IT'S ONE O'CLOCK

AND HERE'S MARY



5× M202 (50)

"Perhaps the most outstanding example of reliance upon the word of a human being in the commercial field is the enormous following among women of the recommendations over the radio of Mary Margaret McBride... To her radio station and her sponsors, this reporter from the Middle West is a commercial asset of untold value."

—PRINTER'S INK

On WEAF, New York,

1:00 to 1:45 P M

Monday through Friday

TABLE OF CONTENTS

| | | | | | | | | | | | | | | | Pag | ţе |
|---------------------------------|-----------------|-------|-------|----------|------|------|-----|------|----|----|----|-----|-----|----|------------------|----|
| Who Mary | Margar | et Mo | Brio | de [| Is | · · | | | | • | | | 2, | 3, | 4, | 5 |
| Her Progr | am | | × | • | ÷ | • | • | • | | • | | . 1 | | | <mark>6</mark> , | 7 |
| What Mary for | Marga Sponso | | cBr: | ide | Has | . Do | | | | | 8, | 9, | 10, | 11 | , : | 12 |
| | Curre | nt Sp | ons | or S | Succ | ess | es | ٧ | | ٠. | | | | • | | 8 |
| | Past | Spons | or i | Suc | cess | es | | • | • | ٠. | | | | • | • | 9 |
| | Her S | ucces | s f | or 1 | F1or | ida | Ci | itrı | ıs | • | • | | | 10 | , | 11 |
| | Produ | cts S | She 1 | Has | So1 | .d | • | ٠ | • | , | • | • | ٠ | • | • | 12 |
| Program C | ost | | | | | | | × | | | • | | | • | • | 13 |
| What <mark>M</mark> ary Thin | _ | ret l | dcBr | ide • | 's I | ist | ene | ers | | | | | 14, | 15 | | 16 |
| Annendix | | | | | • | | | | | | | | | | | |

SUCCESS

SUCCESS BY ANY NAME IS STILL SUCCESS

It's the Personality of the Individual

Which Makes Success!

Of Mary Margaret McBride this is particularly true. Both locally in the New York market and nationally on a coast-to-coast network she has, for over seven years, enjoyed an amazing success in selling a wide variety of products to women.

And whether you think of her by another name which was the title of her participation program on another New York station or as Mary Margaret McBride the simple fact remains: It is her personality, her original style of broadcasting, her unique sales influence which have made her so successful.

Even in the short time she has been broadcasting her participation program over WEAF we have discovered her magnetism as a personality ... the loyalty of her listeners and sponsors ... For she ... and we ... have received hundreds and hundreds of letters from women throughout the New York market welcoming her back in her old familiar style of program ... telling her how glad they are to be buying once more the products she recommends ... asking her to recommend more.

UNIQUE

MARY MARGARET McBRIDE IS UNIQUE IN RADIO

By pioneering a new type of radio entertainment, Mary Margaret McBride became a household by-word -- and buy-word. Not only in New York but throughout the country she is known as a tremendously successful radio personality and author

- She is the only living woman, for example, to have a day set aside in her honor by a state
- She was the first woman and only radio personality to receive the Journalism Award of the University of Missouri.
- She won the title of "most popular woman on the air
 bar none" from the Women's National Radio Committee
- She was honored this year by the world's largest rose growers by having their best new rose named Mary Margaret McBride
- She was the winner of the first Achievement Award of the Woman's National Institute of Arts and Industries
- She was chosen as one of twelve outstanding American women to be honor guest at the Women's National Press Club in Washington, D. C.
- She received the Movie-Radio Guide Award for Excellence in Broadcasting in November 1940
- She is the author of a number of books including "Here's Martha Deane" and "How Dear to My Heart", one of last season's leading sellers
- She was woman's editor of NEA with signed articles appearing in over 800 newspapers and leading magazines

BEN GROSS CALLS MARY MARGARET MCBRIDE

"ONE OF THE MARVELS OF RADIO"

In his column in the New York Daily News for October 13, 1941 he said:-

One of the marvels of the radio world is the five-times-a-week Mary Margaret McBride program on WEAF at 1 P. M. And it is that, because day after day, year in and year out, Mary Margaret holds the mike for the better part of a half or three-quarters of an hour, and does so without a script. Some radio folk boast if, on rare occasions, they are able to negotiate a few ad-lib remarks. But here's a woman who has ad-libbed her way through all her years of broadcasting. This would not matter if the programs that resulted were uninteresting. But her shows are definitely attention-holders. She has one of the best groups of interviewees in radio to help make the minutes fly. And that's exactly what they do . . . for, without a doubt, from the angle of human interest, Mary Margaret McBride gives the fans one of the really outstanding chatter programs of daytime radio.

