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Broadcasting & Cable

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**The Big Bang Theory
Comes to Radio**

Top

**From Westinghouse to
Jefferson-Pilot:
The stations
and the
listeners
that are
reshaping
radio's
landscape**

Radio

**How this year's
\$5.2 billion in
station sales
has transformed
radio, and what
will happen next**

Groups

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**TOP OF THE WEEK / 6
BROADCASTING / 35
CABLE / 47
TECHNOLOGY / 61**



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Fast Track

Must Reading from

Broadcasting & Cable

July 1, 1996

TOP OF THE WEEK / 6

Radio's big bang In the wake of the unexpected merger of Westinghouse and Infinity, BROADCASTING & CABLE presents the most up-to-date list of the radio industry's top group owners. Meanwhile, merger mania continues with "everybody...talking to everybody." In particular, Disney and Chancellor discussed a deal last week. / 6,7

TW, TBS huddle with FTC Federal Trade Commission staff members have recommended that the agency seek to block the merger of Time Warner and Turner Broadcasting System. Corporate lawyers are still talking to top FTC officials, but TCI attorney Joe Sims is growing "less optimistic" that a settlement can be reached. / 10

Is 'Public Morals' really moral? Steven Bochco's new sitcom, *Public Morals*, will be high on the agenda of the CBS affiliate board's monthly conference call tomorrow. Already the show may not get an airing on KMTV(TV) Twin Falls. The pilot's jokes and language go "well beyond" local standards, says GM Lee Wagner. / 14

Free time for some, roadblock for others Senators say the broadcast networks should provide free airtime—all at the same time—to presidential candidates. Such a "roadblock" would force viewers to watch, they say. Rupert Murdoch wants to expand the plan to congressional elections. / 24



Margaret Loesch, Jerry Calabrese and friends announce the alliance of Fox Children's Network and Marvel Comics Group. / 12

BROADCASTING / 35

Syndicators bet on game shows Syndicators hope to hit the jackpot with game shows next season. Tribune Entertainment leads the way with three half-hour strips planned for launch by March 1997. / 36

Grand-slam launch for 'Rosie' A 3.2 Nielsen household rating makes *The Rosie O'Donnell Show* the highest-scoring talk show debut since the 1986 launch of *Oprah Winfrey*. / 38



'Rosie' is attracting range of female demos. / 38

Clear Channel controls country in Kentucky

By buying the "intellectual rights" to an FM station in Louisville, Clear Channel will control the country format in that market. / 42

COVER STORY

Radio reorders itself

Deregulation of radio has sponsored mega-mergers the likes of which have never been seen before. It also has cleared the way for nine new names to appear on BROADCASTING & CABLE's list of the nation's top 25 radio groups. Topping the list is Westinghouse/CBS/Infinity, followed by Clear Channel Communications. The top five are rounded out by Evergreen Media, Disney/ABC and Chancellor Broadcasting. / 27 Cover by David R. Borucki



CABLE / 47

TCI picks Fox news channel In an important agreement for Fox, TCI is getting exclusive non-DBS distribution rights to Fox's new news channel, along with an option to buy 20% of the venture. In exchange, Fox will reach 10 million of TCI's subscribers within two years. / 48

Turner's one-two punch Sporting events boosted Turner Broadcasting's TNT and TBS to the top two slots among basic networks in prime time during the second quarter of the year. Nine of the top 10 programs were NBA playoff games or NASCAR races. / 52

Telemedia Week

Previewing TV Guide Prevue In a deal valued at \$350 million, TV Guide on Line is merging with Prevue Networks to present an interactive TV guide that will reach more than 20 million cable subscribers. / 59

TECHNOLOGY / 61

Special Report: Sports production

Facing its first season of Major League Baseball, Fox wants to bring the same innovation to baseball that it has to football and hockey. For example, when a batter is up, an overlay will show his hot and cold spots within the strike zone. Mikes at home plate and the bases also should pique the interest of casual fans, Fox hopes. / 61

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Top of the Week

The reordering of radio

Spurred by liberalized federal ownership limits, first six months of '96 have seen \$5.2 billion in deals; list of leading radio group owners features old companies grown larger and many new names

By Elizabeth A. Rathbun

While consolidation is creating radio mega-groups the likes of which have never been seen before, new names are working their way onto the list of groups that have the most listeners.

This year, deregulation cleared the way for nine new names to appear on BROADCASTING & CABLE's list of the nation's top 25 radio groups (see below and pages 27-34 for more detail). All have been associated with major acquisitions in the past nine months, as has just about every other group on the list.

