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January 26, 1970

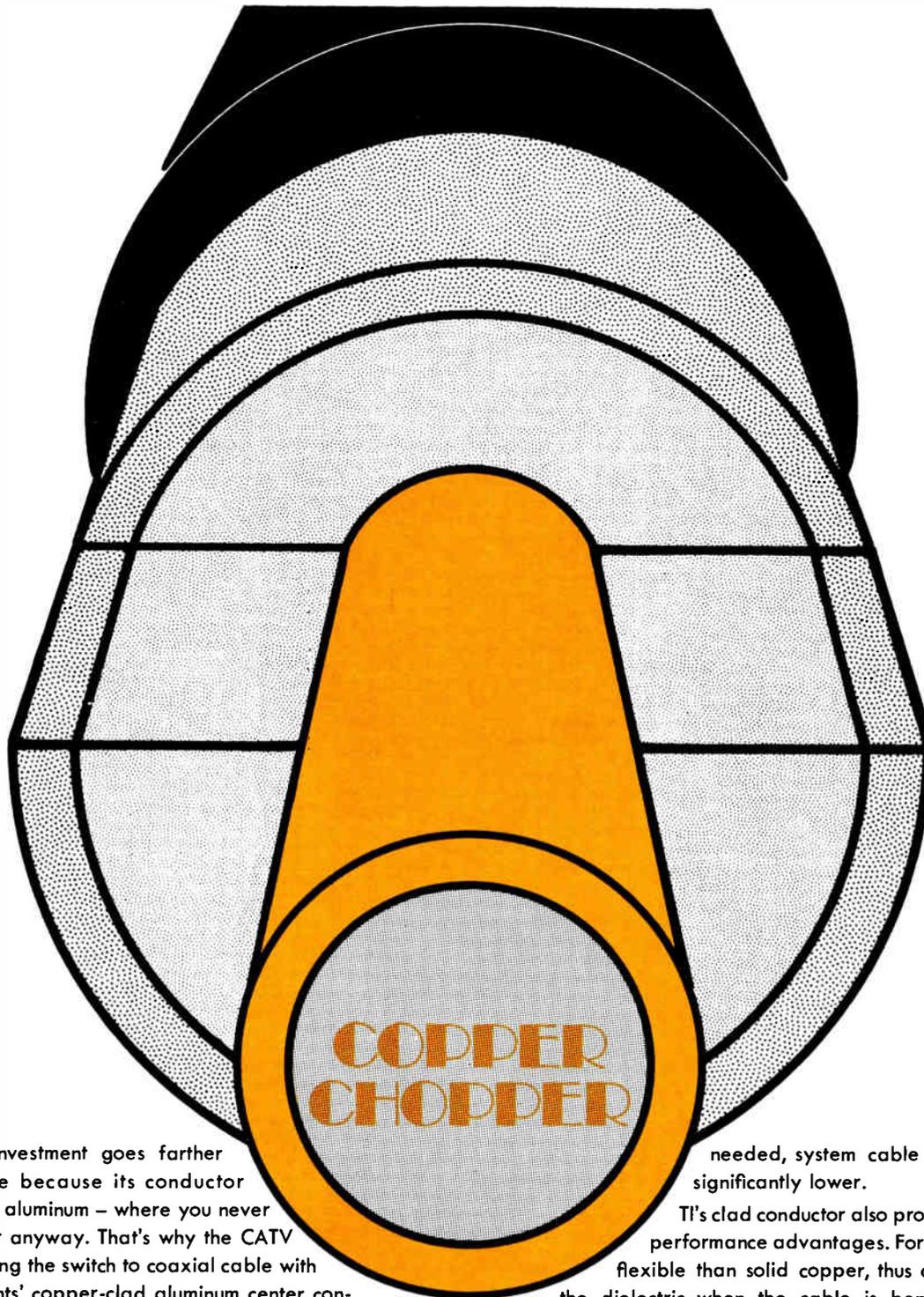
# CATV

*Authoritative Newsweekly of Cable Television*

## IMPACT ON EXISTING INDUSTRIES



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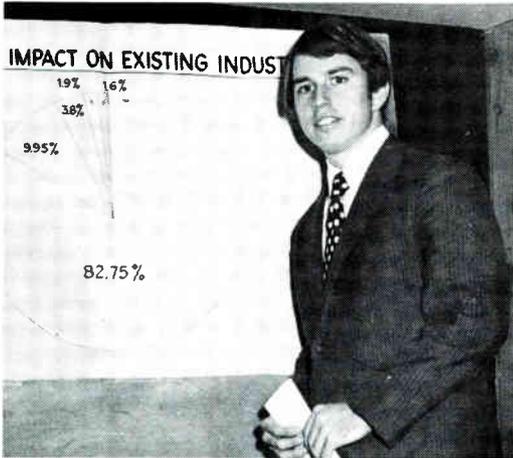
TI's clad conductor also provides superior performance advantages. For one, it is more flexible than solid copper, thus doesn't distort the dielectric when the cable is bent; impedance remains stable and uniform. It's 40% lighter than solid copper cable, so it's easier to handle, safer in aerial installations. And, because its thermal expansion matches that of the aluminum outer sheath, pull out problems are minimized.

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# Conspectus



## OUR COVER

*NCTA wrapped up its Copyright Revision Bill tour for state and regional associations last week in Bedford, New Hampshire. A total of eight meetings were held to acquaint cable operators with the bill. Pictured is Chuck Walsh of NCTA's legal staff illustrating a point about the copyright plan.*

# CATV

**Authoritative Newswweekly of Cable Television**

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NCTA appoints replacement for empty general counsel spot. Gary Christensen elevated to top legislative role in association.

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Donald V. Taverner wins "Man of the Year" award. Pittsburgh Jaycees pick the NCTA president for his role in communications.

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CRTC denies U.S. UHF to Montreal systems. Chairman says "no comment" but "all-Canadian" broadcast policy may be behind denial.

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White House bundles up Communication Satellite program and forwards to FCC: start for new communications era.

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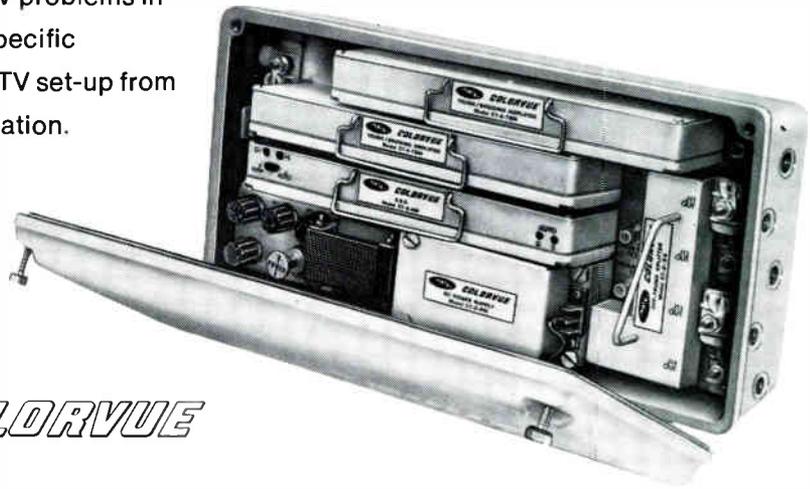
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*Robert A. Searle*  
*Editor*

## Viewpoint

### The Minority Factor

For quite some years now, cablemen have been looking with longing at the major metropolitan centers in the U.S. Is it possible that at last the big cities are returning that look? From Washington, D.C., from Oakland, California, and last week from Memphis, Tennessee, the indications are that it may indeed be possible.

What is synonymous with "Big City" in America? Big business, industry, people, money, entertainment . . . and Minority Groups. All these will be factors in bringing the wire to the metropolis, but the last could be the most significant of all. It's only a draft—barely a breeze right now—but the straws are bending before it. And Moses Shapiro's address to the American Association of Minority Consultants (see story inside) points up the wind that could fill CATV's sails and carry it more quickly than might be expected into the central cities.

The needs, desires and power of minority groups, especially the Black community, are easily the most sensitive issues in the nation today. Yet, although much is said *about* minorities on television, relatively little is said *by* them. A cable system in a large city, as contrasted with a broadcast station in the same large city, can provide for minorities the same opportunity it now provides for small-town citizens—the opportunity to make their own voices heard. But ready access to channel space and minority-oriented programming only begin to touch on the implications.

Minority groups themselves can be expected to be interested in more than just the local programming. As Shapiro pointed out, Blacks own no television stations—and less than 10 of the 7,500 existing radio stations. While Black ownership of CATV systems is negligible at this point, there is no reason why that should continue to be so. And that factor alone would serve CATV well, bringing in fresh viewpoints, new thinking—and new capital as well.

A legitimate and well-planned program for involving local minority groups in the CATV operation is going to be as essential as the franchise fee. Employment of local people—from core-city employment on construction to management employment in the front office—for example, could be a far more significant factor to a big-city councilman than it has ever been to his smaller-city counterpart.

Cable television has proved itself as an effective, efficient medium of communication. Yet its finest achievements may well lie ahead in this country's large cities. Cable people whose interests lie exclusively in balance sheets and who would prefer not to involve themselves in the political and social implications of their business operations would be well advised to stay out of the big-city game.