ORIGINATOR

MARY MARGARET MCBRIDE ORIGINATED THIS TYPE PROGRAM

Today, her name, her sales power, her loyal listeners are of greater value to advertisers than ever before ... because today she offers them the full benefits of a long and full career She has found a medium of reaching more people in and around New York

Today, on WEAF, she is Mary Margaret McBride, the originator of a form of radio program which more than three hundred other women have copied And like every original stylist whether he or she be a great author, artist or radio star, she has a spark, a brilliance and an authority which cannot be imitated or copied.

THE PROGRAM

WHAT MARY MARGARET McBRIDE SAYS ...

AND HOW SHE SAYS IT

are the basic elements in her success

She pioneered a new form of radio program ... a program for women ... based her style of presentation on her experience as a magazine feature writer and newspaper woman's-page editor

Every broadcast is so varied and intimate a word description ... and discussion of New York life, that it is sure to interest every woman ... wife, debutante or business woman

And every day she adds a touch of variety by introducing to her listeners one of her many friends These informal interviews with the great, the near-great and the little-known, but interesting, personalities Mary Margaret McBride brings to the microphone are consistently popular with women listeners

For nearly seven years thousands of women in the New York market have listened to Mary Margaret McBride ... have written to her ... have bought the products she recommends

Today, more than ever, her acceptance of a product for her radio program on WEAF will immediately enhance its value and increase its sales

ADDED FEATURE

SOMETHING NEW HAS BEEN ADDED

TO HER PROGRAM ON WEAF

FIVE MINUTES OF GOOD NEWS

It's a feature no other women's participation program has

Daily, Mary Margaret McBride broadcasts news at the beginning of her program ... news right off the wires ... news of particular interest to women

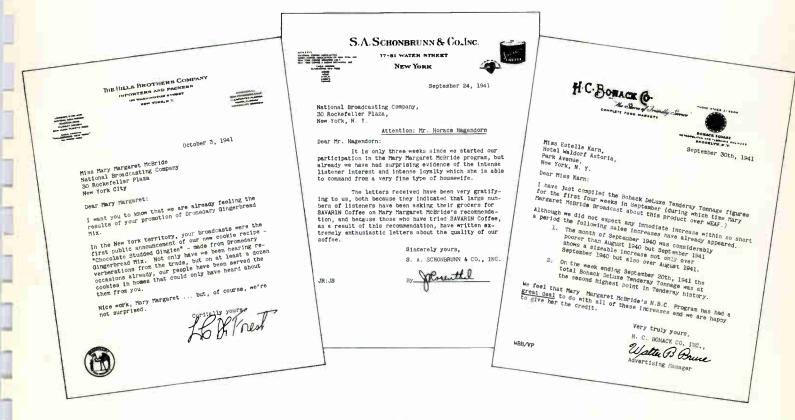
It's a plus in audience interest!

SALES INFLUENCE

WHAT SHE HAS DONE FOR SPONSORS AND

WHAT SHE IS DOING TODAY

Mary Margaret McBride has sold merchandise ... quantities of it for a variety of sponsors. She has sold it throughout the New York market on a local station and over the entire country on a network. Today, after only a few weeks on WEAF she is beginning to show astounding sales results ... to receive from thousands of listeners direct evidence of product sales ... and from her current sponsors letters like this



Such success as this demonstrates better than anything else the tremendous influence of Mary Margaret McBride \dots and the greater opportunity she has on WEAF to reach new heights of achievement for sponsors \dots .

Soon her records should exceed these which she achieved on another New York station

For Wesson Oil & Snowdrift -- A 1938 sales increase in the Eastern area which was the greatest in the entire United States 16,000 responses to one recipe offer -- 9,600 to another Program was the only local advertising done by Wesson Oil and Snowdrift.

For Winter Garden Carrots -- Sales jumped from two to ten carloads daily. And 60% of this California grower's entire crop was sold in the Eastern area despite a "carrot glut" in the market one-third of all carrots sold in New York were Winter Garden Brand Winter Garden carrots were sold at prices 20% higher than the level for the highest quality unbranded carrots 9000 requests for a carrot recipe were sent in.