This consolidation fever has spurred an astoundingly active radio market. So far this year, about \$5.2 billion

worth of radio stations have changed hands. That exceeds not only the \$1.3 billion spent in the same period in 1995 but the spending for all of 1995, when about \$3.6 billion worth of radio stations were bought and sold.

The top-25 list for 1996 begins

with a familiar name. Westinghouse Electric Corp., however, has set a new standard for group ownership by gobbling up big company after big company. CBS Inc. was first, last August, and Infinity Broadcasting Corp. followed last month. Westinghouse's purchases have funneled the number-one, -two and -three companies on 1994's top-25 list (the last year the list was compiled) into the number-one spot in this year's rankings. This consolidated Westinghouse tops the top 25 with an average 2.6 million listeners per quarter-hour and 82 radio stations.

This year's fiercest station buyer, Clear Channel Communications Inc., also strategized to take advantage of deregulation. It leaps from its number-13 slot to become the second-largest radio group.

Even with 102 stations, however, Clear Channel's 1 million listeners falls far short of Westinghouse's huge audience. The top five is rounded out by Evergreen Media Corp., Walt Disney Co./Capital Cities/ABC Inc. and Chancellor Broadcasting Co.

Although Westinghouse's \$4.9 billion purchase of Infinity stunned the industry, analysts agree that it paves the way for other mega-groups to unite. Last week, for example, sources said Disney and Chancellor will join their radio forces (see page 7). With 1.29 million listeners and 72 stations, that combination would force Clear Channel out of second place.

Disney is the largest new name on the list. It earns its place after closing on CapCities/ABC's 21 radio stations in February.

Chancellor also is new to the list, although at its heart is the previous years' number five, Shamrock Communications Inc. Chancellor's pur-

Top 25 Radio Groups

RADIO'S TOP 25 THROUGH (RECENT) HISTORY

1996	1994	1993
1. Westinghouse/CBS/Infinity	1. CBS	1. CBS
2. Clear Channel Comm.	2. Infinity	2. Infinity
3. Evergreen Media	3. Westinghouse	3. Capital Cities/ABC
4. Disney/Capital Cities/ABC	4. Capital Cities/ABC	4. Westinghouse
5. Chancellor Broadcasting	5. Shamrock Comm.	5. Shamrock Comm.
6. Jacor Communications	6. Viacom	6. Viacom
7. American Radio Systems	7. Cox Communications	7. Cox Communications
8. Emmis Broadcasting	8. Evergreen Media	8. Evergreen Media
9. Cox Communications	9. Bonneville International	9. Bonneville International
10. SFX Broadcasting	10. Emmis Broadcasting	10. Emmis Broadcasting
11. Viacom	11. Gannett	11. Greater Media
12. EZ Communications	12. Greater Media	12. Gannett
13. Bonneville International	13. Clear Channel Comm.	13. Clear Channel Comm.
14. Spanish Broadcasting	14. Susquehanna Radio	14. Susquehanna Radio
15. Gannett	15. Summit Comm. Group	15. Summit Comm. Group
16. Secret Communications	16. Pyramid Broadcasting	16. EZ Communications
17. Susquehanna Radio	17. Jacor Communications	17. Jacor Communications
18. Nationwide Comm.	18. EZ Communications	18. Pyramid Broadcasting
19. Greater Media	19. Secret Communications	19. Great American
20. Sinclair Broadcasting	20. Great American	20. Tribune Broadcasting
21. Beasley Broadcast Group	21. Tribune Broadcasting	21. Jefferson-Pilot Comm.
22. Cofax Communications	22. Nationwide Comm.	22. Nationwide Comm.
23. Heritage Media Corp.	23. Park Broadcasting	23. Booth/Broadcast Alchemy
24. Tribune Broadcasting	24. Jefferson-Pilot Comm.	24. Inner City Broadcasting
25. Jefferson-Pilot Comm.	25. Inner City Broadcasting	25. Park Broadcasting

Note: There was no top-25 list in 1995. Source: BROADCASTING & CABLE's own research.

For the complete list of the top 25 radio groups with each company's station holdings, see pages 27-34.

chase of Shamrock's 19 radio stations also closed in February.

Federal law encourages the formation of such giants. The Telecommunications Act of 1996, signed into law in February, deregulated the industry by allowing broadcasters to own as many radio stations as they want, nationally. Locally, the most generous cap still in place allows them to own up to eight

stations in a market with 45 or more other radio voices.

The rush to consolidate as fueled by the act can be seen by comparing the 1993 list with the 1994 list: They're practically the same. But compare the 1994 list to this year's. There are more changes—and dramatic ones—especially among the top 10.

