

ERNEST A. BARBEAU
RADIO STATION CONSULTANT
84 FURMAN STREET
SCHENECTADY 4, NEW YORK

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Attention Mr. Velie:

Dear Mr. Velie:

In the absence of Frank York, I telephoned you today the result of my visit this morning at Camp Pinnacle.

I first talked with Miss Mary A. Rogers. She told me that our proposal was discussed yesterday at a board meeting but it was decided to turn us down. After expressing my dissatisfaction, I probed for some clue which might bring out into the open why our proposition was unacceptable. It is nothing more or less than long-term fear of the future.

Miss Rogers cited the case some years ago of Station WHN in New York where similar arrangements had been made with a religious organization. The results were disastrous for the religious organization when certain so-called ironclad contacts were broken by the station owners. She stated their board was unwilling to stick their necks out on the chance that they too might be the victims of similar results. Obviously they are thinking in terms of broadcast time in perpetuity rather than a term proposition.

Miss Rogers then introduced me to a new Director of the Albany Bible School, Mr. A. Brandt Reed. Today was his first day at Camp Pinnacle. He is from New York where he has charge of certain boys' religious activities. He is a youngish chap of pleasant personality and demeanor - but a bit hard-boiled. At first he flatly stated that the board had decided against us and that was the end of the matter.

On further discussion I melted him down as one business man to another so that he was more amenable in his approach of the subject. When I made the suggestion that we would be interested in a site further along the "Lookout" ridge to the south, this seemed to open the way for an entirely new approach. The board did not want to give up that corner next to the road. He was quite definite about that. Some or most of the members of the board did not want anything to obstruct the view from the main buildings of the camp proper.

As the discussion continued, Mr. Reed brought out the fact that starting immediately, the Albany Bible School is departing from its present constituted activities and henceforth will take on an entirely new complexion - that of co-educational religious training for young people interested in universal missionary work. They will follow largely the set-up of The Moody Bible Institute of Chicago, and The Providence Bible Institute.

Mr. Reed also told me that the end of this week they will have a new president - a Mr. Howard Cleveland, a former assistant to Dr. Ferrin, president of Providence Bible. I explained to you that I am consultant for Dr. Ferrin on his new FM broadcast station now being built at Providence, R. I.

When it was developed that the Albany Bible Institute is to have a new president - one as close to Dr. Ferrin as Mr. Cleveland appears to be, it suggested possibilities even aside from the softening up of Mr. Reed. I believe I met Mr. Cleveland some time ago but am not too positive. I have met so many of Dr. Ferrin's people that it has been hard to catalog all of them in my mind.

It was Mr. Reed's own suggestion that this matter be all opened up again on Mr. Cleveland's arrival next Sunday. But Mr. Reed said that we should not look for an answer under a week or ten days. He felt that with the new slant of change in site to consider that it might make a difference with the board provided we could satisfy them that any contract agreement we make with them will be honored in uninterrupted perpetuity. I believe I have put my finger on the cardinal cause for refusal to go along with us - that they fear the future will turn out poorly for them and they would be stuck with us forever.

There was a whole lot more to the discussion which lasted several hours while we wandered all over the entire property. I shall not set down any more of the details in the interest of brevity. But this is the picture in a nut-shell.

I called up to give you this picture and to recommend that waiting on these people another ten days will certainly do no harm, after waiting this long. Let us see how Mr. Cleveland stacks up and see if they will make us a counter proposal. You agreed with me in this line of thought.

I have had a feeling for weeks that in time we will do business with this group if we are patient enough and willing to bend backward in meeting their ideas. However, I am opposed to making unreasonable commitments which may come back to plague us in years to come. While their site means the saving of several thousand dollars in the cost of a tower and also give us services area coverage advantages over the Capitol district broadcast competitors, no piece of land is indispensable. Within reason I am in favor of dealing, otherwise not.

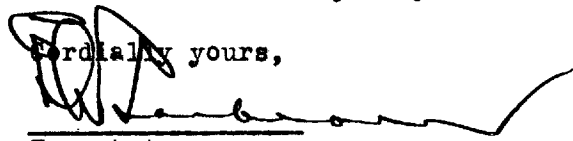
You perhaps knew that we have settled upon space in Hotel Troy for temporary studio location pending lower level cost of construction. Mr. Parker Rousseau has his instructions in the manner of dealing with the Hotel owners for the lease of ground-floorspace off of the main lobby - northward.

Incidentally, I have spent the past 51 hours of almost continuous studio layout designing. The space in question is very small to begin with - far less than we will need when the station goes on the air commercially. Secondly, it has four large supporting columns right down the very middle - something to reckon with in designing.

Thus far I have come up with two versions of proposed studio layouts, neither of which I am quite satisfied with. I told Frank that I will design at least four versions before I pause for owner reaction. The two versions are now being blue-printed. Some time next week I expect to resume designing and hope to have the other two versions completed before Frank York returns.

Next week I expect to make a special trip to Syracuse in the interest of exploring the possibilities of GE's proposed new ST radio relay link (Studio-to-transmitter) equipment which we will need for relaying programs from Troy to the Heldebergs. I talked with Mr. David today who said that very likely they can deliver us equipment in 90 days. That was merely an estimate, however. We may have to purchase a link elsewhere if GE cannot come through. It is somewhat of a problem which I desire to solve before many more days. I am leaving for Washington tonight to be gone until the first of next week. I will be in contact with you by next Wednesday, I hope.

EAB/MW

Cordially yours,

Ernest A. Barbeau