For Riverbank Canning Co. (Madonna Tomato Paste) --20% sales increase to three months in New York Area
... greater than increase for entire United States
.... Five important chains increased distribution
from less than 50% to 100% of their stores
Two large chains ... 707 stores ... stocked product
for first time as a result of the program
Recipe booklet offer drew 14,875 responses.

And on a network for Florida Citrus Commission ...

Mary Margaret McBride's Salesmanship Accomplished Nationally What She Has Done So Many Times Locally

Here are excerpts from the 1940-41 Report of the Advertising Committee of the Florida Citrus Commission

"300,000 cases in five weeks"

"Mary Margaret McBride started broadcasting for the Commission on October 7, 1940, over a network of 39 stations. 300,000 cases of canned grapefruit sections were moved in five weeks."

"60,000 requests"

"During early December a brief radio offer of Tangey Clauses was made. Four Tangey Claus bags were offered to listeners during five broadcasts in the week of December 9. This offer pulled in excess of 60,000 requests."

"Listenership High"

"A recent independent house-to-house survey conducted in six large cities indicates that 10.1 percent of all radio sets in those cities tune in the Mary Margaret McBride radio program. And Crossley reports for the last month show that the McBride program had the largest gain of any daytime program on the air."

"High Product Identification"

"51.8% of listeners identified the sponsor of Orphans of Divorce, 81.5% identified the sponsor of Mary Marlin and 97.3% identified the sponsor of the Mary Margaret McBride program. It was also learned that the average number of times McBride is listened to by her audience is 3.4 per week."

"Program an excellent investment"

"In terms of radio advertising values, the Advertising Committee is firmly of the opinion that the present program has been an excellent investment."

All of these statements came from the official Report on Advertising and are in the records for everyone to see. That they prove her success goes without saying

And now here's a telegram from the Chairman of the Commission

"The Florida Citrus Industry has enjoyed a more than satisfactory season as have I as an individual grower and I attribute much of this success to your program particularly during the last four months as it progressively gained power. With warm personal regards and best wishes sincerely. -- (Signed) Tom B. Swann, Chairman Florida Citrus Commission."

Nationally as well as Locally, Mary Margaret McBride is "A commercial asset of untold value"

Here's a Partial List of Products

She Has Sold There Are

Many Others

BIRD'S EYE FROSTED FOODS

SWIFT'S MEATS

NESTLE'S CHOCOLATE

DEL MONTE FOODS

CUT-RITE WAX PAPER

KELLOGG'S ALL-BRAN

WASHINGTON STATE APPLES

NEW YORK TELEPHONE CO.

MORRELL'S E-Z CUT HAM

WESSON OIL

MINUTE TAPIOCA

LA FRANCE AND SATINA

ROYAL BAKING POWDER

RICHARDSON'S MINTS

NATIONAL PORCELAIN

STATE OF MAINE POTATOES

WONDERCROP CARROTS

ANDY BOY BROCCOLI

FRIENDS BEANS

OAKITE

O AND C POTATO STICKS

KIRKMAN SOAP FLAKES

KITCHEN BOUQUET

IVORY SNOW

SPRY

ROYAL DESSERTS

SUNKIST ORANGES

COLEMAN'S MUSTARD

RED HEART DOG FOOD

SWANSDOWN CAKE FLOUR

WALKER-GORDON ACIDOPHILUS MILK

PRUDENCE CORN BEEF HASH

NATIONAL LIVE STOCK & MEAT BOARD

BALLARDS OVEN READY BISCUITS

ROYAL EDGE SHELF PAPER

PATAPAR

NU ENAMEL

GOLDEN RICH CHEESE

COLLEGE INN TOMATO JUICE

FRANCO AMERICAN SPAGHETTI

OXO

DIAMOND CRYSTAL SALT

MALTEX

MADONNA TOMATO PASTE

G WASHINGTON COFFEE

ICY POINT SALMON

HOW MUCH?

AND NOW THE COST

Mary Margaret McBride's program is sold on a five times a week basis only Each advertiser will receive a major commercial mention three times every other week and twice on alternate weeks During each week he will also receive mentions at each of the other broadcasts.

The cost? \$275 for time and \$150 for talent per week

The time cost is subject to a discount of 10% for 52 consecutive weeks and to agency commission The talent charge is net.