Besides Disney and Chancellor,

seven other new names appear on this year's list: American Radio Systems Corp.; SFX Broadcasting Inc.; Spanish Broadcasting System Inc.; Sinclair Broadcast Group Inc.; Beasley Broadcast Group; Colfax Communications Inc., and Heritage Media Corp. All of these companies have been associated with major acquisitions in the past nine months. ■

Infinity: Only the beginning?

ABC said to be eying Chancellor; 'everybody is talking to everybody'

By Elizabeth A. Rathbun and Donna Petrozello

Last month's proposed merger of Westinghouse Electric Corp./CBS and Infinity will be a hard act for other radio groups to follow. The \$4.9 billion deal involves 83 radio stations in 15 markets with estimated 1996 station revenue of \$1.05 billion.

But that isn't stopping other groups from trying.

"There is nobody, public or private, who's not talking to one another right now," says broker Charles Giddens of Media Venture Partners.

A source close to one of the companies says this year's number-four and number-five companies—Disney/CapCities/ABC and Chancellor Broadcasting—were discussing a merger last week. "There is a deal but...it's at a pretty sensitive stage," the source says.

Such a deal—for a price that could exceed \$1 billion, according to the source—would result in a company that owned 60 radio stations (21 from Disney and 39 from Chancellor). It would place second on the list of station revenue leaders, with \$495 million in estimated 1996 station revenue, and second on BROADCASTING & CABLE's list of the top 25 station groups (see page 27). Westinghouse would remain tops in both categories.

Chancellor could well be attractive to Disney, since it has stations in five of Disney's nine radio markets. With Chancellor, Disney's holdings would grow from three radios in Los Angeles to five; from two to six in San Francisco; from three to four in Atlanta; from three to eight in Minneapolis, and from two to five in New York.

Broker Gary Stevens says the combination "would not only be dynamic

but would keep Disney/ABC stride for stride with Westinghouse/CBS and Infinity." Broker Glenn Serafin calls the suggested pairing "not surprising."

Whether or not Chancellor proves to be Disney/ABC's target, industry brokers speculate that the company may be ready to spend up to \$1 billion to increase its radio holdings.

The fate of CapCities/ABC Radio holdings under Disney's ownership increasingly has been debated by brokers and analysts since the radio ownership limits were loosened in local markets and erased nationally. Most analysts have predicted that Disney would keep its ABC stations, avoiding the capital gains tax hit it would incur from a sale. In addition, the majority of ABC Radio stations consistently deliver solid revenue and earn top ratings.

Analysts and brokers agree that for a radio group to survive, it must consolidate in its markets, especially major markets. As Giddens puts it: "The top 10 markets are going to consolidate down to five or fewer players no matter what."

"Any company that's controlled by institutional equity investors is a candidate for consolidation," says broker

Stevens. "Their job is to exit these investments when they maximize."

"We are less than one-third of the way through the reshuffling of that deck," says broker Paul Leonard of Star Media Group Inc. The top 25 group list will look as "radically different" next year as it does compared with the most recent list, he says.

A merger like Westinghouse/Infinity cannot be replicated, says analyst John Reidy of Smith Barney, calling the combination "a General Motors of radio." But "that doesn't mean there couldn't be other transactions," he says.

Reidy won't speculate on what companies might merge. But he notes that Chancellor has embarked "on a more clustering strategy" in large markets, and that's "always tantalizing to everybody." Smith Barney was an underwriter of Chancellor's initial public offering.

Chancellor President Steven Dinetz was traveling last week and could not be reached for comment. "As far as we know, it's a rumor," says company CFO Jacques Kerrest. Chancellor is gearing up to buy stations, not sell, he says. "We're investors." A Disney spokesperson declined comment. ■

CONCENTRATED RADIO

Radio groups are powering up in some cities. Here's how some groups' current holdings break down in selected markets:

San Francisco: Westinghouse: 5 FM, 3 AM; Chancellor: 2 FM, 2 AM; Susquehanna: 2 FM, 1 AM; Evergreen, American Radio Systems (ARS): 2 FM each; Bonneville: 1 FM, 1 AM; Disney: 2 AM
Denver: Jacor: 4 FM, 4 AM; Chancellor: 4 FM, 1 AM; Jefferson-Pilot: 2 FM, 2 AM; Tribune: 2 FM, 1 AM
Orlando, Fla.: Chancellor: 4 FM; Cox: 3 FM, 3 AM
New Orleans: Clear Channel: 4 FM, 2 AM; Sinclair: 2 FM, 2 AM; Heritage: 2 FM, 1 AM
Buffalo, N.Y.: ARS: 4 FM, 1 AM; Sinclair: 2 FM, 4 AM
Portland, Ore.: ARS: 3 FM, 1 AM; Jacor: 2 FM, 1 AM
Seattle: EZ Communications: 4 FM, 2 AM; Viacom: 2 FM, 1 AM; Bonneville: 1 FM, 2 AM; Nationwide: 1 FM

Source: BROADCASTING & CABLE, with assistance from Hepburn's Broadcast Connection

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TW, TBS huddle with FTC

Companies work overtime to make merger pass muster

By Christopher Stern

Time Warner and Turner Broadcasting System continue to huddle with top Federal Trade Commission officials in an effort to reach a settlement on their proposed \$7.5 billion merger.

