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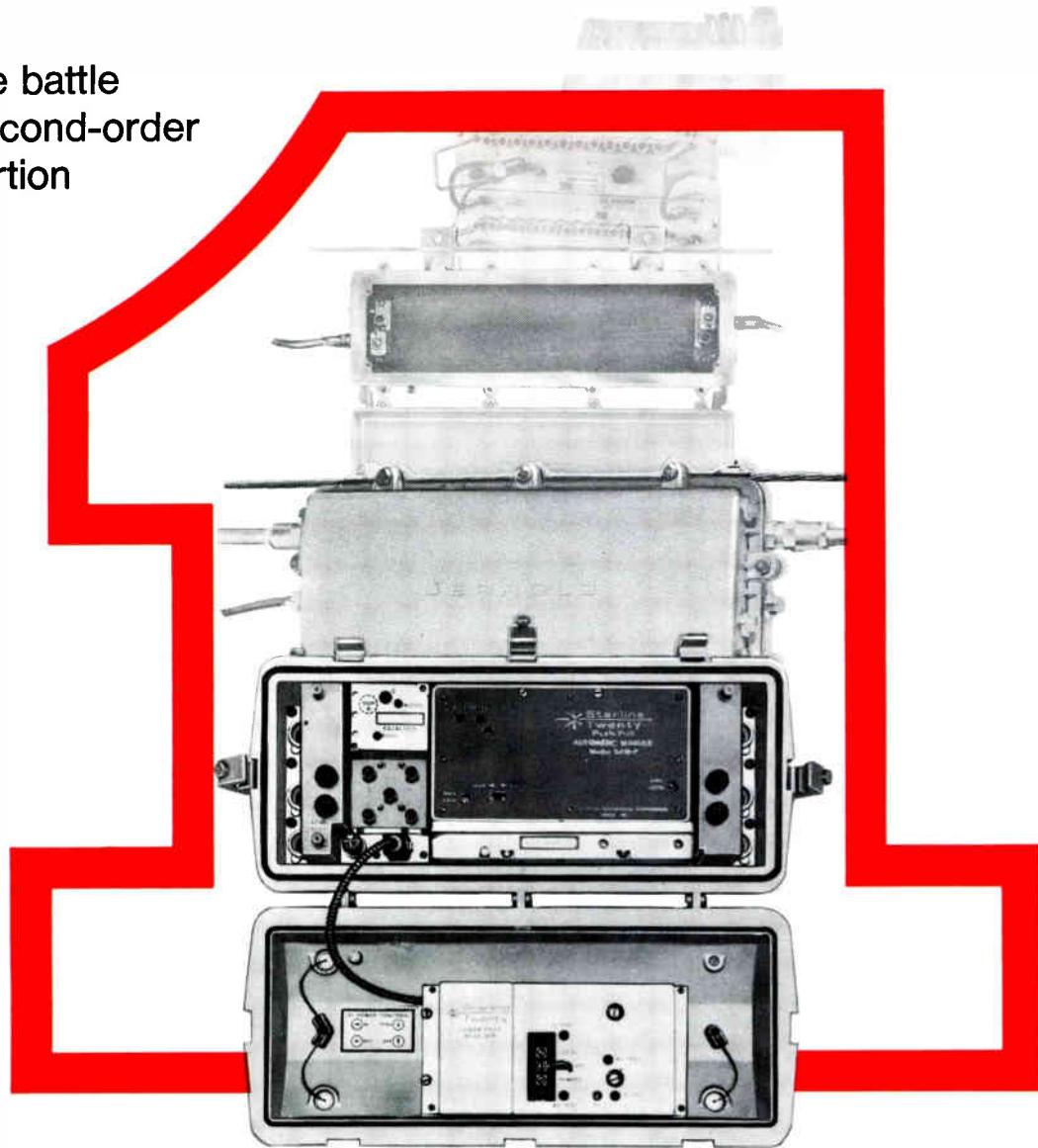
CATV

March 2, 1970

Authoritative Newsweekly of Cable Television



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beat distortion



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OUR COVER

KATV Channel 6, which leases a channel from the United Transmission's Lancaster, Pa., CATV system, airs programs of a disc jockey type format. Here, the commentator takes an outside call. The phone line is open for calls ranging from community problems to viewer's viewpoints. (See story inside)

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Reply comments on FCC proposed rules for under-500-subscribers CATV system display criticizing remarks from NCTA and AMST. NCTA's argument "flimsy" says AMST.

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Ohio Newspaper Association gets little encouragement from Commissioner Cox's speech outlining FCC's position on Equal Time Law and Fairness Doctrine, if media moves into "newspaper by cable."

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Bill placing CATV under regulation of Kansas Public Utility Commission is held by the House Utilities and Transportation Committee and is not introduced into House by Feb. 18 deadline.

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The struggle of pay television, the FCC and vested interest groups bears on future of CATV. See On Capitol Hill for insight into what may be in store for CATV.

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Stanley M. Searle — Patrick T. Pogue
Publishers

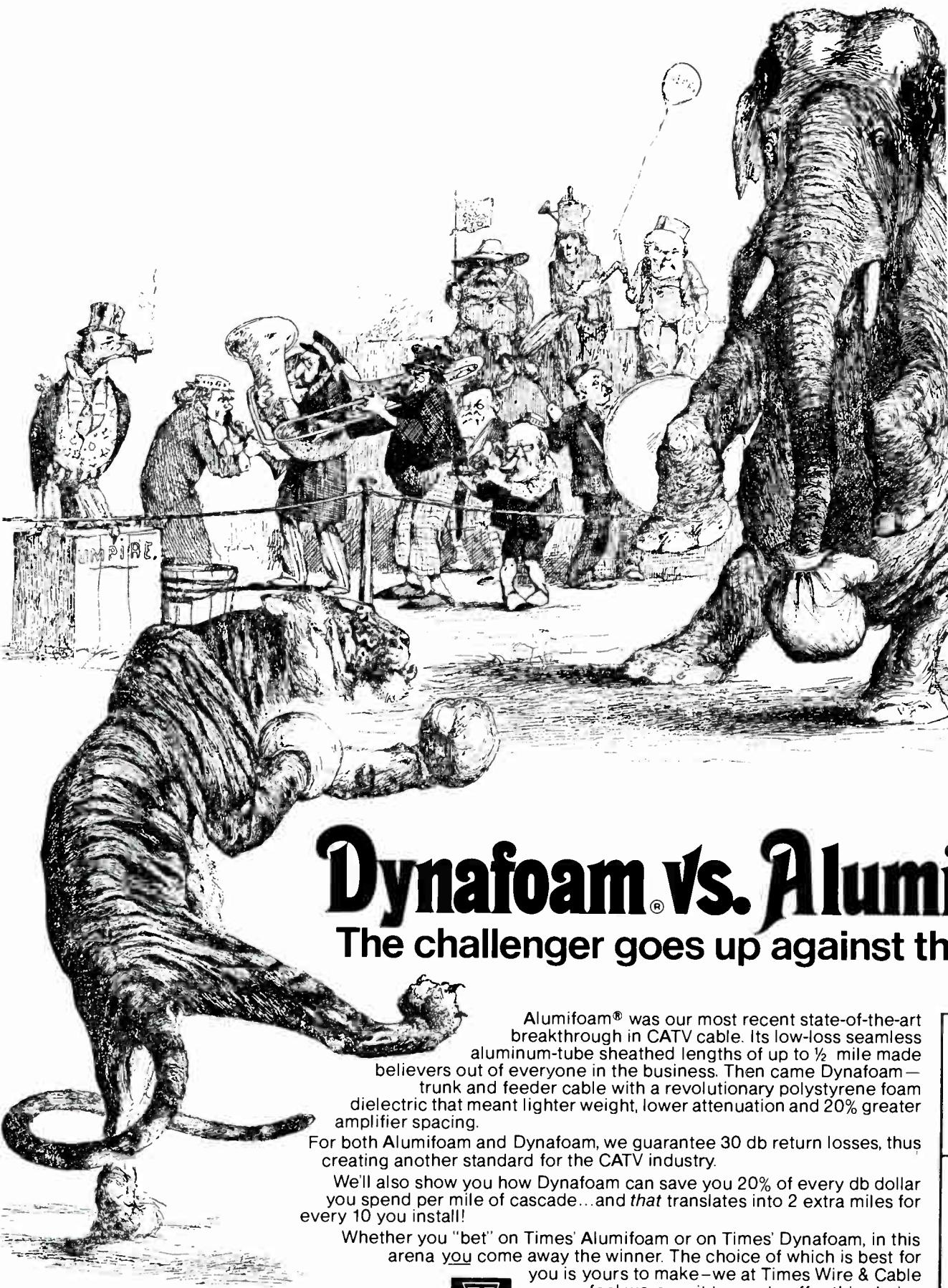
Robert A. Searle — Editor

Jacqueline B. Morse — Managing Editor
Charles E. Bell — Assistant Editor
Mark Day — Editorial Assistant
D.A.A. Lindmark — Art Director
Betty Martz — Artist

Jayne Barrick — Production Assistant
R. Wayne Wilson — Advertising Director
Buford S. Marsh — Business Manager

Washington Bureau: (202) 393-4488

CATV, March 2, 1970, Vol. 4, No. 9. Published every Monday by Communications Publishing Corp., 1900 W. Yale, Englewood, Colo. 80110. (303) 761-3770. Subscription Rate: \$33 for 52 weekly issues, plus CATV Systems Directory and CATV Equipment Directory. Single copy price: \$2.00. Entire contents copyrighted by Communications Publishing Corp., and may not be reproduced in any form without permission. CATV (title registered at U.S. Post Office) Second Class postage paid at Englewood, Colo. and additional entries Denver, Colo. For subscription orders, renewals and address changes contact the CATV Circulation Department: Please allow six weeks for processing. An address label will expedite address change.