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# Christensen Named by NCTA To Fill Vacant General Counsel Position

Staffer for nearly three years and known for knowledge of Commission, Christensen takes steering wheel of NCTA's legislative vehicle. Fills vacancy left by Bruce Lovett.

Gary L. Christensen last week was moved up to the post of general counsel of NCTA. The former assistant general counsel succeeds Bruce E. Lovett who on January 16 became vice president for corporate development of American Television and Communications Corp.

Christensen has been with NCTA since March 1967, when he left the staff of the FCC's CATV Task Force to become Lovett's assistant. NCTA announced that "One of his major fields of expertise is Commission regulation and procedure. He has been the principal author of many of NCTA's pleadings before the FCC and has been coordinating all NCTA and state and regional CATV association activities in the battle against state Public Utility Commission legislation."



*Christensen: takes over highest legal role at NCTA.*

New NCTA president Donald V. Taverner announced the appointment and commented: "I am sure I speak for the NCTA board and the industry generally when I say how very pleased we are to have Gary Christensen as our new general counsel.

"These are indeed times of rapid growth and significant development for the cable television industry and, need-

less to say, legal problems will not diminish. Gary Christensen, with his deep and proven understanding of the legal aspects of CATV, will be a superb successor to Bruce Lovett, with whom he has worked so closely."

Christensen, a native of Yankton, S.D., was a deputy state's attorney in South Dakota before joining the FCC, and earlier he served as law clerk to the Chief Judge of the U.S. District Court of South Dakota. He is 32 years old and holds a B.S. degree in business administration and an LLB, both from the University of South Dakota. He is a U.S. Navy veteran, married, and the father of a four year old daughter.

## Black Access to CATV Stressed by Shapiro

"The only feasible opportunity for Blacks to have a measure of control over television programming is through the expansion of CATV within the top 100 U.S. markets," Moses Shapiro, chairman of the board of General Instruments Corp., declared recently before a group of minority consultants gathered in Memphis, Tennessee.

"Because TV costs come extremely high," said Shapiro, "and immediate ownership of TV transmitters is impractical, minority communities can have access to the channels that would become available through the expansion of CATV into the 100 major markets."

Shapiro, whose subsidiary company is Jerrold Corporation, told the American Association of Minority Consultants meeting at the Holiday Inn—Rivermont, that of the 7500 radio stations in operation, Blacks own fewer than ten. They own no television stations at all. He pointed to CATV as the way to end this communications inequity.

He urged his listeners to press both Congress and the FCC for legislation and measures that would permit the orderly and competitive growth of

CATV. Minority people, he said, would be the prime beneficiaries of the new technology and owed it to themselves and their communities to see that the system was allowed to develop.

"Minority communities, at very low cost," Shapiro said, "could have ready access to some of the additional channels that would become available locally."

With additional channels available from CATV, he continued, the minority community would be able to convey information and education to specialized audiences as well as to the broader community. He suggested that controversial groups, especially in the minority community, would have the opportunity to get their side of a story to the public and that additional channels could be invaluable for communication during times of community tension.

## Pittsburgh Civic Group Honors NCTA President

On Sunday, January 25, new NCTA president, Donald V. Taverner, was honored as Pittsburgh's "Man of the Year" in the communications field. The award was given by the Pittsburgh Jaycees.

Before joining NCTA at the start of this year, Taverner was a prominent Pittsburgh educational broadcaster. In 1962 he became general manager of Metropolitan Pittsburgh Educational Television which operates stations WQED and WQEX. In 1963 he became president and a member of the board. During his executive post, he more than tripled the stations' operation budget from \$600,000 to \$2 million, increased the staff from 60 to 145 and built a new studio-office complex.

Taverner's professional affiliations have included service as chairman and member, Affiliates Council, National Education Television (NET) from 1965-68; vice chairman and member, Board of Directors, National Association of Educational Broadcasters (NAEB), 1964-67; chairman of the board, president and trustee of the Eastern Educational Television Network, 1962 to present; chairman of the CATV Committee, NAEB 1966-68; chairman, Labor Committee, NAEB,

1967-68, and consultant to the Killian Commission to Study Educational Television, 1966-67.

Taverner is a member of the Distinguished Pittsburgh Citizens Committee for Peaks of Progress and a trustee of the Allegheny County Chapter of the National Foundation.

This is the 30th consecutive year the awards have been presented to outstanding individuals in Pittsburgh.

## MEETING CALENDAR

### FEBRUARY

**1-7—National Cable Television Week**

**4—Congressional Reception for National Cable Television Week.** Mayflower Hotel Grand Ballroom, 6:30 p.m. in Washington. Contact Chuck Walsh, NCTA.

**10-12—Vikoa Technical School,** Charleston, West Virginia. Contact Brian Doherty, Vikoa, Inc., 400 9th Street, Hoboken, N.J.

**24-26—Vikoa Technical School,** Toronto, Ontario, Canada. Contact Brian Doherty, Vikoa, Inc., 400 9th Street, Hoboken, N.J.

### MARCH

**8-10—Southern CATV Association annual meeting.** Ramada Inn and Quality Court, Cocoa Beach, Fla. Contact B. M. Tibshirany, P.O. Box 3757, Charlotte, N.C. 28203.

**10-12—Vikoa CATV Technical School,** New England Area. For further information contact Sol Gins, Vikoa, Inc., (201) 656-2020.

**24-25—Vikoa CATV Technical School,** Portland-Seattle Area. For further information contact W. Ewing, Vikoa, Inc., 4825 Torrance Blvd., Torrance, Calif., (213) 371-7543.

**25-26—Ohio Cable Television Association annual meeting.** Sheridan Columbus, Columbus, Ohio. Contact Ohio Cable Television Association, 211 S. Main St., Findlay, Ohio 45840.

## ETV Group Asks In Georgia CATV Association

Interest in joining the Georgia Cable Television Association was expressed by a representative of the Georgia ETV Network, a group comprised of nine stations, at the cable association's annual meeting.

The ETV group, represented by Dr. Richard D. Ottinger, said that mutual benefit could be derived from allowing the ETV broadcasters to become dues paying members of the CATV association. Hugh Smith, new secretary of the cable television association who received the request, said that the ETV group would most likely be allowed to join. He explained that in the case of electing officers, the ETV men would be non-voting. Otherwise, he said, they will have a voice in the association.

The cable association had 60 members registered at the meeting held at the Gordon Hotel, Albany. Present at the meeting were representatives from NCTA, Gary Christensen, Wally Briscoe, Al Stern and Bill Hemminger, who headed up the association's copyright session. Also speaking at the meeting was Congressman W.S. Stuckey, Jr. of the 8th district of Georgia, John Weeks of TeleMation and E.T. Goeller of National Trans-Video.

Officers for the new 1970 term who were elected at the meeting are: W.E. Wade, Brunswick, president; Glen Heck, Robins, vice president; Hugh Smith, Rome, secretary-treasurer. New directors are Melvin Pitts, West Point, as immediate past president; Carroll Morris, Baxley; and Robert Howell, Gainesville. Remaining as directors are W.H. Keller, Dublin, and Erle Taylor, Moultrie. As immediate past president W.E. Wade will become a director of the Southern CATV Association.

Congressman Stuckey, who is a member of Congressman Harley O. Stagger's House Commerce Committee, to the disappointment of the cablemen didn't talk about copyright—he talked about crime and what CATV could do to help curb it.

John Weeks, who gave a presentation on local origination, made the prediction that within ten years over 50% of the nation's CATV systems would be originating programming. A presenta-

tion on sales promotion was given by E.T. Goeller.

CATV manufacturing firms represented were: Southern Telephone Supply, Times Wire & Cable, TeleMation, West Coast Line Construction, Cascade, Comm/Scope, Vikoa, Jerrold, Anaconda and Calhoun Company.

## Louisiana Cablemen Meet In New Orleans Style

New Orleans' Bourbon Street was the setting for the annual convention of the Louisiana Cable Television Association. Approximately 45 members registered at the Royal Sonesta Hotel in the heart of the French Quarter, along with representatives from nine CATV equipment firms.

In a business meeting, association members elected officers for 1970. New president is Ed Prendergast of Lake Charles and the newly elected vice president is Myrle Case from New Iberia. Mrs. Jean Jones, manager of All Channels Cable TV, Lafayette, became secretary-treasurer.

Directors for the new year are Virgil Evans, Alexandria, who as immediate past president will also be a director of the Southern Association; Karl Bailey, Natchitoches; Norman (Chick) Williams, Monroe; Joe Matte, Leesville; and Jeffery Bourque, Abbeville. Also elected to the board of directors was Bobby Redden of Entron who became a full voting member because of a change in the by-laws stating that a director would be chosen from associate membership of the association.

The convention began with an informal forum session presided over by president Virgil Evans and Karl Gutman of Vikoa. The main topics were copyright and non-duplication.

Following a cocktail party which ended the first day's discussions, members of the association in the tradition of the New Orleans night life, went to the French Quarter for coffee and doughnuts.

