifty hours of basics will be offered through our custom text, lectures, speakers bureau, tapes, films
and actual presentations. On-site tutor plans available at certain times.
Complete cost for the class, room and all meals is $290.00. Write for enrollment details in care of our
ALPHA DIVISION at the address shown above.

It takes . . . GUTS
Guidance Under Tying Situations is needed by both new stations and older firms in distress. Our con-
サultant/in-coversatels actually lives in your market for the period needed to do all things skilled manage-
ment needs to do to get results. Only after working on your job will we accept consultant tasks.
Your investment buys hard work backed by a track record of having been in other tough situations.
Write a confidential inquiry in care of our OMENGA DIVISION at the address shown above.

It takes . . . IDEAS
Intelligently Different Extra Assist Service like . . . the URG—Universal Rate Card, the RRSP—Residential
Radio Sales Plan, the FCCI—FCC Inspection Insurance, the CSR—Custom Sales Idea Lab and other in-
teresting ideas. Write care of our SPECIAL DIVISION for details to the address shown above.

We are a broadcast service organization . . . from beginning to end!
For Sale Stations continued

La Vue Media Brokers Inc.
116 CENTRAL PARK SOUTH
NEW YORK, N.Y.
265-3430

Larson/Walker & Company
Brokers, Consultants, & Appraisers
Los Angeles, Calif. 90067
Wash., D.C. 20008
Cincinnati, Ohio 45202

FOR SALE

STATIONS FOR SALE
1. CALIFORNIA. Regional full-time serving markets that are among the state's fastest growing.
Price $100,000. 25% down.
2. PACIFIC NORTHWEST. Exclusive, Daytimer.
$15,000 down. Long term payoff.
3. ARIZONA. AM-FM. $250,000. Excellent terms.
4. TEXAS. Exclusive daytimer. $100,000. Terms.

FOR SALE

Full-Time AM. 1,000 watts D. 250 Wats N. priced at less than twice the gross.
Cash flow of $50,000.00 annually for past four years. Owner for past 10 years retiring.
Station priced at $180,000. Buyer must have 20 per cent cash down payment and must secure financing balance over 7-year period at 8 per cent interest. Payments to be made monthly. Am. only interested in buyers who can meet above requirements.
Excellent money-making facility for financially sound buyer. Phone after 5 P.M. only. Area code 504-752-3088.

(Continued from page 64)

New—Requests KLVN(FM).

Call letter action
- KKEB-FM, San Diego State College, San Diego
- Granted *KBBS-FM.

Renewal of licenses, all stations
- Broadcast Bureau granted license renewal for following:
  *WDND-TV and WSBT-TV, both South Bend, and WSJV-TV Elkhart, all Indiana—FCC denied petition by Mishawaka CATV Inc. that holds franchise for CATV in Mishawaka, Ind., for denial of license renewal applications of WSD-TV and WSBT-TV, both South Bend, and WSJV-TV Elkhart, all Indiana; renewed licenses of stations. Action Sept. 30.
  *WIVK-AM-FM Knoxville, Tenn., and WMOC-AM (Chattanooga)—Broadcast Bureau granted renewal of licenses. Action Sept. 29.

Modification of CP's, all stations
- Broadcast Bureau granted mod. of CP's to extend completion dates for following:
- Broadcast Bureau granted mod. of CP's to extend completion dates for following:
  *WSAX(AM) Spring Arbor, Mich., to Nov. 5; *KEBR(AM) Sacramento, Cali., to March 31; *WGCX(FM) Aurora, Ind., to Jan. 2; *KEWI-FM Topeka, Kan., to Feb. 1; *WANG(FM) Coldwater, Mich., to March 28; *WALM-FM Marshall, Mich., to Oct. 30; *KITT-FM Alexandria, Minn., to Feb. 1; *WMFG-FM Hibbing, Minn., to March 28; *WBGI-FM Virginia, Minn., to March 25; and *KIRO-FM Seattle, to Oct. 30. Actions Sept. 30.
- KTBS-84 and KTBS-85 Miami—Broadcast Bureau granted mod. of CP to extend completion dates to April 30, 1971. Action Sept. 29.
- WKB3(AM) Hindman, Ky.—Broadcast Bureau granted mod. of CP to change ant.-trans. and studio location to 0.25 miles west of Hindman city limits on route 80, Hindman; conditions. Action Sept. 28.