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*Robert A. Searle
Editor*

You're 'It'...Like It or Not

If you're a businessman, you have plenty of trouble making a dollar these days. You don't need to worry about such things as the First Amendment besides. Unless, of course, your business happens to be communications.

When CATV was simply a retransmission service, nobody thought much about the First Amendment and cable television. While CATV was fighting for breath under the Second Report and Order, nobody had time to sort out what FCC regulation would mean to Freedom of Speech . . . and the Freedom to Hear of the American Public.

One of the main reasons subscribers buy cable service is "diversity." And that's one of the reasons why other people, such as the President's Task Force, think CATV has so much promise for the future. Cable has virtually unlimited channel capacity. and that *could* insure that just about anyone with a message could have access to the public ear—and that the public would have access to information it otherwise would never get. We say *could* insure; not *will* insure. What happens to the freedom to speak and to hear depends on how much say the government has about program content.

The FCC already has a strong grip on regulation of CATV programming. It *requires* certain systems to originate. It imposes rules such as Equal Time. How far would the Commission get involved in program content if and when systems lease channels as common carriers? We don't know. *Right now* there are strong undercurrents already pulling at the unborn CATV common carrier. It could be that—common carrier or not—the Commission would still insist on controlling programming.

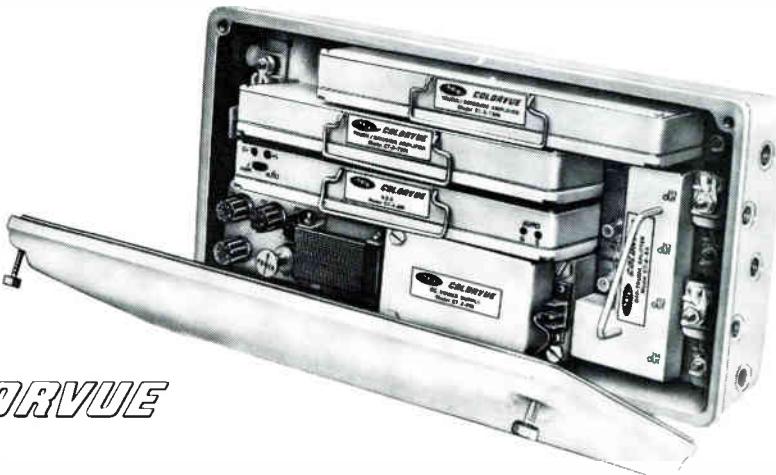
CATV is too important a communications system to let that happen. Sure, Free Speech is largely the public's responsibility. But *you* are on the frontiers where the decisions are being made. Like it or not . . . ask for it or not . . . you *are* a guardian of Free Speech.

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Cox Hints of FCC Control of Print On CATV in Speech to Ohio Newspapermen

Cox briefs newspapermen on probability of future FCC control over the press in leased channels from CATV. Says newspapers will have equal access to common carrier facilities.

FCC Commissioner Kenneth A. Cox, whose term expires in the middle of this year, sees a common carrier future for CATV, one in which cable facilities will be open to all. In a recent speech to the Ohio Newspaper Association, released last week by the FCC, Cox also indicated that cross-ownership bans may well be adopted by the Commission.

The Commissioner pointed out to the newspapermen that cable in the future may even provide for newspaper distribution, which would bring up whole new problems. "The more the present CATV industry approaches a nationwide two-way, switched network," Cox said, "the more it looks like a higher capacity telephone system. This obviously poses some difficult policy questions as to the relationship between these systems, and in my opinion means that the ultimate cable network will have to be regulated as a common carrier. Indeed, it seems likely that the proprietor of such a fully developed system will not be permitted to own or operate any of the various businesses conducted over his facilities, but will simply be a provider of channels like our present telephone and telegraph utilities."

Ownership Considered

The former Capitol Hill staffer noted that "a couple of weeks ago we ruled that telephone companies should not be allowed to engage in the CATV business, directly or through affiliated companies in areas where they provide exchange service. We have for some time been considering a rule to bar television stations and newspapers from owning cable systems in their primary markets." Cox said that perhaps the ultimate thrust of the FCC's policy would logically require that one individual or company can own radio or television or a newspaper or a CATV system in a given area, but not more than one such medium. "This is given added impor-

tance as CATV moves into origination of programming, because the Commission has long sought greater diversity in control of the means of influencing the public. Our duo policy rules prohibit the ownership of two AM, two FM or two TV stations in the same area, and to some of us the joint ownership of radio and television seems anomalous, not to mention newspaper ownership of broadcast stations, hallowed though the practice has been."

'Before It Becomes Serious'

"But in the cable field, we hope to deal with the problem before it becomes serious," Cox declared. "There are some newspapers now in the business, but we have indicated that they will not be given grandfathered status if we bar cross-ownership. Instead, if we adopt such a rule, they will be given a reasonable period in which to divest themselves of their cable properties."

He said that "If the FCC will not allow the newspaper of today to own a cable system in the same area, it seems clear to me that it will not permit

today's cable operator to own the newspaper of tomorrow. It seems to me, rather, that cable channels will be made equally available for facsimile use to existing newspapers and to those who may wish to enter the newspaper field once the problem of printing and distribution facilities is resolved.

"If the costs of the new technology are favorable," Cox said, "it may be that it will make new entry into the newspaper field easier. But if you have equal access to the technology, I do not think you can complain—indeed, I think the advantage will still be with you. If I were you, I would consider seeking access to cable facilities for the purpose of experimenting with these new techniques, and would do it now."

He also pointed out that even if cable is regulated as a common carrier, "I don't think we will follow conventional common carrier policy which disavows any interest in the intelligence transmitted." He again enunciated this controversial position: "I am already on record as believing that the public interest grounds for Section 315 and Fairness apply with equal force to the press, so I might well feel that this would give us a basis for extending these policies to the electronic delivery of the news."

He concluded: "If you are appalled at having to put up with the FCC, I would simply point out that the industries we regulate seem to have done pretty well."

NCTA, AMST Square-Off in Comments On Proposed 'Under 500' CATV Rules

Reply comments were due last week at the FCC on the Commission's proposal to modify its current practice of allowing CATV systems with fewer than 500 subscribers to skip rules requiring program non-duplication and the warfare between the cable industry and broadcasters continued.

NCTA addressed specific complaints made by broadcasters in the earlier round of filings and noted that "a major concern expressed by television broadcast interests and representatives is that the procedural burden would be shifted under the proposal from CATV operators to television licensees."

One argument, NCTA pointed out, is that smaller television stations perhaps can't afford to file before the FCC. "Yet the CATV systems being considered for the exemption from the program non-duplication requirement are small, so small in fact that the undersized television stations are worried only about the cumulative effect of several such CATV systems in a given market area." Furthermore, NCTA said, simply to maintain the status quo by leaving the burden on cable is a baseless "reactionary argument."

As to the argument that a group of

small CATV systems could have cumulative impact on a television station, NCTA said "the possibility of a special problem in a few television markets does not justify withholding exemption from a burdensome rule for the majority of small CATV systems whose operation under the proposed exemption would not create any problems to prosperous members of AMST."

The reference to the Association of Maximum Service Telecasters was apt, as AMST's reply comments showed exactly the other side of the argument on the proposed rule. The organization told the FCC that "no sound reason has been advanced for adoption of the blanket exemption proposed herein. There are numerous reasons why the proposal should not be adopted. Smaller CATV systems have not found the existing rules unduly burdensome. New CATV systems which will not remain small for very long ought to comply with the carriage and non-duplication rules immediately so as to avoid the necessity for subsequent disruption of viewing habits. Adoption of the proposed exemption would increase rather than relieve the Commission's administrative burden, particularly if hearings had to be held on petitions for special relief by broadcasters."