The second day's schedule was mainly occupied with an NCTA-sponsored copyright session chaired by managing director, Wally Briscoe. The association's main objection to the Copyright Revision Bill was the clause requiring blacking out of sports events.

# CRTC Says Montreal Cable Systems Cannot Carry U.S. UHF Signal Off-Air

**CRTC denies Vermont off-air signal to Montreal cable systems; Commission Chairman Juneau says "No comment" but observers say "all-Canadian" broadcast policy is behind denial.**

Canadian cable television operators, not yet reconciled to the government's ban on microwaving U.S. signals, were further shocked at the CRTC's first denial of U.S. off-air signal carriage.

In granting licenses for the Montreal, Quebec area, the Canadian Radio-Television Commission told five cable operators, "The reception and distribution of Station WVNY-TV, Burlington, Vermont, U.S.A., Channel 22, is denied." No further explanation was offered. CRTC Chairman Pierre Juneau's only answer to questions was "No comment."

Speculation on reasons for denial centers around the government's "All-Canadian" broadcasting policy. Said one observer, "The CRTC probably won't take away U.S. signals that Canadians have been watching for a long time—those will be 'grandfathered'—but apparently they're not going to allow new signals in."

## Dismay At Ruling

J.L. Siegal, head of new UHF station WVNY-TV, expressed dismay at the commission's ruling. "We're competing against two VHF stations—one CBS and one NBC," he told *CATV* reporters. "Those two channels are being carried on the cable in Montreal. Local advertisers won't buy from us when they can buy from the two VHFs and get the bonus of Montreal viewers."

According to Siegal, the station has received "hundreds of letters" protesting the CRTC decision. Montreal viewers who have television receivers equipped for UHF can receive WVNY-TV off-air. "We put a good signal right into Montreal," said Siegal. However, since Canada adopted all-channel legislation only a short time ago, there were apparently relatively few sets so equipped.

The CRTC's ban on microwaved U.S. signals is still a subject of heated discussion among Canadian operators. Claude

Boucher, president of the Canadian Cable Television Association, protested the ban in a formal statement. "The CCTA," he said, "shares the CRTC's desire to advance the Canadian broadcasting system and believes that the cable television industry has and will continue to make a major contribution. However, we believe that any attempt to restrict the reception of programs by Canadians (from the U.S. or elsewhere) would be contrary to the Broadcasting Act, in conflict with basic Canadian rights, against the wishes of an overwhelming majority of Canadians, and repugnant to the principles of a free society."

## Rift In Relations

Boucher's statement represents the first rift in relations between the CRTC and Canadian CATV industry. He emphasized in his statement that the ban is in violation of Canadian television viewers' rights—and that it also poses an economic threat to CATV systems. "Any such attempt to restrict the programs covered by cable systems to Canadian viewers would be self-defeating," he pointed out, "in that it would undermine the economic base of cable television and thereby seriously limit its ability to make more Canadian programming available."

## White House Paper Encourages Satellites

"Government policy should encourage and facilitate the development of commercial domestic satellite communications systems to the extent that private enterprise finds them economically and operationally feasible," the White House last week told the FCC in a policy paper. Although the paper didn't mention the word CATV, industry response was immediate (see separate story).

The White House paper, prepared under the supervision of President Nixon's staff, is not binding on the FCC but is sure to carry weight with FCC Chairman, Dean Burch. Essentially, the White House recommended that the Commission encourage the open and rapid development of competitive domestic communications satellites.

The policy said, "We find no reason to call for the immediate establishment of the domestic satellite system as a matter of public policy.

"Government should not seek to promote uneconomic systems or to dictate ownership arrangements, nor should uncoordinated planning or operation of such facilities be required except as essential to avoid harmful radio interference."

The White House staff, headed by Peter Flanigan and Clay Whitehead saw no immediate use for telephones over the domestic communications satellite system, but did see primary use in the immediate future by long-distance lines, coaxial cables, microwave relay uses, such as now used by the broadcast networks and data commuter carriers, computer systems and data transmission systems.

The FCC has been considered ready to proceed with authorizing an interim domestic communications satellite system for some time, probably with Comsat setting it up on an interim basis. The FCC delayed action, however, last summer when the White House requested that it be allowed to take a position on the subject. At that time, Whitehead promised a two-month study to be given to the FCC by October 1. Given the usual bureaucratic delays, the paper was not furnished to the FCC until last week.

## CATV Will Be Vital Link Via Satellites, Says Kahn

Following the statement by the Nixon administration on domestic satellites, Irving B. Kahn, chairman and president of TelePrompTer Corporation said that the policy is a tremendously constructive development.

"It advances the concept of a national broadband communications  
(Continued on page 26)

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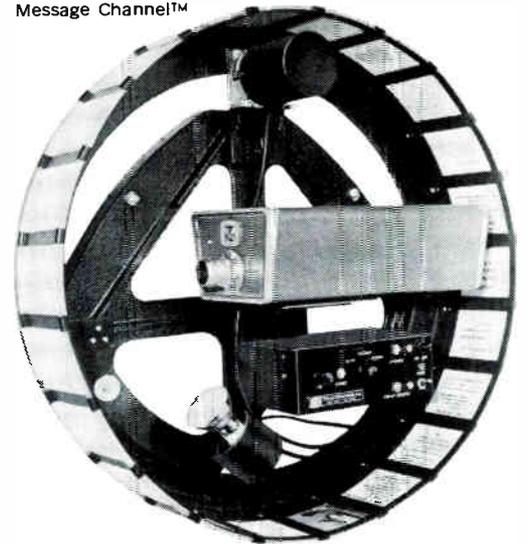
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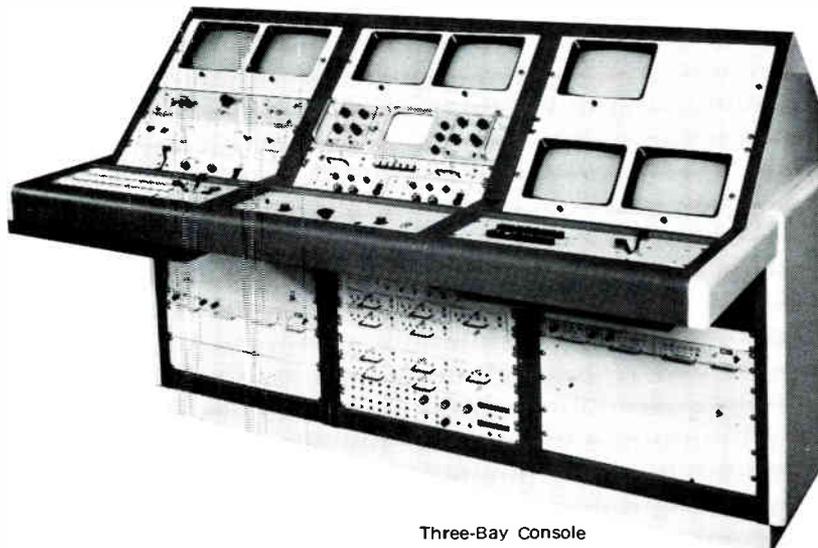
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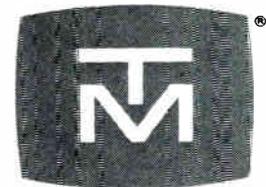
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## L'Heureux Scholarship Awarded by Law Center

The first Robert L'Heureux Memorial Scholarship has been awarded to Donald Richard Rogers of the Class of 1970. The award was made by the Georgetown University Law Center's Committee on Admissions and Scholarships.

Funds for the scholarship are contributed by members of the CATV industry and friends of the late Bob L'Heureux, CATV attorney. The CATV Pioneer Group is responsible for organizing and administering solicitation of funds. The university noted that without the scholarship the recipient would have been without the funds necessary to complete his legal education.

The award was the first for the spring semester, and subsequent awards will be for full three-year scholarships.

Rogers is a graduate of Hunter College, New York, with an excellent scholastic record. He is on the Board of Editors of the Georgetown Law Journal an honor reserved for only top students. His law school admissions test score was high and he has maintained a consistently fine grade average at the Law Center.

## NCTA Urges Members To Join Insurance Plan

NCTA spokesmen last week urged operators and associate members to complete forms on the association-sponsored insurance program as quickly as possible so that enrollment can be wrapped up by March 1. The insurance plan, offered by New England Mutual Life Insurance Company of Boston, Massachusetts, has the association's "very strongest endorsement," said NCTA.

The plan incorporates group life and accidental death and dismemberment insurance which may be purchased in a single package or supplemented with coverage in other areas such as weekly indemnity benefits, major medical and in-hospital expenses.

New England Mutual and NCTA have been stressing to operators the benefits of group participation. "Under this

plan," said NCTA, "operators and associate members can offer group insurance to their employees. This should not only help recruit higher-caliber employees and reduce turnover, but it is also a tax benefit to the employer since it is deductible."

According to NCTA, some association members have had some difficulty determining the initial cost of the plan since the insurance coverage is flexible and various elements can be combined to form a "custom-tailored" program for the individual firm. The association said that assistance is available from the NCTA staff in Washington and urged operators to contact headquarters for help.