Other actions, all stations
- FCC Complaints and Compliance Chief William Ray informed Phillip Scott, campaign director of Committee to Elect John Governor, that some 27 of 34 California radio and TV stations that carried May 6 return by (R.F.) Governor Ronald Reagan did not violate fairness doctrine by failing to provide reasonable opportunity to present opposing views. Ann. Oct. 5.
- Chief, Broadcast Bureau, granted request by ABC and extended through Oct. 8 time to file reply comments in amendment of rules to limit TV stations' access to programs of more than one network. (Petition of Triangle Telecasters Inc. [WRDU-TV], Durham, N.C.) (Doc. 18972). Action Sept. 30.
- FCC postponed effective date of recently amended rules covering announcements permissible or required when other parties furnish program material, funds for program production or funds for station operation to educational FM's and TV's until Oct. 31, 1970. Action Sept. 30.
- FCC granted application by Reuben B. Robertson III and Ronald L. Winkler for permission to Aug. 3 ruling by executive director, denying request by Mr. Winkler to inspect inter-agency memorandum from FCC's Office of General Counsel to Commission on impact of Supreme Court's opinion in Red Lion Broadcasting Co. v. FCC and FCC vs. Radio-Television News Directors Association, et al., and copies of memos are to be made available for public distribution. Action Sept. 30.
- Dallas—FCC denied petition for reconsideration, filed by Collins Radio, Dallas, June 16, object to May 18 FCC report and order with respect to sale, lease, import or shipment of sale of devices causing harmful interference to radio communications. (FOR THE RECORD) 71
**Actions Sept. 30**


**Translator actions**


- KHED Northern eastern, southern and western North Dakota granted CP to change trans. location of KYES-TV to corner of Chester and East 5th Street, North Platte, change type trans. Action, Sept. 30.


- K0A/BP Upper Deschutes River, Lower Deschutes River and La Pine, all Oregon—Broadcast Bureau granted CP to change trans. location to Finley Butte, 4 miles east southeast of La Pine, change type trans. and make changes in ant. system; con-dition Action, Sept. 30.

- Garden City, rural Aberdeen area and Aberdeen, all South Dakota—FCC granted applications by South Dakota Board of Directors for Educational Television for two UHF and one VHF translator facilities. Action, Aberdeen area and Aberdeen, all South Dakota. Action, Sept. 30.

**Ownership changes**


- WLOG (AM) Portland, Me.—Seeks assignment of license from Portland Broadcasting Corp. to KLOW, Inc., sole owner; James H. Webber, sole owner. Action, Sept. 22.

- KCTV (TV) San Angelo, Tex.—Seeks assignment of license for KXST-AM and KXTV-AM (WMTX) to San Angelo Broadcasting Co. for $250,000. Seller: Louis H. Mote, sole owner. Action, Sept. 22.


- WSAB(FM) Mt. Carmel, Ill.—FCC granted as-signment of license from WSAB Inc. to Jett Co. Ranch, Inc., sole owner; Donald W. Kopper Jr., sole owner. Seller: Jett Co. Ranch, Inc. (jointly 51%), Halsey F. Hubbard, assistant treasurer (37%), and Dwight M. Hubbard (12%). Seller has interests in WGCL-AM-FM Madena-


**Actions Oct. 19**

- Hearing Examiner B. Cooper in Williams-town, Va., for VSB for Fiber Optics Cable Corp., CATV proceeding, granted motion by Reeves Telecom Corp. and continued prehearing set for Oct. 29.

- Hearing Examiner J. Frederick in Wilkes-Barre, Pa., (Telenews Co. of Virginia, CATV proceeding, changed hearing date to Oct. 29 for further conference (Doc. 19893). Action, Sept. 30.


**Other actions**

- FCC granted extension of time to Oct. 22 to file comments on proposal to allow CATV sys-tems to import distant signals subject to specific paid programming fees on public television stations. Action (Doc. 13893-A). Action, Sept. 30.


**Cable actions elsewhere**

The following are activities in commu-nity-antenna television reported to BROADCASTING through Oct. 6. Reports include applications for permission to install and operate CATV's, changes in fee schedules and grants of CATV franchises.

**Franchise grants are shown in italics.**

- Ridgecrest, Calif.—Ridgecrest Cablevision Inc. has been awarded a 20-year franchise. Installation charge will be $15 a unit, and franchise fee will be $6 a year. Annual franchise fee will be $6 a year, whichever is larger.