NCTA's suggestion that the FCC not only adopt the rules but raise the limit to 1,000 subscribers of course appalls AMST, which asked that it be dismissed out of hand.

Riker-Maxson Acquires Fairchild Camera Line

Riker-Maxson Corporation's latest acquisition could put that firm in the top running as a supplier to cable television local origination. Last week Riker-Maxson announced the purchase of the Commercial Television Systems product line of Fairchild Space and Defense System.

The announcement was made by Riker-Maxson group vice president, Gerald Fahringer, who said that the product line would be marketed by Riker Information Systems, Inc., Clifton, New Jersey. The equipment will be manufactured at the group manufacturing facility at Clark, New Jersey.

George Foster, marketing manager of Riker Information, said he plans to demonstrate some of the products at the Southern CATV Association meeting in Cocoa Beach, Florida, next week, and that the firm will be exhibiting in Chicago at the national meeting later this year.

According to Fahringer, the Riker-Maxson group is placing extra emphasis on the development of CATV products and high-performance systems. The acquisition of the Fairchild line, he said, provides Riker with additional capability in this area.

Parts and service of the line will continue to be made available to present equipment owners, and the product will

be sold under the Riker label through direct sales offices and existing national franchise programs.

Other Riker-Maxson manufacturing companies in the CATV and other electronics businesses include Ward Electronics, JFD Industries, and Richmond Hill Laboratories.

Committee Holds PUC Bill Past Legislative Deadline

The Utilities and Transportation Committee of the Kansas House of Representatives has reviewed a bill placing CATV under control of Public Utility Commission. But the bill was

MEETING CALENDAR

MARCH

2-6—Jerrold Technical Training CATV Basic School. Jerrold Electronics Corp., 401 Walnut St., Philadelphia, Pa. 19105. For further information contact J. Lerman, Educational Coordinator.

3-4—Vikoa Service School. Cosmopolitan Angus Motor Hotel, Kennewick, Wash. Contact Phil Glade, Vikoa, Inc., 842 106th N.E., Bellevue, Wash. or call collect (206) 454-1446.

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.

9-11—Seminar on System Design Reliability and Performance Monitoring. National Cable Television Center, J. Orvis Keller Building, University Park, Pa. 16802 (814) 865-1346. Contact Larry Roeshot.

10—Michigan Cable TV Association spring meeting. Capitol Park Motel, Lansing, Michigan. Contact Harold Moore (517) 371-1863 or Dave Kallio (906) 786-2244.

11-12—Cascade Technical Training School. Dallas, Texas. For further information contact Derry Cook (604) 939-1191 or Tom Athans (817) 332-6044.

15-17—Pacific Northwest Cable Television Association spring convention. Northern Hotel, Billings, Mont. Contact Richard L. Cox, P.O. Box 463, Heppner, Ore. 97836 (503) 676-9205.

17-18—Cascade Technical Training School. Jacksonville, Florida. For further information contact Derry Cook (604) 939-1191 or Benny Hammond (813) 533-8748.

24-26—Vikoa CATV Technical School, New England Area. Theatre Motor Lodge, Brattleboro, Vt. For further information contact Sol Gins, Vikoa, Inc. (201) 656-2020.

24-25—Jerrold Technical Training Cable Television Seminar. Holiday Inn, Le Seigneurie, Montreal, Canada. For further information contact J. Lerman, Educational Coordinator, Jerrold Electronics Corp., 401 Walnut St., Philadelphia, Pa. 19105.

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

31-April 1—Jerrold Technical Training Cable Television Seminar. Holiday Inn Southwest, Jackson, Miss. For further information contact J. Lerman, Educational Coordinator, Jerrold Electronics Corp., 401 Walnut St., Philadelphia, Pa. 19105.

held in committee and did not meet the House deadline for the introduction of Bills for the 1970 session.

The bill is the second in two years and Kansas cablemen are elated over its quick death.

The bill had been reviewed by a subcommittee of the Utilities and Transportation Committee and was then submitted to the full committee on February 16. However, not meeting the deadline of February 18 automatically tabled the bill.

Kansas, along with New York and Georgia, had been predicted to see PUC action this year.

Supreme Court Upholds FCC Authority over Pay-TV

The U.S. Supreme Court last week decided to let the FCC go ahead with its plans to authorize a nationwide over-the-air pay television system.

By refusing to review a lower court order backing the Commission, the high court in effect supported the FCC. Because of the decision anti-pay television strategists have been left with only the hope of seeing legislation come out of Congress that would stifle subscription TV. That likelihood seems remote at best.

After years of consideration and years of contrary pressures from Congress and the broadcast industry, the FCC more than a year ago finally adopted its proposed pay television rules. They are strict, and some observers think they may prevent STV from ever becoming profitable. For instance, no sports events that have been carried on commercial TV for the past two years will be allowed on pay TV.

Nevertheless, the hard-line opponents of STV continued the fight. The first stop was the U.S. District Court of Appeals for the District of Columbia, which last September upheld the Commission's authority to set up an STV system. Then the National Association of Theatre Owners and the Joint Committee Against Toll TV took their opposition case to the U.S. Supreme Court.

The House Communications Subcommittee has recommended that the

FCC be allowed to go ahead, but with even stricter safeguards. The two-year ban on sports events, for instance, would be lengthened to five years. The parent House Commerce Committee is less friendly to STV than its subcommittee, but now may do nothing at all after hearing the silent decree of the U.S. Supreme Court.

Shapiro Says CATV Will End 'Age of the Breakdown'

Cable television, if freed from present governmental restrictions will become a key element in our national communications complex during the 70's, Moses Shapiro, chairman of the board, General Instrument Corporation, said recently. It will also help end what he called the present "Age of the Breakdown."

Speaking at a meeting of the Poor Richard Club in Philadelphia, Shapiro, whose company owns Jerrold Electronics Corp., stated that "Every impartial study ever made of the cable TV industry has favored the encouragement and extension of this medium as being in the public interest.

Shapiro noted the many current references to "The Atomic Age" and "The Space Age."

"A better description," he said, "is The Age of the Breakdown." He added: "A look around us is all that is needed



Shapiro accepts a bust of Benjamin Franklin from Ben Miller (right), president of the Poor Richard Club, and Joseph McLaughlin (center), vice president.

to establish the prevalence of the 'break-down.' The electrical power system breaks down and we have a massive blackout; the rail system breaks down and commuters can't get to work or can't get home.

"Most of these breakdowns involve communications. Mail, telephone, securities transactions, all are essentially communications processes. To a great extent business trips are *communications* trips. Commuting is a communications process to some extent—in that it involves the moving of people over certain distances so that they can communicate face to face.

"It is obvious that we are confronted by a form of communications paralysis—that the nation is suffering from a hardening of its communications-transportation arteries. It is equally obvious that too often we are making the basic mistake of *trying to move people instead of information.*" CATV will help solve this problem, the speaker said.

FCC Allows More Time For Top Vision Experiment

The FCC has given a sixty-day extension to Top Vision Cable Co. in Owensboro, Kentucky, in its experiment with carrying distant television signals with the retransmission consent of television stations.

The extension of the six-month experiment, first granted last August, is to allow all concerned to submit comments to the Commission to help the FCC "evaluate the merits of Top Vision's request" for further authorization.

In its own behalf, the Commission noted, "Top Vision cites the effort it has made to obtain expanded retransmission consents and the valuable information it has already received and furnished to the Commission, and contends that a further extension of authorization would allow it to complete many active negotiations and to continue to supply useful information to the Commission."

Owensboro is a small community, but within 35 miles of Evansville, Ind., which means that the retransmission consent requirement of the FCC's proposed and interim rules apply to distant signals.

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CATV Origination Raises Funds for Accident Victim

Fourteen year old Craig Harnish of Strasburg, Pennsylvania, had stopped to help a stranded motorist start his car. While trying to push the stalled car from a highway near the small Pennsylvania community, Craig was struck from behind by another car, pinning his legs between the two vehicles. Both Craig's legs had to be amputated to save his life.

In the events that followed, KATV, which programs one channel for a Lancaster County, Pennsylvania, CATV system, some 20 miles from Strasburg, took on new meaning in the hearts of its viewers.

The next morning, KATV president and general manager, Joseph Grazan, made an unusual decision. It was Saturday and they had never programmed on Saturday. The system went on the air shortly after 2:00 p.m. with a 2½ hour telethon to tell Craig's story to the people viewing the program.

Twenty minutes later the calls started coming in. Twelve high school girls volunteered to appear one at a time on camera with Grazan to take pledges. Only one on-air phone line was active, but at the end of the 2½ hours over \$1,000 was pledged to the Craig Harnish fund. Grazan said that people continued to call the next week to add to the fund and to congratulate them on the concern that was shown.

KATV has a small studio and operates with a minimum of equipment. It leases one of the channels from the Lancaster County system operated by United Transmission, Inc.