LISTENERS WRITE

HERE'S WHAT HER LISTENERS THINK

These are excerpts from letters received since she started broadcasting on WEAF on September 2, 1941 They are typical of the thousands that come in every week

"This is from one of your devoted listeners. I'm right on the job listening as always. On my pantry shelf are Dromedary Ginger Bread Mix, Date and Nut Bread. Thank you again for your wonderful tips on food -- really all one would want for a very delicious meal."

-- H. S. Brooklyn, N. Y.

"Once again, I wish you a happy time on your program and shall try your products - (My, those cookies were good!) You're a peach, how I envy you your nice rich voice and ready flow of words. I heartily agree with an article in the newspaper about a month or two ago which said that any sponsor would be lucky to get you."

-- H. W. P., New York

"I have listened to you on the different stations and I hope you will be on a long time so I may enjoy the best program on the air. Your program seems to drive away all cares. I try to buy all your products whenever I can and know that they are all you say they are. I have never been disappointed in one product yet, and know I never shall. I know I will have to try those gingies for I have two little boys, and they are always wanting something to chew on."

-- V. M. W., Media, Pa.

"Please let me be among the first thousand of your many thousands of loyal listeners to welcome you back to your 'long program!' You were wonderful today and so was everyone else on the program. I wondered why my face ached when it was over and suddenly I realized that I had had a broad smile on my face for forty-five minutes."

-- C. M., Garden City, N. Y.

"Your interesting and cheerful talks keep me from feeling lonely or blue. I enjoyed the program today very much."

-- G. M. P., E. Stroudsburgh

"Welcome back to your new spot. It's grand to have you and Vincent on for a longer time. It's just like having a good friend with whom you would chat for awhile each day and then they go away. Then when they come back again there is so much to say and we are glad to have you. It's a grand spot."

— W. C. Z., Pelham, N. Y.

"The broadcast was marvelous today, too -- interesting every minute of the forty-five. Your products are all so tempting sounding (which is very bad grammar but good sense) that I am sure no one could resist them. This afternoon I naturally had grocery shopping to do after my weekend in New York City, so I went to my favorite store and the very first thing I looked for was Dromedary ginger bread mix -- and I found it, too. So just as soon as I try it (which will probably be tomorrow) I am going to write to you and tell you how I like it."

--H. H. R., Kingston, N. Y.

"I'm so glad you have a full program again as in the old days. We have enjoyed your programs on WEAF very much indeed. They are so spontaneous and refreshing."

-- H. G., Katonah, N. Y.

"It was an old friend that listened to your opening broadcast on your new program. I have often meant to write you before and have at various times vowed I would let you know of the devotion you receive from my mother. She has been listening to you with great interest and delight for several years. She is constantly quoting you and extolling your products."

-- M. C. W., Croton, N. Y.

"I am just thrilled to have you back for an hour or at least three quarters of an hour a day. I can't tell you how much your program means to me — I would do anything I could to keep your program on the air, so I am going to drink twice as much coffee, Savarin Coffee, as I ever drank before."

-- K. D., Nyack, N. Y.

"It was lovely hearing you today. It might be one hour as it used once to be, for you shine more brightly the longer you talk."

-- H. M. S., Butler, N. J.

"After being away for three months I was delighted to read in yesterday's paper of your new radio time — I am so glad you will again be my daily visitor for forty-five minutes — and the time is perfect — I can sit by the radio with my lunch on a tray so as not to miss anything and from now on my coffee will be "Savarin." I waited until after your broadcast today before telephoning to the market — because I knew after all these years of listening to you that I should want to order whatever products you were recommending — as you know I always use any product you recommend, having great faith in your judgment. Good luck to you and be sure to tell us of some more good things to eat."

-- T. C. S., New York City

"This A.M. at breakfast my husband said Mary Margaret has a new brand of coffee and he also said he hopes you never sponsor mink coats or diamond bracelets. But he likes Savarin and from now on that is our coffee."

-- M. B., Bronx, N. Y.

"Congratulations and best wishes to you on the new long program with NBC. I am pleased to learn that the style of your talks will remain unchanged. They are so humanly interesting — and the Bohack stores — a really very good place to market!"

-- W. K. L., Poughkeepsie, N. Y.

"I've only just this minute been able to listen in on your new program. So grateful to hear your voice and rest assured I'll back the program and your sponsors to the limit of my ability."

-- H. M. F., Meford, N. J.

"May I take this opportunity to state the H.C. Bohack Company, Inc., is to be congratulated on obtaining your services for its program, which is tremendously original and most enjoyable."