- Chicago—The Better Broadcasting Council Inc. has applied for a non-exclusive franchise. In letter of application to chairman of city council's sub-committee on miscellaneous matters, Better Broad-casting Corp. said it would pay $2,000 per year if the franchise is awarded.

- Glendale, Ariz.—The Better Cablevision for Phoenix area has applied for franchise. The franchise fee would be $2 to 4% of its gross over a five-year period. Suburban Communi-ty would pay 6%, with that amount to be raised if a firm's installation charge is $100 or more. Annual franchise fee would be $4.80 per set in a home and $1 for each additional set. G.R.C. offers a rate of $4.75 monthly and a $10 installa-tion charge.

- Billings, Mont.—Greater New England Cablevision Inc. has applied for a franchise. The installation fee will be $9.95 for other subscribers to non-CAMCATV multiple unit dwellings. Commercial fee will be $14.95. Single unit dwellings can have more than one outlet at $4.95 each. Monthly rate will be $4.95 for the first outlet and $4.95 for each addi-tional set. It will be a 12-channel facility. Service to town hall, schools and fire and police depart-ment.

- Salt Lake City, Utah—The Better Broadcasting Council Inc. has applied for a franchise. The installation fee will be $9.95 for other subscribers to non-CAMCATV multiple unit dwellings. Commercial fee will be $14.95. Single unit dwellings can have more than one outlet at $4.95 each. Monthly rate will be $4.95 for the first outlet and $4.95 for each addi-tional set. It will be a 12-channel facility. Service to town hall, schools and fire and police depart-ment.

- Volvo, Md.—The Better Communications Engineering Corp. of Washington has been granted a franchise.

- Kuttawa, Ill.—Parkland Cable TV Inc. of Parkland, Ill., has been granted a franchise. Monthly rate will be $6.95. The borough will receive 5% of the gross. Free service will be provided to schools, churches and other buildings.

- St. Louis, Mo.—The TV Signal Corp. of St. Louis, has been granted a franchise in one area. Miller, Inc., St. Louis, Mo., has obtained a franchise in the area. Miller has increased its rate to $5.50 plus city tax rate.

- Austin, Tex.—A group of Austin, Tex., business men has been granted a franchise. The franchise will be for $4.75 monthly, and a $10 installation charge.

- Waco, Tex.—A group of Waco business men has been granted a franchise. The firm is a subsidiary of American Television & Communications Corp.

- Oshkosh, Wis.—Marcus Thereas has applied for a franchise.

- La Habra, Calif.—International Cable Television Inc. (multiple-CATV owner), Dallas, has been granted a franchise.

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72 (FOR THE RECORD)  
BROADCASTING, Oct. 12, 1970
On the face of it, the road that led Tom Johnson into the ranks of broadcast management is miles out of the ordinary. Who else has moved from a three-year tour of duty on the White House staff to become executive vice president of a broadcast operation—all before his 29th birthday?

The progression is unusual, but not at all difficult to understand. For one thing, the man whom Mr. Johnson served in Washington was that other, unrelated Johnson, who numbers among his accomplishments leadership of the nation, the LBJ ranch, and the family that owns Texas Broadcasting Corp., licensee of KTBC-AM-FM-TV Austin, Tex., where Tom Johnson now works.

For another, Wyatt Thomas Johnson is a man who has had success stamped on his forehead for many years. About halfway through his lifespan he decided he wanted to be a newspaper publisher; today, with news experience, college training in journalism and management, an acquired habit of leadership and an acquaintance with the center of power, the new executive vice president of the Johnson stations could not be termed a callow youth.

Still, the job is his very first in broadcasting. Some of his earlier training is readily transferable to this new realm, but not all of it.

"I've consciously started out by emphasizing those aspects of the business that are least familiar to me," he says. Asked which of those aspects ranks first in importance, his answer comes rapidly: "understanding the FCC."

Contributing ideas is one part of his early months on the job, but the greater part is a learning experience, working under a real veteran—J. C. Kellam, long-time head of the Johnson stations. Before too much longer, it is assumed, Tom Johnson may be groomed and ready to assume the Kellam mantle at the top of the organization.

The young man who has been thrust into this position combines in his makeup the qualities popularly attributed to that half-mythological entity, the "new South"—a combination of the courtly and the very business-like. He speaks in a strong, deep baritone, distinctively Southern in accent but just a bit too crisp and controlled to qualify as a drawl. He looks others squarely in the eye from behind black-rimmed glasses, which frequently rest a shade below plumb line. His demeanor suggests the word "careful" as he chooses his words, conveying what he wants to and only that, looking serious though not solemn.