KATV has a simple, homey format: radio-type disc jockey programs on its leased channel. The programs feature an open phone for people to call in and talk about problems of the community and to express their viewpoints.

New Calif. Firm Designs CATV-Only Programming

National Telesystems Corp. last week, to some 35 representatives of the entertainment and media press, announced plans for the first original programming produced as an exclusive CATV package. A total of eleven programs

were revealed by Dick Clark and Donald Eldridge, principals in the newly formed corporation.

Agreement to form NCT was announced early this month by International Video Corp., Sunnyvale, California and Dick Clark Enterprises, Hollywood, California. NTC officers will be named in March.

Clark, president of Dick Clark Enterprises, indicated that over half a million dollars would be invested in a studio to turn out the color programs.

The new programming package will offer CATV system operators 20 hours of color videotaped programming weekly.

Donald Eldridge, IVC president, said cost of the series will vary according to agreements with multiple systems operators and individual system owners, but will be approximately 50 cents a month per subscriber for the full 20-hour package.

Selection of the programming itself was based on a survey taken nationally to determine the specific interests of CATV subscribers, Clark said.

Albuquerque System's Permit Declared 'Invalid'

A New Mexico District Court Judge has declared a permit to operate a CATV system in Albuquerque invalid. LVO Cable Company (formerly GenCoE) obtained the permit over a year and one-half ago.

District Judge Paul F. Lazzarolo has held that under New Mexico law rights of way to Albuquerque streets could only be issued to a public utility.

Gene Schneider, LVO president, said that he feels confident that either a court action, a licensing procedure by the city or enactment by the New Mexico Legislature will remedy the situation. He said that his firm is prepared to take the case to the state Supreme Court if necessary.

"The decision," said Schneider, "was merely a mistake on the part of the District Court." He had hopes that the decision would not affect CATV systems in other state cities.

The Albuquerque system has not seen construction yet because of the FCC's restriction on distant signals.

CATV in Washington, D.C. Under Study by Officials

City officials have started looking for a method of issuing a franchise for a CATV system in Washington, D.C., upon receiving two applications late last month. Mayor Walter E. Washington has appointed a task force to determine authority to issue a franchise.

Capitol Cable Corp., Washington, and American Tele-Systems Corp., Bethesda, Maryland (a Washington suburb) indicated interest for the CATV franchise in the form of letters to the District of Columbia's office of licenses and permits of the department of economic development.

Capitol Cable Corp. is headed by Dr. Cleveland Denard, president of the Washington Technical Institute. Chairman of the firm is Brant Coopersmith, executive director of the American Jewish Congress. The company has offered to provide free a number of channels for use by the city government, schools and educational institutions. The firm has also stated intent to provide equal opportunity for individuals or groups to lease channels.

The other recent application from American Tele-Systems Corp. did not list officers, but was sent by John I. Hanly, Bethesda, Maryland, who has worked for the National Association of Broadcasters.

The People, Inc., a non-profit group organized to provide black programming for TV, radio, and motion pictures, asked the city council to establish a CATV ordinance last year. The group recommended that one channel be made available for lease to the general public.

Systems Wire Reports Profit for First Quarter

Systems Wire and Cable, Inc. has reported a profit for the first quarter of its second year, according to J.R. Woods, president.

The Phoenix-based firm, which went into production last June with a line of aluminum-sheathed coaxial cable for CATV, had earnings of \$14,790 for the period ending December 31, against a loss of \$23,671 in the quarter year earlier.

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Our system.

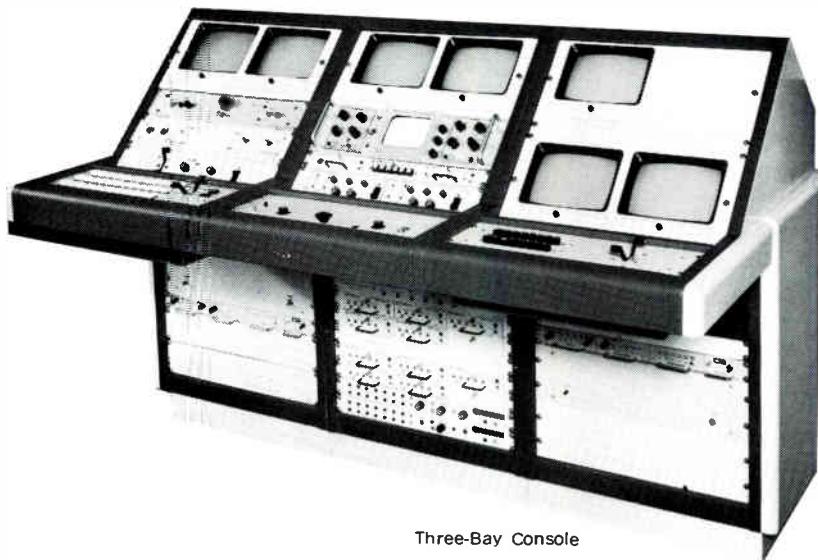
Hundreds of CATV installations across the country illustrate TeleMation's ability to provide quality origination gear—from single channel automatic programming to the most sophisticated full studio applications.

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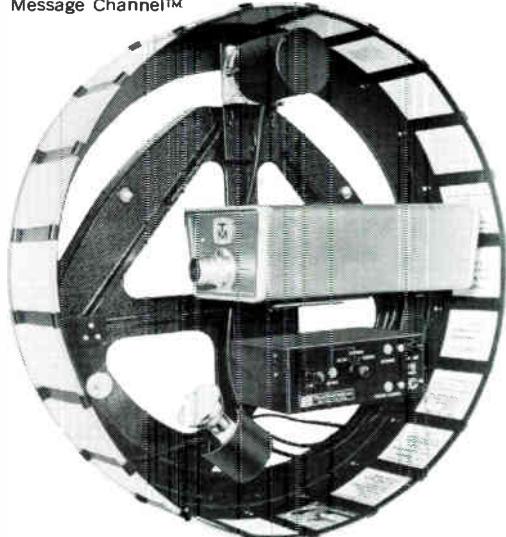


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On Capitol Hill

Pay-TV Saga May Hint of Future

Washington Action on CATV Industry

CATV Washington Bureau—The alternatives now open to Congressional opponents of pay television are limited. The U.S. Supreme Court has indirectly ruled that the FCC has the power to authorize over-the-air subscription television service, and it would take an extraordinary amount of legislative maneuvering in order for Congress to short-circuit the nation's highest court. Since most Congressional opposition is vocal and fervent only because of the anti-pay-TV lobbying of theater and broadcasting groups, the large number of Congressmen and Senators would now seem likely to be willing to accept the judicial resolution.

Such legislation really has little chance of passage. It has been, in the

past, at best a threat and a tool to buy time. And it has worked, as the FCC has often delayed action on its subscription television plans to respectfully give Congress ample time to consider its various pieces of legislation. By refusing to review a lower court decision upholding the FCC's authority to set up a pay television system, the Supreme Court was saying in effect that it sees nothing in current law to prohibit the FCC from acting. If a law was passed by Congress explicitly forbidding the authorization of pay television station operations, however, the situation would be changed.

But that almost surely will not happen. About the most that opponents of subscription television can hope for now are noises of intimidation of the FCC out of Congress. The House Communications Subcommittee has already approved a "Sense of the Committee" resolution for the consideration of the House Commerce Committee that would instruct the FCC to be very particular about pay-TV, and to apply even stricter rules than contemplated. This resolution needs only to be approved by the committee to be forwarded to the Commission; it is not a law, but it is a warning from the House Commerce Committee. Committee chairman Harley O. Staggers (D-W.Va.) last week even suggested that the committee may take some action looking toward limiting.

There is a strong suspicion in many quarters that subscription television is a lost cause, anyway. The Commission has been making desultory and previously thwarted moves toward establishing a subscription service for almost two decades. Now, with tight restrictions, it at last can go ahead. In the past two decades, many things have occurred in the world of communications technology and practical industry, one of the most striking of which has been the

emergence of CATV as a powerful force of the future. Over-the-air pay-TV will now be allowed, with terrible program restrictions and the necessity of some form of per-program payment involved. But by the time the first such operation attempts to swing into effect, CATV will already be originating programs on multiple channels with no program restriction whatsoever.

It is for this reason that the National Association of Theatre Owners and others have been, in the opinion of some observers, wide of the mark in opposing pay-TV so vigorously for so long. The strategic error is to be accepted by the cable industry with a smile, for theater owners fearful of losing ticket revenues can be fierce foes indeed. Broadcasters, however, have more than taken up the slack in the fight against CATV—while leaving theater owners to worry about the nearly moot question of subscription television.

As the FCC's position is spelled out at present, CATV systems are encouraged to originate programming and are encouraged to interconnect into a network or networks. Even per-program charges are not forbidden. There are no program restrictions. There is no federal rate regulation.