-- J. L. S., Bay Shore, N. Y.

Such audience loyalty and appreciation are priceless qualities in a program The reasons why products sell and sell whenever Mary Margaret McBride advertises them.

APPENDIX

MAIL RESPONSE TO MARY MARGARET MCBRIDE

(Based on Regular Mail Including One-week Goodman offer-December 1941)

| STATE | COUNTY | NO. OF RESPONSE | % RESPONSE FOR 1000 RADIO HOMES |
|----------------|---|--|--|
| STATE New York | COUNTY Albany Allegany Bronx Broome Cattaraugus Chautauqua Chemung Chenango Clinton Columbia Cortland Delaware Dutchess Fulton Greene Herkimer Jefferson Kings Madison Montgomery Nassau New York Niagara Oneida Onondaga Orange Orleans | | |
| Total | Oswego Otsego Putnam Queens Rensselaer Richmond Rockland St Lawrence Saratoga Schenectady Schoharie Schuyler Steuben Suffolk Sullivan Tioga Tompkins Ulster Warren Washington Westchester | 5 7 21 2,257 11 159 89 1 3 12 3 147 4 2 147 4 2 686 | .284 .541 6.269 7.934 .355 4.420 6.568 .047 .186 .379 .549 .857 .046 8.638 4.090 .144 .180 6.950 .437 .174 5.527 |

Total

| STATE | COUNTY | NO. OF RESPONSE | % RESPONSE PER 1000 RADIO HOMES |
|--------------|---|---|---|
| New Jersey | Atlantic Bergen Burlington Camden Cape May Cumberland Essex Gloucester Hudson Hunterdon Mercer Middlesex Monmouth Morris Ocean Passaic Salem Somerset Sussex Union Warren | 55 332 40 49 9 22 495 12 299 27 35 81 151 81 40 74 2 31 17 165 19 | 1.661 3.436 1.713 .773 1.059 1.199 2.329 .662 1.749 2.869 .801 1.645 3.768 2.998 4.233 .953 .215 1.989 2.338 2.177 1.459 |
| Total | | 2 <mark>,03</mark> 6 | |
| Connecticut | Fairfield Hartford Litchfield Middlesex New Haven New London Tolland Windham | 577 74 62 40 441 99 4 13 | 5.911 .708 2.944 3.223 3.806 3.346 .545 |
| Pennsylvania | Adams Allegheny Berks Blair Bradford Bucks Carbon Centre Chester Clearfield Columbia Cumberland Dauphin Delaware Fayette Franklin | 1 1 27 2 6 63 9 6 43 2 11 8 15 76 2 | .118 .003 .480 .061 .491 2.798 .671 .588 1.513 .111 .984 .463 .367 1.118 .050 .135 |

(more)