## CATV Veterans Start NYC Marketing Firm

Communications Professionals Inc., a new CATV marketing, brokerage, and financing firm, is totally devoted to CATV, said company president Mike Joyce. The firm began operation in late September.



*Joyce: heads up new CATV Marketing firm*

Joyce noted that the firm has unique marketing approach—"a sophisticated approach developed especially for CATV." He has five MSOs as permanent clients and looks toward numerous other enlistments.

Officials of the new firm are Joyce, formerly with Vikoa, Inc.; Robert

Sewak, marketing, formerly with Gulf & Western Industries; William Artz, operations, formerly with Vikoa, Inc.; James Coffey, construction, formerly with Continental CATV; and Dr. Frank Clolesimo, professor of motivational research.

The New York City based firm will serve primarily the New England states. It is affiliated with Adams Broadcast Services, United Communications Contractors, Affiliated Marketing Inc., and Cable Monkeys Inc.

## Canadian Operators Hurt By ETV Ruling, Says CCTA

Not all Canadian operators have welcomed the government's decision to abandon an ETV network and instead require that CATV systems provide channel space for educational programming.

The Canadian Cable Television Association, in a letter to the Secretary of State's office, pointed out some of the problems this decision creates for small cable operators. While not objecting to the intent of the government's directive, the CCTA suggested that an exemption should be made for some cable licensees.

"There are a great many smaller systems in Canada," said the association, "originally designed and built solely for the reception and distribution of channels receivable at the antenna site, and limited in capacity to only those channels. In other words, systems with no currently unused channel capacity."

For those systems, the CCTA pointed out, the requirement to set aside at least one channel for educational programming would mean either "deleting an off-air channel or reconstructing the entire system to add additional channel capacity." Either way, the system operator is likely to lose subscriber support through reduced service or increased rates.

In the same letter, the cable group took a swipe at some "educational authorities" who, according to CCTA members, are using the new governmental policy to "shift the burden of the cost of technical facilities" to the CATV operator.

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### TOTAL POTENTIAL HOMES

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- DELIQUENT
- FREE SERVICE
- FREE TRIAL
- COMMERCIAL
- EXTRA OUTLET
- F M OUTLET

MANAGEMENT ANALYSIS SYSTEM STATUS

STATUS	TOTAL	GOOD	DELINQ	FREE	TRIAL	COMM	EXTRA	FM	DISCON	NON-CABLED
1	1000	750	150	50	10	10	10	10	10	10
2	1000	750	150	50	10	10	10	10	10	10
3	1000	750	150	50	10	10	10	10	10	10
4	1000	750	150	50	10	10	10	10	10	10
5	1000	750	150	50	10	10	10	10	10	10
6	1000	750	150	50	10	10	10	10	10	10
7	1000	750	150	50	10	10	10	10	10	10
8	1000	750	150	50	10	10	10	10	10	10
9	1000	750	150	50	10	10	10	10	10	10
10	1000	750	150	50	10	10	10	10	10	10
11	1000	750	150	50	10	10	10	10	10	10
12	1000	750	150	50	10	10	10	10	10	10
13	1000	750	150	50	10	10	10	10	10	10
14	1000	750	150	50	10	10	10	10	10	10
15	1000	750	150	50	10	10	10	10	10	10
16	1000	750	150	50	10	10	10	10	10	10
17	1000	750	150	50	10	10	10	10	10	10
18	1000	750	150	50	10	10	10	10	10	10
19	1000	750	150	50	10	10	10	10	10	10
20	1000	750	150	50	10	10	10	10	10	10

#### NON-CABLED

- SOLD
- IMPOSSIBLE
- CANCELLED
- REFUSED
- UN-SOLICITED

### DISCONNECTED HOMES

## REMINDERS THAT ARE SPECIFIC

*Better Living With Cable Television*

SACRAMENTO CABLEVISION  
2330 AUBURN BLVD  
SACRAMENTO, CA 95821

AVOID DISCONNECT. REMIT OR CALL NOW

J A DOAKS  
1060 FOXBURG RD APT 21  
SACRAMENTO CA 95821

82809  
RETURN THIS PORTION WITH YOUR PAYMENT

*Cable Television*

STATEMENT

201094316011  
AMOUNT DUE 5.00  
DATE 6-01-69

PRIOR BALANCE 5.00  
CURRENT CHARGES 5.00  
PAYMENT 4.50  
INSTALLATION .00  
ADJUSTMENTS .50-  
AMOUNT DUE 5.00

BILLED FROM 6-01-69 BILLED TO 7-01-69  
0201-094316-01-1  
6-01-69 0082809  
DUE DATE CARD NUMBER

Thank You!

DATE CHECK NO.  
KEEP THIS STUB FOR YOUR RECORD

### SPECIAL MESSAGE

## OLD RECEIVABLES COULD BE NO RECEIVABLES.

CATV MANAGEMENT INFORMATION SYSTEM  
ACCOUNTING ANALYSIS

PERIOD ENDING: 7-31-69 PAGE: 001  
ACT NO: 89-000

REVENUE BALANCE	31-00-74	SALES TAX BY COPY	ADJUSTMENTS BY TYPE
PLUS: BILLINGS	31,000.00	100	11,000.00
LESS: PAYMENTS	30,000.00	100	10,000.00
ADJUSTMENTS	1,228.02	100	1,228.02
TOTAL ACCOUNTS RECEIVABLE	2,228.02	100	2,228.02
UNRECORDED INCOME AS OF: 8-31-69	17,000.00	100	17,000.00

AGING: NEG BALANCES

NEG BALANCES	461	\$4,436.25-
CURRENT	4,667	30,510.56
30 DAYS OLD	1,170	11,201.59
60 DAYS OLD	379	4,959.94
90 DAYS OLD	663	14,442.95

## TOTAL INFORMATION

By capturing the information on all potential and current subscribers, the computer gives top management a perspective of the total franchise. These reports are continually updated every 15 days and present a current vista of the franchise.

## REMINDERS THAT ARE SPECIFIC

You must communicate with your slow paying subscribers to ensure that they make their payments. This must be done in a timely and specific manner. The computer system enables you to send a reminder as often as every fifteen days, based on any pre-determined criteria. These reminders show the charges and credits for each subscriber, plus a computer-selected message.

You can be assured that your collection system is operating on a regular and businesslike basis.

## OLD RECEIVABLES COULD BE NO RECEIVABLES

Operating profits are based on subscriber income being greater than operating costs. Subscriber income consists of two parts: the amount due and the amount paid. The amount due must be paid in order to have true profits. This computer system indicates the condition of your receivables every 15 days. This enables you to take the necessary action to prevent your receivables from becoming write-offs.



## Moving Up

*W.D. "Bill" Kenny* has been appointed to the position of executive director of the Cable Television Association of New England. His activities will be directed towards coordinating association events and objectives, plus development of more member services. He is a University of Connecticut graduate, where he majored in Business Administration. He is an experienced system manager with a strong CATV advertising and promotional background.

The CATV Division of Reeves Telecom Corporation, has announced the move of *Wayne Lee* from his post as general manager at Alabama Cablevision, Inc., to General Manager of Portsmouth Cablevision, Inc., Portsmouth, Ohio. Mr. Lee has spent 11 years of his career with Alabama Cablevision, working in every phase of the

operation; he was named general manager there eight months ago. Taking Lee's spot as general manager is *John Raines, Jr.* He has spent his last 4 years with Westinghouse Group W (CATV Division) before joining Alabama Cablevision. During that time he set up operations and marketing for 3 Group W CATV systems: Clearwater of Georgia, Valdosta, Georgia and Tallahassee, Florida. His broadcasting experience includes 4 years with WSFA-TV, Montgomery, Alabama.



*Mr. Dumont*



*Mr. Criswell*

*Lyle Mutter* has been named general manager of TV Cable, Inc., Richlands, Virginia. He joins the firm from Sears, Roebuck and Company where he was sales office manager.

*Lou Dumont* has been appointed to director of Channel 6 of Hudson, New Hampshire, Northeastern Cablevision Corporation. Dumont, for many years the New England television and radio spokesman for First National Stores and Cott Bottling Company, was most recently associated with the Boston-originating "Dave Garroway Show."

General Electric Cablevision Corp. has appointed *C. Dale Criswell* to system manager of Walnut Creek-Vacaville, N.Y., operations and Richard Mardock to technical manager of the firm's Vacaville, N.Y., operation. Criswell has been associated with the CATV industry since 1954. He has served as chief engineer and manager of the firm's system in Alpena, Michigan and in 1969 was named manager of the Walnut Creek operation. Mardock has been involved in CATV construction and engineering since 1964.

## Franchise Activity

**FLORIDA: Dundee:** The town council has given first reading to an ordinance granting a 20-year franchise to T-M Communications Corp. Franchise fee has been set at 5 percent for the first 10 years and 6 percent for the second 10 years. . . . **Orlando:** The city council has received franchise bids from 11 firms for a non-exclusive franchise.

**GEORGIA: Columbus:** Landmark Communication Corp. of Norfolk, Va., has submitted its bid for a non-exclusive franchise to the city council. Chattahoochee Cable Television Co. presently holds a non-exclusive franchise for the area.