But these questions remain unsettled to a remarkable degree, and to judge by past performances in American industry, cable television will be allowed to do what cable television does on its own initiative before any bureaucrats or lobbyist for opposing industries impose fearful restrictions. A pattern of cable regulation has to emerge with the CATV industry. There is a good deal of talk about forcing cable into a common carrier mold—with regulated rates, without the right to originate programs, and with the duty to make channels available to independent contractors.

The point, therefore, of pay television getting a green light from the U.S. Supreme Court is not that it is the wave of the future. Most probably it is not. But legislative reactions to pay television and FCC attempts to cope with its implications may foreshadow some of the Washington fights still ahead for the CATV industry. And yes, after all the fights of the past...some of the hardest are still to come.



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Franchise Activity

ALABAMA: Scottsboro: The city council has announced that it is now accepting franchise bids. Video Cable Systems, Inc. already serves the area with its 8-video channel system.

CALIFORNIA: Azusa: The city council has set up a committee to study the possibility of granting a franchise... Monte Sereno: CATV Co. has been awarded a franchise by the city council... Riverside: Cablecom-General, City Cable Vision, Inc., Community Tel-Communications, Dick Clark Television Productions, General Telephone and Electronics, and Riverside Communications, Inc. have each submitted franchise bids to the city council... Stanislaus County: The board of supervisors has granted a franchise for the rural areas in the county's northeastern portion to Triangle Cable Co... Turlock: The city council has an enabling ordinance under consideration... Visalia: The city council is now accepting franchise bids.

COLORADO: Blackhawk: The city council has awarded a franchise to Dowell Blake.

FLORIDA: Chipley: Micanopy Co. and Joe Nussbaumer have each submitted franchise bids to the city council... Dade City: Dade City Cable, Inc., Pasco Cable Television, and Pasco County Cablevision, Inc. have each submitted franchise bids to the city commission... Hillsborough County: T M Communications Co. of Florida has been awarded a franchise by the county commission. The firm is planning to erect three towers to serve the county's 50,000 homes... Hendry County: LaBelle Cablevision, Inc. has been granted a franchise for the area by the county commission.

INDIANA: Greentown: Booth American Co., Inc. has submitted its bid for a non-exclusive franchise to the town board... Valparaiso: The city council has appointed a committee to study the possibility of awarding a franchise.

NEW JERSEY: South Orange: The town board has awarded a 25-year, non-exclusive franchise to Essex Cable TV Co., Inc.

NEW YORK: Perry: American Tele-Systems Corp. has submitted a franchise bid to the village council.

NORTH CAROLINA: Southern Pines: Sandhill Cable Television, Inc. and Sandhill Community Antenna Corp. have each submitted franchise bids to the town council.

OHIO: Columbus Grove: The village council has set up a committee to study the possibility of awarding a franchise.

OREGON: Newport: Liberty Television, Inc. has submitted its franchise bid to the city council... Lowell: Cableview, Inc. has been awarded a 10-year, non-exclusive franchise by the city council. Franchise fee has been set at 3 percent of the receipts.

PENNSYLVANIA: Greencastle: American Tele-System Co. has submitted its franchise bid to the borough council...

Mt. Lebanon: The township council is now accepting franchise bids for its community of approximately 40,000 persons... Portage: The township supervisors have awarded a franchise to Nanty Glo Cable TV.

TEXAS: Freeport: The city council has passed an ordinance on second and final reading which grants a franchise to Wayne Marcy. Rates have been set at \$19.50 installation; \$4.95 monthly...

Van Horn: The city council has awarded a 10-year franchise to Van Horn Cable TV Co. The firm has served the community since 1953 with one-year franchises.

WASHINGTON: Redmond: The city council has tentatively agreed to grant a franchise to Clearview TV Cable... Tacoma: Hamlin International Corp. and Time-Life Broadcast, Inc. have formed a partnership and applied for a franchise.



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System Construction

ARIZONA: Flagstaff Television and Cable Co. has announced the addition of two Los Angeles independent television channels to its previously 5-video channel system which serves Flagstaff.

CALIFORNIA: Pacific Masters System has announced a monthly rate hike of \$1, to \$7.95 monthly, for its system which is under construction in Boron, Mojave and Rosamond. Finer Living, Inc. has announced a rate hike of \$1.50 monthly, to \$6.50, for areas of Redding which require underground service. All existing service will remain at the \$5 monthly rate. The firm offers subscribers 10 video channels.

Triangle Cable Co. of Oakdale has announced that its 150-foot tower has been installed and that construction is under way in the city.

ILLINOIS: Carthage Cablevision has announced that construction has begun on its system to serve Carthage.

INDIANA: Total Communications Cable Co. has announced that it will expand its system which serves approximately 940 homes in Monticello. The expansion will add a potential 400 homes to the system.

KENTUCKY: Bishop Cablevision Co. has announced that its 300-foot tower to serve Westwood has been installed and that construction of the system is nearing completion.

LOUISIANA: Lafourche Communications, Inc. has announced that construction of its system to serve Thibodaux is under way. The 12 video channel system with its 490-foot tower is scheduled to be operational in early March.

MASSACHUSETTS: Video Enterprises has announced the purchase of \$22,000 worth of video equipment to begin local origination programming on its system which serves Holyoke. Malden Cablevision Co. has announced that approximately one-quarter of its system which serves Malden has been energized. Two-thirds of the city has already been strand wired.

MISSOURI: Cable TV of Portageville has announced that construction is presently under way on its 8 video channel system to serve Portageville. The firm's 400-foot tower is nearing completion.

NEW HAMPSHIRE: TeleCable, Inc. has announced that hook-ups are now being made on its 80-mile system to serve Concord.

American Cablevision Co. has announced the addition of Worcester's Channel 27 to its previously 10 video channel system which serves Keene.

NEW JERSEY: CATV of Elizabeth has announced that construction is nearing completion on its system to serve Elizabeth. The first phase of the system is scheduled to be energized in March or April.

NEW MEXICO: Community Tele-Communications has announced that plans are under way to rebuild its system which serves Artesia.

NEW YORK: Corning New Channels has announced plans to expand its system which serves Campbell with 12 video channels. The extension will add approximately 100 homes to the system.

OHIO: Robert G. Owens, Inc. has started laying cable in the first 550 miles of the dual cable system in Akron for Akron CableVision.

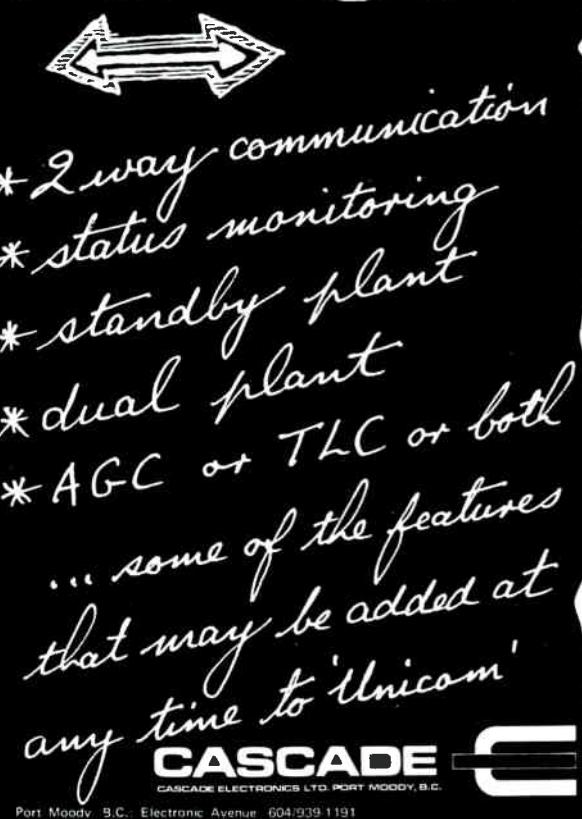
Conneaut Cable TV has announced that hook-ups are now being made in Conneaut.

Televue, Inc. has announced that hook-ups are now being made in Washingtonville.

OKLAHOMA: Cablecom-General, Inc. has announced plans to rebuild its 6-channel system which serves Hugo. The project is scheduled to begin within 60 days.

Signal Improvement System, Inc. has announced that construction is scheduled to begin in the near future on its system to serve Pauls Valley.

OREGON: TelePrompTer of Oregon has announced a monthly rate hike of \$1, to \$5, for its system which offers Springfield subscribers 10 video channels.