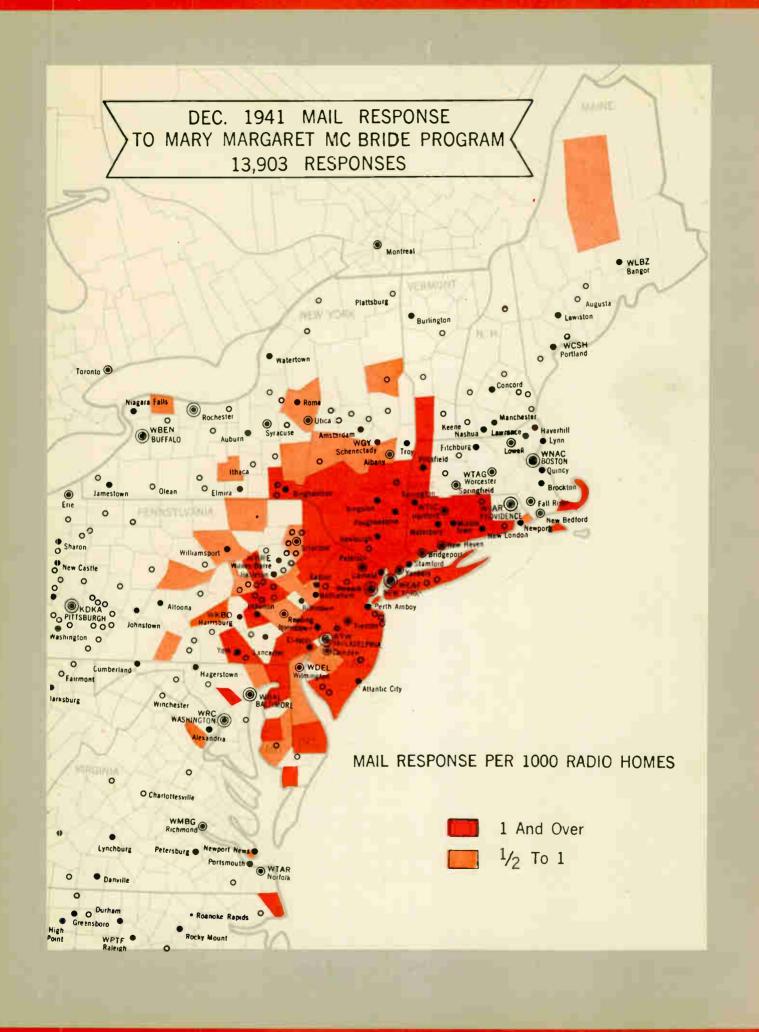
| STATE | COUNTY | NO. OF RESPONSE | % RESPONSE PER 1000 RADIO HOMES |
|-----------------------|--|--|---|
| Pennsylvania (Cont'd) | Fulton Jefferson Lackawanna Lancaster Lawrence Lebanon Clinton Lehigh Luzerne Lycoming McKean Mifflin Monroe Montgomery Northampton Northumberland Perry Philadelphia Pike Schuylkill Susquehanna Tioga Wayne Wyoming York | 1 28 30 2 27 1 5 27 18 3 1 17 83 20 16 4 155 9 53 2 3 10 1 45 | .510 .089 .419 .640 .090 1.703 .134 .120 .293 .766 .224 .111 2.446 1.368 .504 .556 .771 .331 4.523 1.069 .255 .378 1.508 .267 1.094 |
| Total | | <mark>836</mark> | |
| Massachusetts | Barnstable Berkshire Bristol Dukes Essex Hampden Hampshire Middlesex Norfolk Plymouth Suffolk Worcester | 20 31 20 6 3 34 3 10 4 2 4 52 | 2.094 1.034 .230 3.974 .024 .419 .179 .045 .055 .047 .020 .448 |
| Total | | 189 | |
| Mary land | Anne Arundel Baltimore Baltimore City Caroline Carroll Cecil Dorchester Frederick | 3 4 20 3 3 8 3 3 | .291 .019 .094 .777 .412 1.553 .548 .269 |

(more)

| STATE | COUNTY | NO. OF RESPONSE | % RESPONSE PER 1000 RADIO HOMES |
|-------------------|--|---|--|
| Maryland (Cont'd) | Harford Howard Kent Prince Georges Queen Annes Somerset Talbot Washington Wicomico Worcester | 6 5 4 2 1 13 19 4 3 | .948 1.603 1.282 .165 .324 2.632 4.545 .282 .439 |
| Total | | 106 | |
| Rhode Island | Bristol Kent Newport Providence Washington | 4 2 5 23 29 | .746 .169 .517 .189 4.028 |
| Total | | 63 | |
| Delaware | Kent New Castle Sussex | 6 35 20 | .751 .915 1.762 |
| Total | | 61 | |
| Vermont | Bennington Chittenden Windham Windsor | 8 2 1 2 | 1.368 .179 .146 .211 |
| Total | | 13 | |
| Virginia | Accomac Arlington Elizabeth City Frederick Norfolk Northampton Prince William Roanoke | 1 2 3 1 1 1 1 | .163 .183 .636 .220 .021 .344 .503 .045 |
| Total | | 11 | |
| Maine | Oxford Piscataquis Waldo York | 2 3 1 2 | .192 .610 .179 .104 |
| Total | | 8 | |

| STATE | COUNTY | NO. OF RESPONSE | % RESPONSE PER 1000 RADIO HOMES |
|----------------|--------------------------------------|--------------------|------------------------------------|
| New Hampshire | Grafton Hillsborough Merrimack | 1 3 1. | .084 .083 .066 |
| Total | | 5 | |
| West Virginia | Berkeley | 2 | .342 |
| Total | , | 2 | |
| North Carolina | Currituck | · 1 | 1,250 |
| Total | | 1 | |

GRAND TOTAL.....13,903





Represented Nationally by National Broadcasting
Company. SPOT Sales Offices in New York

Chicago San Francisco Boston Cleveland
Denver Hollywood Washington