**ILLINOIS: Chicago:** Cor-Plex International Corp., Lerner Communications, Inc., Pacific and Southern Broadcasting, Inc., San Jose Cable Co., and Tele-Prompter have each submitted franchise bids to the city council. . . .

**Johnston City:** The city council has awarded a franchise to Charles Brymer and Associates. Franchise fee has been set at 5 percent of the gross income from the first 2,000 subscribers and 7 percent of the gross income from additional subscribers.

**MARYLAND: Elkton:** The town commission has agreed to award a 20-year franchise to American Telecable Service, Inc.

**MISSOURI: Charleston:** See-More Cable Television Co. has submitted its franchise bid to the city council. The firm is offering a franchise fee of \$1 per house plus 5 percent of the gross revenue.

**NEW YORK: Marlboro:** The town board of supervisors has tentatively agreed to grant a franchise to Tele-Prompter Cable TV. . . . **Niagara:** The

town board has granted a 20-year franchise to STV Cable Television, Inc. Franchise fee has been set at 5 percent.

**PENNSYLVANIA: Loyalsock Township:** American Tele-System Corp. has submitted its franchise bid to the township supervisors. Citizens Cable Co. presently serves the community with 12 video channels.

**SOUTH CAROLINA: Anderson:** The city council has given third and final reading to its enabling ordinance.

**WISCONSIN: Dodgeville:** Mound View CATV Corp. has been granted a franchise by the city council. Franchise fee has been set at \$100 annually.

**NEW BRUNSWICK: Moncton:** The city council has issued a statement of support for City Cablevision, Ltd.'s application to the CRTC to serve the community.

**ONTARIO: Lucerne:** The city council has announced plans to renegotiate the 10-year franchise of Laurentian Cablevision. The franchise was granted to the firm five years ago.

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rotten,  
stinkin'  
world,**

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ull,  
glorious  
g, lovely

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Write to Television Presentations, Inc., 375 Park Avenue, New York, New York, 10022. Or call (212) 421-9666. A subsidiary of Sterling Communications Inc.

## System Construction

**COLORADO:** Comtronics Cable TV has announced that construction is scheduled to get under way soon in **Palisade**.

**DELAWARE:** Rollins Cablevision, a division of Rollins Broadcasting of Delaware, Inc., has announced that construction is presently under way on a studio for local origination programming in **Wilmington**.

**FLORIDA:** Citrus County Cablevision, Inc. has announced that construction is scheduled to begin soon on its system to serve **Inverness**.

**GEORGIA:** Southeastern Transmission Corp. has announced that hook-ups are now being made in **Metter**.

**ILLINOIS:** Beardstown Cable Television has announced the addition of 165 feet to its previously 340-foot tower to serve

its **Beardstown** system. According to the firm, with the increased height of the tower, St. Louis and Moline stations may be added to the system.

**MISSOURI:** International Telemeter Corp. has announced that a part of its system to serve **Jefferson City** is scheduled to be energized on February 15. The city-wide system is expected to be completed before August 15, according to the firm.

**NEW YORK:** Antenna Systems Corp. has announced that construction is presently under way on the extension of its Potsdam-Canton system to serve **Norwood**. The system offers subscribers 10-video channels, including one channel which is reserved for local origination programming.

**SOUTH DAKOTA:** South Dakota Cable TV has announced that hook-ups are

presently under way in **Hot Springs**. Rates for the system are \$25 installation; \$6 monthly.

**UTAH:** Community Television of Utah, Inc. has announced plans to complete its system which serves **Salt Lake City**. Construction is scheduled to begin in the spring according to the firm, which was granted a franchise by the city in 1965.

**WYOMING:** Community Television of Wyoming has announced the addition of programming from Central Wyoming College Broadcasting Service to its previously 6 video channel system which serves **Riverton**.

**ONTARIO:** Northumberland Cable Television Co. has announced that the 250-foot tower to serve its proposed 9 video channel system in **Cobourg** has been installed.

Owen Sound Cable TV has announced the addition of time/weather service to its system which previously offered **Owen Sound** subscribers 10 video channels.

## Everyone likes to know about the weather!

It's a high-interest topic that can be made to work for your system. And a time/weather channel is a proven way to build subscriber interest and add new hook-ups. R. H. Tyler time/weather units are especially designed for CATV. R. H. Tyler offers a line of 2 different units. Select yours from a price range of \$2,475 to \$4,575... with equipment options ranging from a basic 4 time/weather gauges to seven, plus message panels and automatic slide programming. Your profit picture will brighten with time/weather service... call us for full information! 1405 15th St., Wellington, Texas, (806) 447-5841.



The Originator of Time/Weather Equipment for Cable Television.



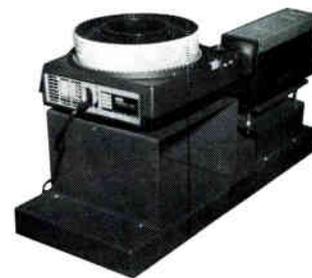
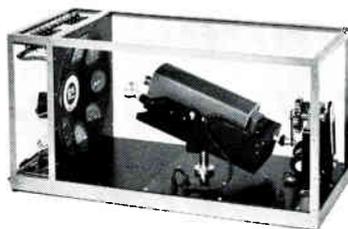
U.S. Patent, 3,226,476

### WEATHER-SCAN II . . .

The economy-minded all-purpose unit. Available with up to 7 gauges, plus many camera and message options. Specify it to suit your budget. Base price (less stand) is \$2,475.

### ROTO-SCAN . . .

Built for small spaces—measures only 44" by 20" by 20". Fully enclosed for dust protection. Features a unique one-way circular scanning. Several camera options available. A quality leader for \$4,200.



### SLIDE-SCANNER . . .

Great new versatility for your public service and advertising messages! Concord MTC-18 camera and Kodak 88-slide carousel projector give almost unlimited message capacity. Easily phased into Weather-Scan II operation. Complete as shown only \$1,084.

## Product Progress

### IVC 900 SERIES VTR

International Video Corporation, 675 Almanor Avenue, Sunnyvale, California 94086, has introduced a new series of color and monochrome helical-scan video tape recorders. Four basic models are offered in the IVC-900 series, the IVC-900 (monochrome) and the IVC-900-C (color) recorders and the IVC-960 (monochrome) and the IVC-960-C (color) VTRs with electronic editing. Dropout compensation and sync processing are optional. IVC-900 series recorders range in price from \$9,500 to \$15,500. The IVC-960 is designed for both assemble and insert editing, permitting the insertion of several audio and video sources in an existing tape. Other features of the new series include automatic tape tension control, built-in processing amplifier and color drop out compensator. IVC-900 videotape recorders are available in two configurations—as a deck for rack mounting and in a portable carrying case. Electronics are in card racks for accessibility, and major mechanical assemblies may be removed for servicing.

### RADAR CABLE MARKER

A plastic marker designed to save costly, accidental damage to buried pipe and cable has been introduced by Radar Engineers, 4654 N.E. Columbia Blvd., P.O. Box 3043, Portland, Oregon 97218. The firm has said the low-cost Model 600 marker shows both the location and depth of cable. The marker, for which patent is being sought, has a slot 13 inches from the lower end. A tab at the end of the cable is looped around the cable before backfill and hooked into the slot. The marker is then placed in a vertical position as the excavation is backfilled. Foot marks—1 through 6—are printed on the extruded plastic marker. The portion of the marker above ground after backfill indicates depth by the last number visible. The manufacturer said the marker is sufficiently tough and flexible that it will return to vertical, relatively undamaged, even after being

run over by earth-moving machinery. If the equipment snags the marker, the loop around the cable will break rather than damaging the pipe or cable. After the construction phase, the marker can be cut off at or below ground level and remain in the ground as a permanent marker.

### CAMERA/RECORDER



Diamond Power, P.O. Box 415, Lancaster, Ohio 43130, is now producing a battery-powered, portable TV camera/recorder system—with a built-in viewfinder for instant playback. The completely solid state unit, called the PVS-1, features a viewfinder that also serves as a verification monitor, instantly, on location. A front and rear microphone allows the camera operator to narrate his own tapes while recording the action. The camera is equipped with a 3:1 zoom lens. Audio and video level controls are said to be fully automatic and the unit will record off the air or from its own camera. It operates from rechargeable batteries or on AC with the addition of an optional adaptor. The 1/2 inch tape recorder is also completely solid state. It provides 20 minutes of recording time on a 5-in. reel with a tape speed of 9.5 ips.

### NEW PLASTIC CONDUIT

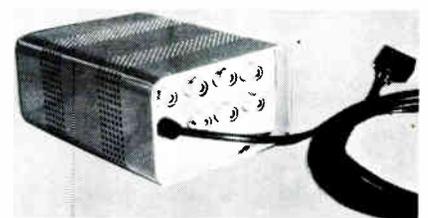
Cabot Piping Systems, P. O. Box 1032, Louisville, Kentucky 40201, has introduced a new plastic conduit, Cab-I-duct, designed and engineered for the cable television industry. The product is said to be a complete conduit package incorporating tubes, sweep ells, and couplings, and is designed for maximum economy and performance when

laying coaxial cables for CATV applications. The unit conduit system is made from a new plastic compound—Caboblend-15. This resin is said to incorporate high chemical resistance (will not rust, rot, or corrode in corrosive environments) with structural integrity—the ability to resist shattering, crushing, and collapsing. Installation is fast and easy, employing a conventional solvent welding technique, according to the manufacturer. Each piece of pipe is belled on one end, thereby eliminating the need for couplings, while accelerating the installation rate. The conduit is available in 1 1/2" and 2" IPS, as well as other common sizes.