Port Moody, B.C.: Electronic Avenue 604/939-1191
Harrisburg, Pa.: 2395 State Street 717/232-4111 "the CATV people you can rely on"
Santa Rosa, Calif.: 244 S. A Street 707/542-6054

Digest of Earnings

AMERICAN ELECTRONIC LABS

| | | |
|---------------|--------------|------------|
| Year Nov. 30: | 1969 | 1968 |
| Share earns | | \$.28 |
| Sales | \$21,484,741 | 24,989,897 |
| Loss | 849,623 | 406,876 |
| Net loss | 849,623 | 492,555 |

TELEMATION, INC.

| | | |
|------------------|-----------|-----------|
| Year Dec. 31: | 1969 | 1968 |
| Share earns | \$.73 | \$.61 |
| Sales | 7,213,012 | 4,983,093 |
| Net income | 703,823 | 450,729 |
| Avg. shares out. | 958,907 | 742,215 |

SCIENTIFIC ATLANTA, INC.

| | | |
|---------------|-----------|-----------|
| 6 mo Dec. 31: | 1969 | 1968 |
| Share earns | \$.02 | \$.21 |
| Sales | 9,375,481 | 6,818,674 |
| Net income | 14,895 | 185,751 |

According to Scientific-Atlanta's Statement of Consolidated Income, 1969's substantial decrease in net income is due to the anticipated loss on the disposal of the Packaging Division.

VISUAL ELECTRONICS CORP.

| | | |
|---------------|-------------|-------------|
| Quar Dec. 31: | 1969 | 1968 |
| Sales | \$3,766,000 | \$4,039,000 |
| Loss bf tx | 940,000 | 196,000 |
| Income tax | 404,000 | 81,000 |
| Net loss | 536,000 | 115,000 |

Industry Stocks

| Stock | Stock Exchange | This Week | Last Week | Year High | Year Low | Shares Outstanding |
|----------------------|----------------|-----------|-----------|-----------|----------|--------------------|
| Ameco | AM | 9 1/2 | 12 1/8 | 16 1/8 | 7 1/2 | 1,200,000 |
| Amer. Elec. Labs | OTC | 6 1/2 | 6 | 15 1/2 | 5 5/8 | 1,516,432 |
| Amer. TV & Comm. | | 22 | 21 | 22 3/4 | 11 7/8 | 1,775,101 |
| Avnet | | 11 3/8 | 11 1/8 | 36 1/2 | 10 7/8 | 9,909,054 |
| Cable Info Systems | OTC | 3 | 2 7/8 | 4 5/8 | 2 3/8 | 995,000 |
| Cablecom General | AM | 14 3/8 | 13 7/8 | 25 1/2 | 8 3/8 | 1,605,000 |
| Citizens Fin. Corp. | AM | 13 7/8 | 14 1/2 | 28 3/4 | 11 7/8 | 994,689 |
| Columbia Cable | OTC | 16 1/2 | 16 | 16 1/2 | 9 | 876,000 |
| Comm. Properties | OTC | 10 1/2 | 10 | 10 1/2 | 4 1/2 | 644,621 |
| Cornelia Corp. | OTC | 1/2 | 3/8 | 5 | 3/8 | |
| Cox Cable Comm. | OTC | 23 3/8 | 23 1/8 | 25 1/4 | 13 | 3,550,000 |
| Cypress Comm. | OTC | 19 1/4 | 18 | 19 1/4 | 10 | 839,000 |
| Entron | AM | 5 1/2 | 5 3/4 | 7 1/2 | 2 1/8 | 1,325,904 |
| Famous Players Ltd. | C | 13 1/4 | 13 1/2 | 19 1/4 | 11 5/8 | 6,948,000 |
| General Inst. | NY | 19 | 18 3/4 | 41 | 18 3/4 | 6,026,000 |
| Gulf + Western | NY | 17 7/8 | 18 | 39 1/4 | 17 1/8 | 15,120,860 |
| H&B American | AM | 26 3/8 | 26 3/4 | 28 1/2 | 13 5/8 | 4,972,589 |
| Kaufman & Broad Inc. | | 37 1/2 | 38 | 52 5/8 | 29 1/2 | 3,900,909 |
| Lamb Comm. Inc. | OTC | 5 | 4 1/2 | 10 1/4 | 3 1/4 | 2,468,284 |
| LVO Corp. | NY | 7 5/8 | 8 | 12 3/8 | 7 3/8 | 5,692,078 |
| Maclean-Hunter | C | 18 1/4 | 17 1/2 | 19 3/4 | 13 | 2,000,000 |
| Reeves | AM | 7 1/4 | 7 3/4 | 23 3/4 | 7 1/4 | 2,163,000 |
| Scientific-Atlanta | AM | 8 3/4 | 8 1/4 | 14 1/2 | 6 1/2 | 903,442 |
| SKL | OTC | 4 | 3 3/4 | 7 1/2 | 3 1/2 | 550,000 |
| Sterling Comm. | OTC | 7 | 6 1/2 | 10 3/4 | 5 1/4 | 450,000 |
| Tele-Communications | OTC | 16 1/4 | 16 | 16 1/4 | 15 1/4 | 2,254,472 |
| TeleMation Inc. | OTC | 25 | 24 1/2 | 30 1/2 | 14 1/2 | 1,086,735 |
| TelePrompTer | AM | 113 | 111 3/4 | 129 3/4 | 42 1/8 | 1,006,000 |
| TeleVision Comm. | OTC | 14 1/2 | 14 | 20 1/2 | 10 3/4 | 2,645,046 |
| Vikoa | AM | 14 5/8 | 12 7/8 | 34 | 12 7/8 | 2,183,382 |

These are Wednesday closing prices supplied courtesy of Dempsey-Tegeler, Pete Brown, Consultant, AM = American Exchange; NY = New York Exchange; OTC = Over the Counter; C = Canadian Exchange.



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Moving Up

Mack Spurlock has been appointed regional manager for Telcoa, Inc., which was purchased by Harriscope Broadcasting Corp. from United Utilities in December, 1969. Spurlock, with Ameco, Inc. before joining Telcoa in April, 1967, will now be responsible for the operating management of the systems located in Stephenville, Hico, Dublin, and Navasota, Tex. He will headquartered in Stephenville, Texas.

Raymond Baker has been appointed manager of the North Brevard (Fla.) Cable Television Co., according to Edward J. DeMarco, marketing manager for Athena Communications Corp. Baker was formerly central regional manager of Athena Communications Corp., in charge of the development of its systems in Louisiana, Missouri, and Texas.

Michael Turpin has been appointed to the position of manager of Richmond (Ky.) Cable TV, Inc., a subsidiary of American Cable TV, Inc. Turpin was formerly chief technician in Richmond and for the past two years has managed systems in LaFollette and Livingston, Tenn.

Peninsula TV Power, Inc., which operates the system in Sunnyvale, Calif., has announced the appointments of *Beryl D. Davis*, marketing manager; *Sanford E. Daigle*, program manager for local origination; and *Thomas M. Perkins*, construction manager. Davis was previously on the sales staff of Newport Beach Cablevision, a subsidiary of FCB Cablevision, also the parent firm of Peninsula TV Power. Sandy Daigle was formerly production manager of television station KEMO-TV, San Francisco.



Mr. Fissel



Mr. Lee



Mr. Einsidler

Sheldon I. Bernstein has been named president and *Wilfred S. Paul* vice president-operations of International Video Institute, an affiliate of International Video Corp. Bernstein was formerly marketing director for Volt Information Sciences, and Paul was formerly assistant controller for IVC. International Video Institute, which was formed in the fall of 1969, will offer instructional videotapes beginning this spring.

New officers of the Idaho CATV Association are: *Johnny Kline*, Boise, president; *Fred Jenkins*, Hailey, vice president; *Bud Cain*, Osborne, secretary-treasurer; and Directors: *Royce Asher*, Kitchum; *Darrel Brocke*, Kendrick; *Gene Peet*, St. Maries; and *Ken Walker*, Twin Falls.



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CONCORD:

Don Fissel has joined Suburban Cablevision, Inc., subsidiary of Suburban Propane Gas Corp., as chief technician in the firm's Bennettsville, N.C., office. Fissell has been in the CATV industry for more than five years.

Perry Levine has joined TelePrompTer Cable TV as assistant chief engineer in charge of video origination and cablecasting, according to Leonard G. Cohen, chief engineer of the New York City cable system. Levine was previously with Theatre Network Television.

Alton L. Wilkinson, general manager of Frederick (Md.) Cablevision, has announced the appointment of *Edward M. Brown* as technical manager. Brown was formerly chief technical supervisor for Alto Video Corp.

Vikoa, Inc. has announced the appointment of *Joseph B. Einsidler* as vice president and general manager of Vikoa Construction Corp., its CATV systems building subsidiary. Einsidler, who joined the firm in July, 1969, had been manager of VCC's Systems division and was responsible for systems engineering prior to sale and during construction.

Cal-Tel Construction Co., Inc. has announced the appointment of *E. S. (Sonny) Knutsen* to the position of construction manager. Prior to this appointment, Knutsen was with Multi-State Service Companies, Inc. in Wisconsin where he was construction manager. Cal-Tel has also announced the promotion of *Gerald Wasmund* to construction manager. Wasmund has been with Cal-Tel and its affiliate, Robert G. Owens, Inc., for the past seven years.