The image is that of the rare class member who made good on the vote to be most likely to succeed.

Tom Johnson was born and grew up in Macon, Ga. When, early in life, he decided he wanted not only to work on a newspaper but eventually to run one, he took the logical course and got a job with a hometown paper, The Macon Telegraph and News. (He was 14 at the time.) From then through his college years, he worked at one time or another on the sports desk, the state desk, the city desk, the wire desk, and in the circulation department.

He won a journalism scholarship to the University of Georgia, where he edited the campus newspaper and won a wide variety of campus awards. In 1963, the year he graduated, he was selected as one of the top four men at that large university. He then won a scholarship to the Harvard Business School, from which he graduated in 1965.

Then came the beginning of his association with Lyndon Baines Johnson. A presidential commission headed by David Rockefeller selected Tom Johnson to be a White House Fellow. On Sept. 1, 1965, he met President Johnson for the first time; among the President's first words to him were: "We intend for you to be more than just an intern." That proved to be a correct prognosis, as Mr. Johnson moved steadily up the staff hierarchy as assistant press secretary, deputy press secretary and special assistant to the President.

The kind of role he played may be suggested in small vignettes. It was Tom Johnson who first informed the President that Dr. Martin Luther King had been assassinated. It was Tom Johnson who presided over 100 press briefings on a variety of subjects. When the President held his Tuesday foreign policy luncheons with the director of the Central Intelligence Agency, the chairman of the Joint Chiefs of Staff and the secretaries of state and defense, it was Tom Johnson who served as executive secretary to that weekly gathering, helping it all run smoothly, taking notes (now among the raw material used by President Johnson in compiling his memoirs).

When Richard Nixon entered the White House and Lyndon Johnson returned to private life in Texas, Tom Johnson went along as executive assistant. On Sept. 1, 1970, he was named to his present post.

Only time will demonstrate how comfortable Tom Johnson will be as he applies his impressive background and skills to the new task of running a broadcast operation. One recalls another, still younger protege, Patrick Nugent, who was brought into the business; at the moment, Mr. Nugent is on what is officially termed a "leave of absence" while serving as president of an athletic-equipment company in San Antonio.

Right now, however, it is clear that Mr. Johnson has committed his time and energy to a total immersion in broadcasting. "Having had only a month to involve myself in the business," he says, "I recognize its excitement, its challenge, its great appeal." He also recognizes an enormous debt to the former President who, he says, "has a far more intense interest in young people than has been publicly recognized. His staff at the White House was young. He likes to work with young people. He's shown me every kindness, every opportunity imaginable."

Wyatt Thomas Johnson—executive vice president of Texas Broadcasting Corp., licensee of KTBC-AM-FM-TV Austin, Tex.; b. Sept. 30, 1941, Macon, Ga.; BA in journalism, University of Georgia, 1963; MBA, Harvard Graduate School of Business, 1965; named White House Fellow, 1965; served on White House staff under President Johnson, 1968; during that time held positions of assistant press secretary, deputy press secretary, special assistant to the President; served as President Johnson's executive assistant in charge of staff activities at Austin, Tex., 1969-70; named to present position Sept. 1, 1970; serves on Board of Foreign Scholarships, White House Fellows Foundation, University of Georgia Advisory Council; m. Edwina Chastain, Athens, Ga.; children, Thomas, 3, and Crista, 3; hobby—tennis.
To kill a medium
The inescapable inference to be drawn from talking with news directors at stations of various sizes and locations is that broadcast journalism may be a dying craft. The first symptoms of enfeeblement are now apparent.

News directors admit that considerations other than those of conventional journalistic judgment are flavoring their decisions. They are acutely aware of an FCC that stands ready to second-guess them, of a Congress that entertains repressive legislation, of local authorities who are learning how to use federal leverage, of influential citizens who dislike receiving impressions that are in conflict with their own. To those debilitating pressures may be added the reminders from station management that licenses are re-examined every three years and that lawyers charge money to answer inquiries from Washington.

The basic question is whether broadcasting is to continue as a dynamic journalistic force or deteriorate into a passive conduit. There are those who would prefer it in the latter state. Prominent among them, it hardly need be said, is Spiro T. Agnew.