### TELE-WIRE CATALOG

Tele-Wire Supply Co., Inc. 178-08 93rd Ave., Jamaica, N.Y. 11433, has made available a new illustrated eight-page brochure which features telephone wire, cords, cable, coaxial cable, pole line hardware and supplies, protective and terminal equipment, nicopress sleeves and tools, booths, other telephone and CATV construction accessories, cable, equipment and supplies of leading manufacturers. Up-to-date prices are included. The literature provides all necessary details including number of pairs and conductors, size, gauge, including information on cable and wire.

### ALAUN VIDEO SWITCHER



Alaun Engineering, 1827 Copa Way, Monterey Park, California 91754 has placed on the market a new video switcher in the low price range. The transistorized Model SW-3 features looping inputs, 800 lines horizontal resolution, high isolation and add-on capability for more inputs/outputs. Switching is done by combining diode bias action with video transistor turn-on/off. Remote control is said to allow convenient location for optimum cable routing. The unit is designed for three inputs and one output.

## Digest of Earnings

### FILMWAYS INC.

Year Nov. 30:	1969	1968
Share earns	\$ .33	\$ .53
Revenues	25,966,000	22,616,000
Net income	608,000	802,000

### KAUFMAN & BROAD INC.

Year Nov. 30:	1969	1968
Share earns	\$ 1.20	\$ .75
Sales	100,000,000	72,184,541
Net income	4,600,000	2,607,725
Quarter share	.36	.21
Sales	31,000,000	24,800,446
Net income	1,400,000	801,899
Avg shares	3,823,888	3,131,204

Kaufman and Broad directors declared a three-for-two stock split which will be effected in the form of a 50% stock dividend to be paid out of capital surplus. The dividend is payable February 16, 1970, to shareholders of record January 30, 1970.

### COMMUNICATIONS PROPERTIES, INC.

Year Oct. 31:	1969
Share earns	\$ .25
Sales	2,080,478
Net profit	35,423

### UNITED ARTISTS THEATRE CIRCUITS, INC.

Year Nov. 30:	1969	1968
Share earns	\$ 2.28	\$ 1.44
Revenues	68,460,825	54,608,505
Net income	3,552,653	2,323,610

UTAC owns 14 systems in 10 states.

## Industry Stocks

Stock	Stock Exchange	This Week	Last Week	Year High	Year Low	Shares Outstanding
Ameco	AM	14 3/4	14 1/4	16 1/8	7 1/2	1,200,000
Amer. Elec. Comm.	OTC	6 1/2	7	16 1/4	5 5/8	1,516,432
Amer. TV & Comm.		22 1/2	22 3/4	22 3/4	11 7/8	1,775,101
Avnet		12 1/8	12	36 1/2	10 7/8	9,909,054
Cable Info Systems	OTC	2 5/8	2 1/2	4 5/8	2 3/8	995,000
Cablecom General	AM	21 5/8	21 1/2	25 1/2	8 3/8	1,605,000
Citizens Fin. Corp.	AM	13 1/2	13 5/8	28 3/4	11 7/8	994,689
Columbia Cable	OTC	14 1/2	13 1/4	14 1/2	9	876,000
Comm. Properties	OTC	8 1/8	7 3/4	10	4 1/2	644,621
Cornelia Corp.	OTC	5/8	5/8	5 1/4	5/8	
Cox Cable Comm.	OTC	23 3/8	25	25 1/4	13	3,550,000
Cypress Comm.	OTC	19 1/4	17 1/2	19 1/4	10	839,000
Entron	AM	7	7 1/2	9	2 1/8	1,325,904
Famous Players Ltd.	C	12 1/2	11 3/4	19 1/4	11 5/8	6,948,000
General Inst.	NY	23 1/8	26 3/4	41	23 1/8	6,026,000
Gulf + Western	NY	18 1/8	19 1/8	48 1/4	17 5/8	15,120,860
H&B American	AM	28 1/2	27 1/4	28 1/2	13 5/8	4,972,589
Kaufman & Broad Inc.		51 1/2	49 1/2	51 1/2	29 1/2	3,900,909
Lamb Comm. Inc.	OTC	5 3/4	6 1/2	10 1/4	3 1/4	2,468,284
LVO Corp.	NY	8 1/8	8 3/4	12 3/4	7 3/8	5,692,078
Maclean-Hunter	C	17 1/4	19 3/4	19 3/4	13	2,000,000
Reeves	AM	9 7/8	15 3/8	32 3/4	9 7/8	2,163,000
Scientific-Atlanta	AM	6 3/4	7 1/4	17	6 1/2	903,442
SKL	OTV	3 3/4	3 7/8	8 1/4	3 1/2	650,000
Sterling Comm.	OTC	7 3/8	7 1/2	10 1/2	5 1/4	
TeleMation Inc.	OTC	24 1/2	22	30 1/2	14 1/2	1,086,735
TelePrompTer	AM	129 3/4	123 3/4	129 3/4	42 1/8	1,006,000
TeleVision Comm.	OTC	18	19 3/4	20 1/2	10 3/4	2,645,046
Vikoa	AM	22 1/2	25 3/4	32 1/2	21 5/8	2,183,382

These are Wednesday closing prices supplied by Dempsey-Tegeler. AM = American Exchange; NY = New York Exchange; OTC = Over the Counter; C = Canadian Exchange.



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DALLAS, TEXAS 75247

638-6705 - PHONE

## Spencer-Kennedy Names New President/Director

Richard S. Leghorn, chairman of the board of Spencer-Kennedy Laboratories, Inc., Winchester, Mass., has announced the election of Robert E. Weissman as the president and a director of the company. Weissman comes to Spencer-Kennedy from Standard International Corp., Andover, Mass., where he served as a divisional president and most recently as director of corporate development.

Control of Spencer-Kennedy, a manufacturer of CATV equipment, instruments, and electronic and electro-mechanical components, was recently acquired by Leghorn Corporation, Boston based operator of eight CATV systems in six states. In announcing the appointment of Weissman, Leghorn stated that "Mr. Weissman brings to the organization a broad background in operational management as well as experience in the communications field."

Weissman was educated at the University of Connecticut and at Babson Institute. He is a member of the Institute of Electrical and Electronic Engineers and the Society of Broadcast Engineers, and was selected to appear in the 1969 edition of *Outstanding Young Men in America*. He resides with his wife and three children in Andover, Massachusetts.

## FCC Grants Short-Cut For Under-500 Systems

The FCC has decided to put into the rulebook its temporary policy allowing CATV systems with fewer than 500 subscribers to skip many Commission procedures.

The Commission noted that in March 1968, it adopted a "temporary modification of processing priorities in section 74.1103 waiver cases." In short, carriage and program exclusivity waivers were deferred for small systems. At that time, the FCC pointed out that it is the small systems "which frequently can best make out persuasive hardship cases" and that processing such applications can engender difficulties out of proportion to their impact on broad-

casting." The Commission did say, however, that a station could ask the FCC to look into cases if hardships on the station could be proved.

Now, the FCC proposes to adopt that "temporary modification" as a rule, and has asked for comments by February 2 and reply comments by February 16. If the rule is adopted, the route will still be open for station petitions in unusual cases.

"The Commission has found," the FCC said, "that, since this procedure has been in effect, it has worked very well, and there have been few adverse comments."

## AEL Announces Formation Of New CATV Division

American Electronic Laboratories, Inc., has announced the formation of AEL Communications Corporation, a wholly-owned subsidiary.



Milton Nussbaum

The new corporation will be engaged primarily in the development, manufacture, sale and construction of CATV systems and equipment, and will serve as the focal point for all CATV activities at AEL, said Milton Nussbaum, president.

Officers of the new AEL Communications Corporation are: Nussbaum; Irving A. Faye, vice president; C. J. Fowler, vice president; Jesse H. Riebman, treasurer; and Frederick D. Lipman, secretary. Members of the Board of

Directors are Conrad J. Fowler, Nussbaum and Leon Riebman.

The firm has been involved in the CATV industry since its founding and in 1962-63 provided the engineering and design of all the equipment used in the Home Entertainment Co., Pay TV experiment in Southern California. "As a result of this early participation, a new entity was brought to the CATV equipment field, the AEL 'Colorvue' line," said company officials.

## Wells Named New FCC Defense Commissioner

New Commissioner Robert Wells last week drew the berth as the FCC's Defense Commissioner, succeeding Acting Defense Commissioner Kenneth A. Cox.

"As Defense Commissioner," the FCC announcement explained, "Commissioner Wells will supervise the FCC's emergency communications activities. These include a wide range of responsibilities in the broadcast, common carrier, and safety and special services designed to maintain communications in emergency and disaster situations. The Defense Commissioner also represents the FCC in meetings on federal interagency defense matters.