Terrence C. O'Connor has been appointed midwestern district sales manager for CBS Electronic Video Recording, according to William McIntire, director of midwestern regional sales. O'Connor's district includes Indiana, Kentucky, Michigan, and Ohio.

Berkey-ColorTran, Inc., a division of Berkey Photo, Inc., has announced the opening of its Berkey-ColorTran/Canada sales office at 360 Munster Ave., Toronto, with *Gerry Lee* serving as managing director.



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ATC Announces Profit For Second 1969 Quarter

American Television & Communications Corporation has registered its first quarterly profit in the three months ended December 31, 1969, the second quarter of its current fiscal year.

According to Monroe M. Rifkin, president, the company had net earnings of \$27,832 in the three months ended December 31 on gross revenues of \$1,949,585 for the period. Earnings per share were not reported because preferred dividends exceeded net income.

Gross Revenues of \$3,792,739 for the six months ended December 31, 1969, were 53 percent higher than those of the comparable period of the previous fiscal year, when the company was privately owned. For the first six months this year, ATC had an operating loss of \$29,219.

Rifkin noted improvement in other statistical areas; including cash flow which in the first half ended December 31, rose to \$1,203,295 equal to 66 cents per share, compared to \$662,635, or 44 cents a share in the comparable period a year ago.

Change of Address Noted by Burnup & Sims

Burnup & Sims Inc. has announced that the firm's offices are located at 4047 Okeechobee Blvd., West Palm Beach, Florida 33402. The company will use the mailing address of P.O. Box 2431, West Palm Beach, Florida 33402 and have telephone number (305) 683-8311.

Cable TV Veterans Form New Consulting Company

Patrick R. J. Court, former vice president-Western operations of Television Presentations, Inc. and Ronald C. Mandell, who was previously chief engineer-CATV systems, Anaconda Electronics, have formed a new CATV consulting firm.

The firm, called Court, Mandell and Associates, Los Angeles, will offer professional level engineering services to the cable communications industry. Services

will encompass consultation to CATV operating companies, new franchises, city councils, equipment manufacturers and others.



Court (left), Mandell; president and vice president of new CATV consulting firm.

The company will also contribute in areas of technical changes in the industry—non-standard frequency channel operation, multi class service, encoded transmissions and additional non-entertainment services involving two-way transmission.

Court, president of the new firm, has been awarded 56 U. S. and foreign patents. Before his position at TPI he was technical consultant at Manhattan Cable Television in New York City.

Mandell, vice president, is holder of one U. S. patent. He has been technical manager, Intelmex S. A., Mexico, and senior systems engineer for International Telemeter Corp.

General Cable Shares Draw British Counterpart

American Smelting and Refining Company (Asarco), which owns 35.9 percent of the stock of General Cable Company, has announced plans to sell 15 percent or 2 million shares of the stock to British Insulated Callendar's Cables Ltd.

The original plans of Asarco were to unload the entire bundle of General stock, which had left General uneasy with possibilities of the stock being snapped up by an acquisitive conglomerate.

General and Callendar's have agreed, after the announcement, to a stock swap that will increase Callendar's General stock to 20 percent with the issuance of 711,000 additional General shares. In return, General can eventually acquire between 15 and 20 percent of Callendar's.

The two companies, pending approval from the Justice Department and the British exchange control authorities, are anticipated to do well in the new deal because of the compatibility of the firms. General and Callendar's were already linked through General's 28 percent interest in Callendar's Canadian company.

Callendar's, which had profits of \$23 million on sales of \$795 million is a large producer of electric wire and cable products throughout the British Empire. The firm has been termed strong in basic research which will compliment General's applied engineering lab.

Columbia Cable Reports

First Quarter Results

Columbia Cable Systems, Inc., Westport, Conn., has reported increased revenues, earnings and cash flow for the first quarter ended December 31, 1969.

Revenues for the first quarter rose to \$788,000 from \$705,000 for the period a year earlier. Net earnings were \$74,000 or 8 cents per share versus \$53,000 or 7 cents per share for the prior period.

Cash flow for the quarter increased to \$285,000 or 30 cents per share as against \$247,000 or 32 cents per share for the comparable quarter ended December 31, 1968. Per share figures are based on 948,810 common shares and common share equivalents outstanding in the current first quarter and 772,455 outstanding in the similar quarter a year ago.

The firm currently serves 41,000 subscribers in 23 communities in seven states. This represents an increase of 9% from the subscriber count of 37,500 on October 1, 1969.

The company recently announced an agreement in principle to acquire the CATV system in Dalton, Ga. and CATV franchises in certain suburban areas of Louisville, Kentucky, Columbus, Ohio and the city of Paducah, Kentucky.

The Dalton System, presently serving 3,100 subscribers, has been operating for four years and has pioneered extensively origination of local.

The CATV franchises in Kentucky and Ohio represent a potential of 40,000 subscribers.

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Film can put all those extra channels in your cables to work. Film can get you local advertising money. Film produced locally can make you a program originator (which will make the FCC happy). Film can make you money. Film can get you more subscribers.

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Kodak

committee. My question was, "How many people at this meeting do you think feel we should pay this copyright?" His answer was, "None." He said he "did not feel we should have to pay this tax either but the cards are stacked against us." Then why did the NCTA board agree to such a tax? If the board itself does not think it right, is it because it is assumed the FCC will be more lenient toward the large city franchise seekers or are we saying this because we are spending someone else's money, namely the customers?

Reference was made many times at this meeting to the fact that the copyright people began their bargaining at 17% of the CATV industry's gross and that 1% to 5% was a better deal than a lot of the CATV operators expected. I am sure the copyright people like to hear members of the NCTA board express themselves in this manner. I don't think it is a good deal for the CATV industry, and if it is true that 100% of those attending the meeting of Ohio, Virginia, Tennessee, West Virginia, Kentucky, Illinois and Indiana feel this way, then I think all CATV system operators should have the right to say "NO." We should not adopt this proposal concerning the copyright fees set forth by the NCTA board, but fight it.

Let me say, gentlemen, in closing, I do not doubt your intelligence or integrity in this matter, only your judgment.

Dex A. Sedwick
Armstrong Utilities, Inc.
Ashland, Ohio

● NCTA Headquarters
Washington, D.C.

I would like you to know my opinion of NCTA supporting S.543. I think this policy serves only the larger market MSO operator. I question your contention that 80% of CATV operators will end up paying 1% of gross. (It will amount to much more according to my interpretation of the Bill.)

The grandfathering clause is not clear and I think many of the original cable operators supplying 12 channels including 3 or 4 independent stations will be hard hit. Also it is not clear whether the copyright royalty fees cover background tapes or records on a local origination channel.

Richard F. Jarosky, Vice President
Eastern Penna. Relay Stations, Inc.
Shamokin, Pennsylvania

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profile of a leader



JOHN LYNN BUCHANAN

Born in Garland, Texas, August 19, 1920. Studied Management, Marketing and Electronics at North Texas State University, the University of Minnesota and New York University. He taught Air Corps bomber and reconnaissance flight crews in Colorado Springs, Guam, the Marianas and Manila. Founded Radio KSSS in Colorado Springs; KKSN, Dallas/Fort Worth; and KDAB, Denver. He started Broadcast Brokers in Dallas, 1959, then joined Ameco, Inc. as Sales Manager. In 1965 named Vice President/Acquisitions for American Cable Television, an Ameco subsidiary. A year later he reestablished brokerage as Diversified Media Brokers, which he presently operates. Married, he has a son and daughter.

"The industry will always be evolving," says John Buchanan. He is talking about CATV and he serves well as an example of his prophesy. From the start of his career to his present status as owner of Diversified Media Brokers, he has not been content to drift with the current but, instead, has veered in new directions as opportunity dictated.