But as the newsmen themselves repeatedly pointed out, in the interviews conducted for the special report that appears elsewhere in this magazine, Mr. Agnew speaks for many. When a Senator Fulbright introduces and a Senator Muskie supports a resolution to require television to make prime time available to the speeches of legislators, the universality of the assault becomes obvious. When national committees of the two major parties begin contesting before the FCC and the courts for access to the television networks, the threat to broadcast independence intensifies.

But for all the pressures, broadcasting is by no means powerless to resist. A key role in that resistance must be taken by the station news director, though the role cannot be brought off without the unwavering support of station management. The critical point that must be kept in mind is that the vigorous practice of professional journalism is the only guarantee of broadcasting's survival.

It is just possible that broadcast news directors and station managers are running too scared these days. For all the actual intrusions by the government and threats that seem very real, it is unlikely that any license will be lost for the practice of responsible journalism.

As was suggested on this page a year ago when some were talking about reaching accommodations with the government, pressure goes with the newsman's job. He must keep his nerve and go on with his work—which is to keep his audience reliably informed. The news directors who are sticking to that standard—and they are numerous, to judge by our talks with them—will save radio and television.

No time to scoff
A few years ago Life, the highly successful illustrated weekly, was billing itself as the world's largest advertising medium, and none-too-obliquely implying that advertisers were squandering their money in the broadcast media.

Just a few months ago, Life, its semimonthly competitor, Look, and the pocket-sized Reader's Digest ganged up to capture some of the budgets going to television with arguments about purported research showing what wonderful things the magazine-TV mix would do. But that campaign appears to have expired.

In recent weeks, first Look and then Life have cut back circulation and advertising rates and have economized in other ways. They, too, have been affected by advertiser belt-tightening, plus higher costs of production and distribution, and now the deleterious effect of the General Motors strike at the outset of the new season.

Currently, Reader's Digest, which for many years eschewed all advertising, has begun ripping into television much in the fashion of the old Life onslaught.

Boastful claims are not going to sway the professionals in advertising and marketing in these days of careful buying.

These consumer magazines obviously are suffering from an inferiority complex. They would do better to concentrate on affirmative selling of their vehicles than to try to unsell the acknowledged leader, whose very success has created for broadcasters their own set of regulatory, political and economic problems.

Gifted management
The FCC which chronically complains of a tight budget and an overworked staff assigned a new project last week. The staff was told to calculate percentages of various categories of programs carried on all television stations in the 50 biggest markets.

Some commissioners voted their approval on the assurance that the study would not necessarily lead to any action. Now there's a memorable reason to assign new work to the staff that can't cope with present backlogs.

The FTC's scarlet letter
Consumerism, which may be defined as creation or magnification of public discontent for political purposes, is getting out of hand. The harsh new penalties proposed by the Federal Trade Commission for violations of its rules on deceptive advertising may even be ahead of the trend.

As reported in Broadcasting a week ago, the FTC is attempting to invoke a requirement that advertisers found guilty of deceptions must include confessions in their future advertising. In two cases now pending the FTC has proposed specifically that for a whole year 25% of the time of broadcast commercials and 25% of the space in print ads would be devoted to descriptions of the alleged violations.

This kind of punishment went out of style with stocks, the ducking stool and brands on adulterers. Along with consumers, advertisers deserve reasonable consideration.

"Why doesn't he ever pre-empt a football game?"

Drawn for Broadcasting by Sid Hix

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BROADCASTING, Oct. 12, 1970
An audience is one person at a time.

A listener to the Fetzer radio station in Grand Rapids recently expressed interest in a specific program that related to his problem. He was blind. In response, the people at the station took a tape of the program to his home, reviewed it with him and assisted him in taking notes so he might receive further help. This kind of individual personal service doesn’t occur very often; but it clearly reminds us of the purpose of community broadcasting—to serve our audience’s needs.

The Fetzer Stations

WKZO WKZO-TV KOLN-TV KGIN-TV WJEF
Kalamazoo Kalamazoo Lincoln Grand Island Grand Rapids

WWTV WWUP-TV WJFM WWTW-FM WWAM KMEG-TV
Cadillac Sault Ste. Marie Grand Rapids Cadillac Cadillac Sioux City
If you lived in San Francisco...

...you'd be sold on KRON-TV

OCT 1 & 1979

Maxwell AP, A9, 1979

NBC—Channel 4 – Represented by Peters, Griffin, Woodward