## Continental Telco Asks For FCC Hurry-Up Hearing

Continental Telephone Corp. last week won a concession from the FCC in a partial reconsideration of a Commission order to show cause why it should not be ordered to cease and desist from construction, operation and offering of CATV facilities in Sussex Borough and Wantage Township, New Jersey in violation of the rule requiring Section 214 authorization for such offering.

Continental and its subsidiaries, Farmers Union Telephone Co. and Continental Transmission Corporation, asked the Commission to reconsider the order in which it called for a hurry-up hearing and certification of the findings to the full FCC for a decision without even the interim step of an initial decision by a hearing examiner. Continental argued that there are factual

claims in dispute and that an initial decision would be in the best interests of the parties and the FCC.

The Commission relented enough to concede that the hearing examiner is authorized to issue an initial decision if "in his judgment credibility determinations are essential to the resolution of significant factual issues"—or, in short, if a judgment as to whom to believe is necessary.

Garden State CATV Inc., which operates a CATV system in New Jersey and is an applicant for franchises in Sussex Borough and Wantage Township, is tilting with Continental over the Section 214 controversy.

### Seminar Cancelled

National Cable Television Center director, Harry Weaverling, has cancelled the Cable Television Seminar that had been set for January 26-30.

The Seminar, to be held on the Penn State Campus, was to have been on supervisory development.

### NCTA Phone Change

To avoid a recording saying the National Cable Television Association has changed phone numbers, callers are advised by NCTA to note the association's new listing—(202) 466-8111. The new number is effective immediately.

### TelePrompTer Drops Plan For Merger with Volt

TelePrompTer Corp. has abandoned plans for its merger with Volt Information Sciences, Inc. The announcement was made last week by officials of both companies.

TPT said that the merger plans originally announced in October and then revised January 2 had been dropped because of the recent sharp rise in the price of its stock and "other factors."

The firm declared that the abandonment will not affect its merger with H&B American Corp. or its plans to enter the software field.

### 'Vital Link' Says Kahn (Continued from page 9)

system, and specifically a system in which the cable TV industry will function as a vital link," said Kahn.

The TPT president noted that "By calling for open entry and rate competition, the administration's recommendation provides options for our cable TV industry and for other users that would not exist if a single satellite operator or a manager were to be designated.

"At the National Cable Television Convention in San Francisco last June," Kahn said, "I expressed the belief that CATV should not tie itself to Comsat-launched and controlled satellites—Comsat needed us more than we needed them. Today's recommendation indicates that line of reasoning completely.

"We have as a company been actively studying the feasibility of an independent satellite system oriented to the particular capability of our industry, and today's announcement moves our planning ahead dramatically." Kahn declared that from all indications domestic satellites systems could be established and working within two years, and he expects CATV to be a significant part of such a development.

### Burch Names FCC Staff To Simplify Procedures

FCC Chairman Dean Burch last week named five senior staffers to a committee on commission procedures, a move he promised in a speech a week earlier to the Federal Communications Bar Assn. (*CATV Magazine*, January 19).

Named to serve were James O. Juntilla, deputy chief of the Broadcast Bureau, who will serve as Chairman; Donald J. Berkemeyer, chairman of the Review Board; Thomas H. Donahue, a hearing examiner; Upton K. Guthery, an attorney on the staff of the general counsel; and Norman Schwartz, an attorney in the Common Carrier Bureau.

Burch said that the FCC review team would coordinate findings with a parallel FCBA group and make recommendations in a year.

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### ELECTRICAL ENGINEERING EXPANSION—WITH A FUTURE CIRCUIT DESIGNERS (Senior)

Perform detailed circuit analysis and design solid-state circuits for broad band equipment in the VHF and UHF region. Experience required.

### CATV FIELD ENGINEERS

Challenging opportunities to be the technical representative of one of the leading CATV manufacturers. Position requires individuals with technical communications background and ability to "get the job done" with minimum supervision. Extensive travel required.

Positions immediately available with one of the fastest growing divisions of the famous Kaiser affiliated firms—KAISER CATV, Division of Kaiser Aerospace & Electronics Corporation.

For more information call collect (602) 943-3431 or mail your inquiry to:

## KAISER CATV

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# CLASSIFIED ADVERTISING

Rate for classifieds is 25 cents per word for advertising obviously of a non-commercial nature. Add \$1.00 for Box Number and reply service, per issue. Advance payment is required; minimum order is \$10.00. Deadline for all classifieds is two weeks before publication.

## CABLE COMMUNICATIONS MARKETING and ENGINEERING POSITIONS

The Cable Television Systems activity of RCA has immediate openings in its marketing and engineering organizations.

If your past performance warrants, and your career interests are to be part of management in the CATV field, we would like to hear from you.

RCA is interested in those individuals who are "doers" and who wish to contribute further to the exciting future of cable communications.

Confidential interviews will be arranged. Send your resume or data sheets, including your present salary, to F. T. Flanagan, RCA, c/o CATV Weekly, Dept. W170-1. We are an equal opportunity employer.

## ELECTRONIC TECHNICIANS

FOR CAREER IN  
COMMUNITY ANTENNA TELEVISION (CATV)

JERROLD ELECTRONICS CORP., a major developer of community TV antenna systems, needs trainees for Electronic Technician positions. TV repair experience, military training or previous technical training required to qualify you for this excellent opportunity with future growth potential.

Excellent 3 month paid training program. Promotion to Technician with substantial increase in salary after completion.

Salary and expenses while training. Willing to relocate and travel occasionally.

Send resume to: NATE LEVINE, Chief Engineer, Community Operations, or call: (215) 925-9870, Ext. 624.

### JERROLD ELECTRONICS CORP.

401 Walnut St., Philadelphia, Pa. 19106  
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## JANSKY & BAILEY BROADCAST - TV COMMUNICATIONS

Atlantic Research Corporation  
Division of The Susquehanna Corporation  
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### TECHNICAL DIRECTOR

Wanted by MSO headquartered in New York. Experience required in all phases of system design, maintenance, and operation.

Requires ability to organize and direct the activities of others and administer technical phases of system operations along corporate guidelines.

This is a corporate staff position which calls for working from office in New York City and considerable travel. Liberal company benefits apply, and salary is commensurate with job requirements and individual experience and ability.

An excellent opportunity for a technically competent, experienced CATV engineer with administrative ability.

Reply to CATV Weekly, Dept. W129-1.

### FINANCIAL BACKING NEEDED

Established Upper New York State Corporation possessing three franchises (4th due soon) seeking financial backing, either shares or partnership. Construction to begin April 1970. Potential subscribers 10,000. Write CATV Weekly, Dept. W-170-3.

### SYSTEM MANAGER FOR LONG ISLAND

Experienced manager wanted by large MSO for large Long Island system. Require strong administrative background. Self-starter. Salary open. Send resume and brief letter to CATV Weekly, Dept. W109-4. All replies held in confidence.

### CHIEF TECHNICIAN

New system under construction in medium sized southern Alabama resort town needs chief technician to supervise construction and work into manager's position. Excellent growth opportunity for aggressive young man, including eventual ownership interest. Reply to CATV Weekly, Dept. W109-3.

### UNDERGROUND

Construction Division of multiple system owner (8 underground) has spare capacity for Turnkey Projects.

Address inquiries to D. J. McGillicuddy  
Vice President

P. O. Box 14038  
Gainesville, Florida 32601

### CHIEF TECHNICIAN

5000 Subscribers system in N.H.'s skiing, fishing and hunting country needs Chief Technician. Division of Cypress Communications. Salary commensurate with experience and training. Send your resume to Paper City TV Cable Corp., 215 Main Street, Berlin, N.H. 03570, Attention: R.L. Blais.

## CHIEF TECHNICIAN

Medium (60 miles) system in South Carolina requires experienced Chief. System, owned and operated by Suburban Cablevision Inc., has modern channel commander head end and solid-state amplifiers. Excellent company benefits, company vehicle provided. All moving expenses paid.

Send resume to:

R. A. Gantert, Personnel Manager,  
SUBURBAN CABLEVISION INC.  
P. O. Box 206, Whippany, N. J. 07981

## profile of a leader



### HENRY M. DIAMBRA

*Born in Mt. Vernon, New York, December 27, 1924. He attended Wisconsin State University and Capitol Radio Engineering Institute in Washington, D.C., graduating in 1949. Served with the U.S. Army Air Force during World War II. After the war, he managed an electronics firm in Washington, D.C. In 1951 formed an engineering and installation firm representing Jerrold Electronics; was a co-founder of Entron, Inc. and served as president of that firm for nine years and Board Chairman for two years. He is Executive Vice President of Westinghouse Broadcasting CATV and of Micro-Relay, Inc. and an advisor to the National Cable Television Institute.*

He's articulate as well as blunt... has the vision of a designer as well as the practicality of a businessman... and has been involved in every phase of cable television from manufacturing through system operation. All of which explains why Henry M. (Hank) Diambra commands the respect he does among cablemen.