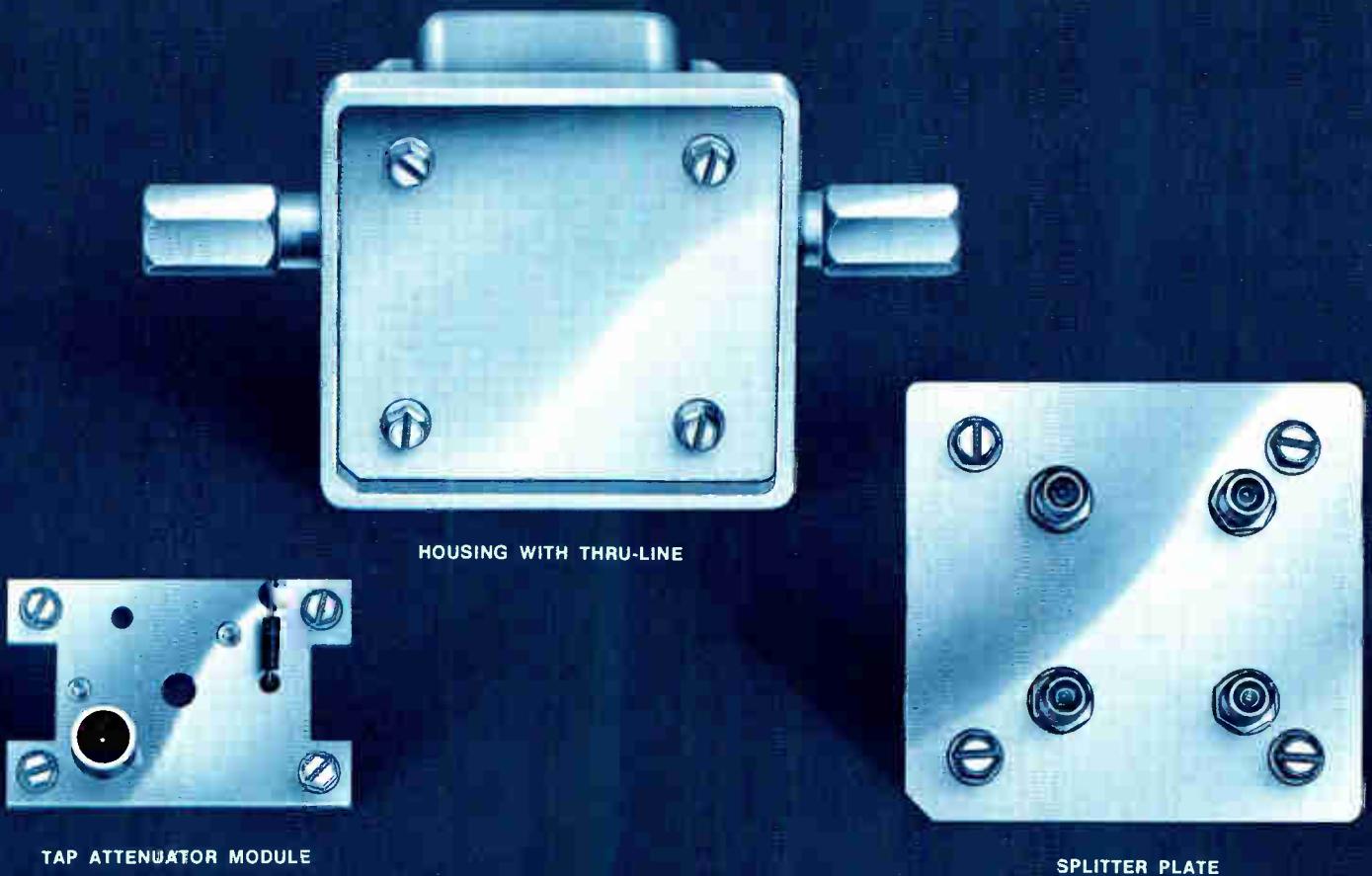
John's first job after college, 1940, was a junior test engineer for Sperry Gyroscope Company. Seeing the need for defense specialists in the year ensuing World War II, he left his position to work for Minneapolis Honeywell Company's aeronautics division teaching a new concept in high level autopilot bombing. When the war broke out, he traveled for the firm from Colorado Springs to the South Pacific, logging more than 1500 hours in flight crew instruction on B-29s, B-17s and B-24s.

Industry, after World War II, branched into new areas; and John, again seeing the opportunity, transferred to the industrial marketing division of MHR Company in the New York and Philadelphia areas as a sales engineer. He enjoyed sales work, but kept his eyes open for new, progressive industries and was soon beckoned to Denver where he became a salesman for the Alf Landon Radio Corporation. Before long, he was boosted to Sales Manager and then Manager of KTLN-Denver.

Since then, communications has been John's business. In 1953 he started KSSS in Colorado Springs; a short time later, KKSN, Dallas/Fort Worth; and then KDAB in the Denver area. In the radio field he initiated progressive, new broadcasting practices in some of his radio properties—programming storecasting, wired music and message services.

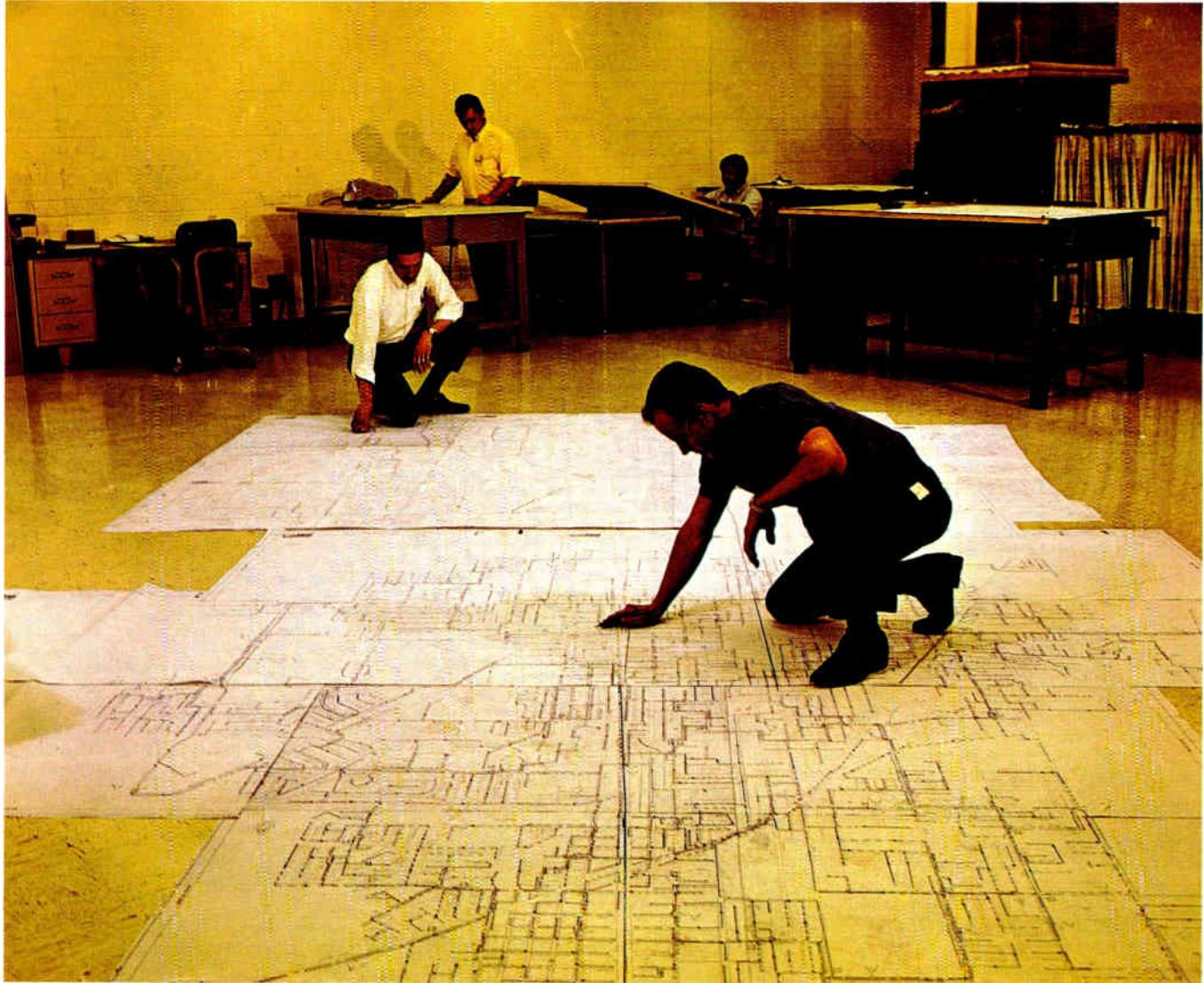
In 1959 he formed Broadcast Brokers, Inc., Dallas, and added it to his business "family." When he had to move to Tucson, Arizona, for his son's health, John commuted to Dallas and Denver. His travels were far from unprofitable—while investigating broadcast property liquidation for a client, he met Bruce Merrill of Ameco, Inc. in Phoenix. Merrill asked John to prepare a national marketing program to sell Ameco's new line of transistorized CATV equipment. So impressive were the results of the program, Merrill immediately hired John as Sales Manager for the firm. In 1965 he was moved to Vice President-Acquisitions for the firm's system operating subsidiary, American Cable Television. A year or so later he resigned from Ameco to reestablish his own business under the name of Diversified Media Brokers, which he presently operates.

He is now a broker-consultant to cable TV operators and broadcasters on a national basis—and also has ownership interests in CATV systems, franchises and broadcast stations. John Buchanan's career is one which has been shaped not by chance, but with a plan—to seek change and to evolve with it.



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