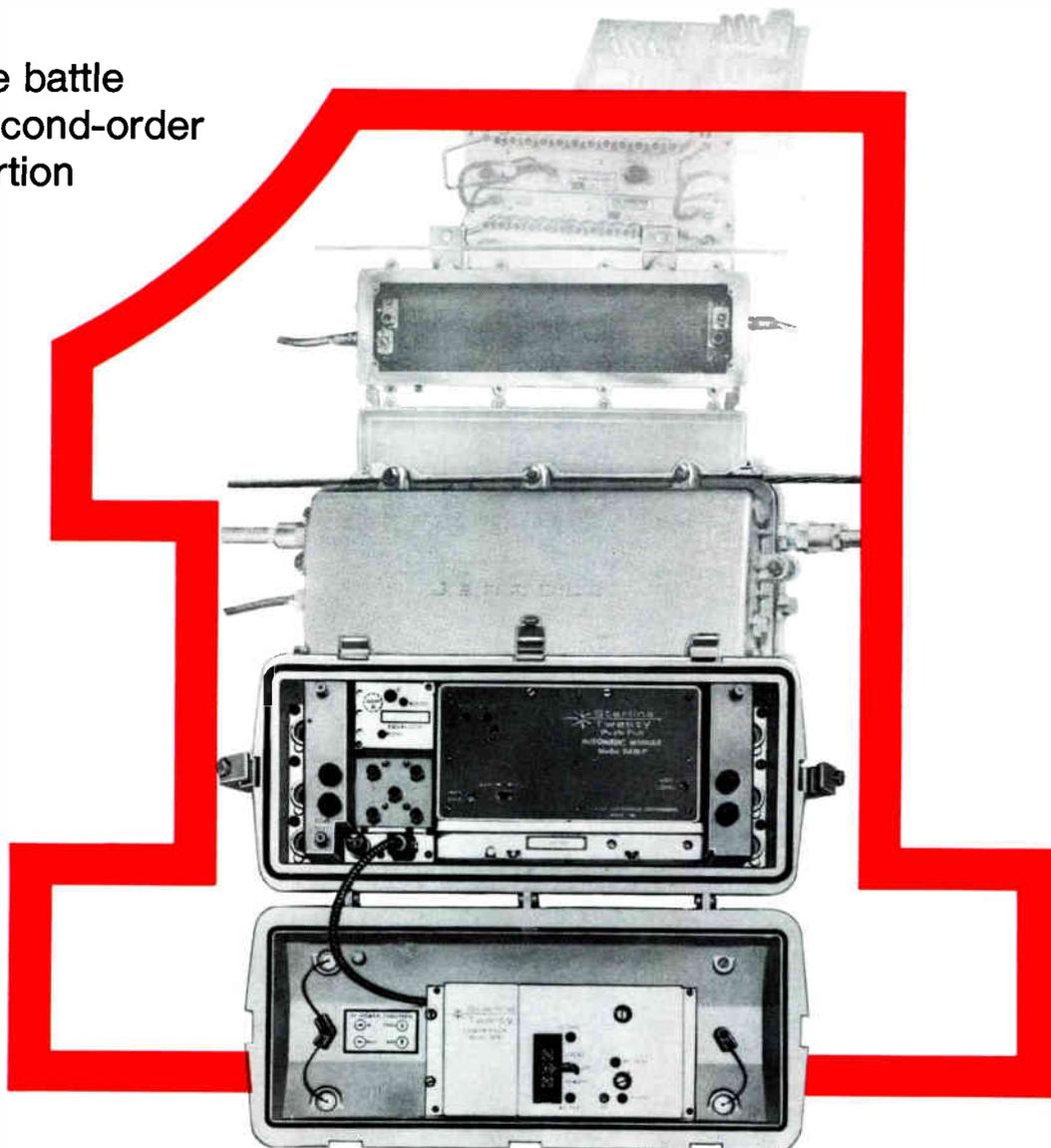
His name is linked in many minds with two of the oldest and best-known firms in CATV... Jerrold and Entron; and with a third which is newer but no less well-known... Westinghouse. His roots in CATV go back to 1951, yet his perspective on the industry is years ahead of many of his colleagues. When Hank says, "There are fundamental deficiencies, some of which have existed 15 years, which still need correction, such as a meaningful set of technical standards,"... you're inclined to listen, remembering that he was a member of the first CATV Industry Standards Committee. When he criticizes "would-be system entrepreneurs who continue to offer franchising authorities the moon and green cheese"... you're inclined to listen, remembering that as the head of two MSO operations, he's bargained with more than a few city councils himself. When he talks about the unmet need for CATV manufacturers and system operators to establish and support in-depth R&D... you're inclined to listen, remembering that he's been both equipment-maker and system operator.

It was Milt Shapp and his team who first interested Hank in CATV. With George Edlen, then area representative for Shapp's Jerrold, Hank formed an engineering/installation firm representing the CATV manufacturer. In 1953, he undertook the still more ambitious project of co-founding Entron, Inc.—manufacturer, "turnkey" system builder, and MSO. During Hank's three years as the company's Director of Engineering, more than half a dozen patents were issued for CATV equipment developments. At the same time, he directed company operations as Entron President from 1953 to 1962, then served as Chairman of the Board for another two years, until 1964.

During his last two years at Entron, as Chairman, Hank became involved in setting up another MSO, Clearview of Georgia, serving the communities of Milledgeville, McRae, Douglas, Cairo, Dublin and East Dublin. He sold controlling interest to Westinghouse in 1964, and as Executive Vice President for Westinghouse he now manages the operation along with the operation of Micro-Relay—the 210-mile Georgia microwave common carrier he founded.

Far from being wary of change, Hank Diambra speculates quite freely (and quite probably, correctly) on what the future holds: "My feeling is that ultimately there will be two cable industries—one devoted to consumer entertainment services of all kinds; the other to data transmission, information retrieval, security and things of that sort." And with characteristic bluntness, he concludes, "The prospects are great if the CATV 'establishment' doesn't muff it."

First in the battle  
against second-order  
beat distortion



## THE NEW "JERROLD GENERATION" OF PUSH-PULL AMPLIFIERS

Jerrold was the first manufacturer to employ push-pull circuitry in CATV system amplifiers to control second-order beat distortion. That expertise, augmented throughout the years, has culminated in the finest push-pull equipment available in today's market.

Remember the Jerrold LSA-795 amplifier? It was the first amplifier in the industry incorporating push-pull circuitry. That was more than ten years ago. Shortly thereafter, the Jerrold LSA-410 AB, the first push-pull amplifier ever used in a CATV transportation system, was introduced.

How about the Jerrold TLSA-510. That was the very first solid-state

push-pull amplifier used in a CATV transportation system.

With the advent of Starline came the Jerrold SLA-series of solid-state amplifier stations, by far the best units ever designed for economical, 12-channel, low-sub (6-95 MHz), long-haul CATV systems.

And today? It's the new "Jerrold Generation" of Starline Twenty Push-Pull amplifier stations for CATV distribution trunk systems and Push-Pull line extenders for feeder lines that give second-order distortion a real beating. With its multiple options available to CATV system operators,

Starline Twenty Push-Pull equipment dominates the field.

For more information on the new "Jerrold Generation" push-pull CATV equipment, contact the firm backed by ten years of experience in the application of push-pull circuitry to CATV systems. Write or phone the Jerrold Regional Office nearest you.



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igan, Ohio, Virginia and Indiana | individual communities grow, built-in capability for expansion.

# Booth Communications Company To Build Four Underground CATV Systems With Vikoa Futura 21 Channel Equipment

Hoboken, New Jersey... Mr. Edward H. Clark, Executive Vice President and Mr. H. Walter Westman, Vice President and Comptroller of Booth Communications Company, have announced that the company will build four underground Futura 21 Channel CATV Systems using all Vikoa materials.

The systems will be located in Blacksburg, Virginia; Salem, Virginia; Kokomo, Indiana and Mt. Pleasant, Michigan. The total subscriber potential, encompassing the areas covered by these systems is 33,200. The total mileage of system, when completed will be in excess of 400 miles.

Mr. Clark stated that, "the decision to purchase Vikoa equipment was predicated on Vikoa's history of accomplishment and success in the 21 channel equipment area, especially FUTURA 21 CHANNEL PUSH-PULL equipment." In addition to supplying all electronic components, Vikoa will also supply its "Flooded SLJ" underground cable proven successful in many other underground systems, as well as wire, cable and tap-off equipment.

The nature of Vikoa's Futura 21 Channel Push-Pull equipment provides these four systems with built-in capability for expansion. "Our systems will grow as the individual communities grow," stated Mr. Westman.

Booth Communications Company, a division of Booth American Company, provides entertainment, information and general communications throughout Michigan, Ohio, Virginia and Indiana via fourteen radio and FM stations and seven CATV systems.

the areas covered by these systems



(Standing left to right) Brian Doherty and Roy Kane, representing Vikoa, Inc., together with (seated) Edward H. Clark, Executive Vice President, Booth Communications Company and H. Walter Westman, Vice President and Comptroller, Booth Communications Company, concluding arrangements for Vikoa 21 Channel equipment. A portrait of Mr. John L. Booth, President and Executive Officer, Booth American Company hangs in the background.

**vikoa** INC.  
technically, the One