Sources close to the proposed deal confirmed last week that FTC staffers have written a 500-page recommendation seeking to block the merger in court. A key outstanding issue is Telecommunications Inc. role in the

merged company. Under the terms of the proposed deal, TCI would relinquish its 21% stake in TBS for a 9% stake in Time Warner.

Lawyers from Time Warner, TCI and TBS have been holding discussions with high level FTC officials including Competition Bureau Chief William Baer, sources confirmed. Federal Trade Commission Chairman Robert Pitofsky is also personally involved in negotiations, sources say.

Although Wall Street continues to be upbeat about the prospects of the

deal, TCI's attorney, Joe Sims, said he is growing "less optimistic" that a settlement can be reached. Others involved in the deal said they are still confident that a deal can be worked out with the FTC without resorting to litigation. Sims and others say TCI President John Malone is still committed to working out an agreement on the deal.

At any point, Time Warner and Turner can start the clock on a two-week deadline. Once that clock starts ticking, the agency has two weeks to decide if it will seek to block the deal in court. A decision on starting the countdown is being made on a day-by-day basis, said one source. The parties hope to complete the final terms of the deal with the FTC by August 1. ■

Key lawmakers push for digital allotments

Say FCC should give broadcasters licenses by April 1, 1997

By Christopher Stern and Chris McConnell

In a letter to the FCC, Senate Majority Leader Trent Lott (R-Miss.) and other key members of Congress have asked the commission to award digital licenses to broadcasters by April 1, 1997.

The National Association of Broadcasters hailed the letter as an important victory last week. But at least two of Lott's Senate colleagues were upset by his decision to countermand Bob Dole's stand on digital spectrum just one week after taking over Dole's former post as majority leader.

Last January, Dole threatened to scuttle passage of the Telecommunications Act unless the FCC agreed to delay the allotment of digital TV licenses until Congress re-examined the issue.

The June 19 letter also was signed by House Speaker Newt Gingrich (R-Ga.) and House Commerce Committee Chairman Thomas Bliley (R-Va.). Senator Ernest Hollings (D-S.C.) and Representative John Dingell (D-Mich.), ranking Democrats on the Senate and House commerce committees, also signed on.



Senate Majority Leader Lott says he should not have signed letter.

Senate Commerce Committee Chairman Larry Pressler (R-S.D.) refused to sign the letter, saying it was premature to unleash the FCC before Congress has resolved its concerns about spectrum policy. Pressler has held several hearings on what he has referred to as "a grand spectrum-reform bill."

The Lott letter also encourages the FCC to set a standard for digital TV. Pressler's spectrum proposal would bar the FCC from doing that.

Lott was chagrined last week that the letter went to the FCC without Pressler's approval. "It should not have been released until all the names were on it," said Lott, who also said, "I should not have signed it." The letter was prepared by house staffers at the behalf of House Commerce Committee Chairman Thomas Bliley (R-Va.).

Representative Barney Frank (D-Mass.), who supports spectrum auctions for digital channels, sent his own letter to the FCC, "urging [that the FCC] not be coerced" by the letter signed by Lott and other congressional

leaders. "[W]ith Senator Dole scarcely out the door, his former colleagues are repudiating his position in their eagerness to bestow this gift on broadcasters," wrote Frank.

The letter was not meant as an affront to Dole, Lott said. "It certainly was not my intent in any way to be a slight," said Lott, adding, "I feel somewhat used by the procedure that was used."

The NAB clearly was pleased with the letter, providing reporters with copies during a press conference on a separate issue last week.

Washington insiders said the letter demonstrates the dramatic reversal of fortune for NAB President Eddie Fritts. While Dole had become openly antagonistic to broadcast interests in recent months, Lott is seen as more friendly to the industry. Fritts and Lott have known each other since the early 1960s, when they both attended the University of Mississippi.

Although Lott said Pressler's concerns about the letter were "right," the majority leader also said he agreed with its contents and would make no effort to withdraw it from the FCC. Senator John McCain (R-Ariz.), a Dole ally and proponent of auctions for digital TV licenses, said last week that he was discussing a follow-up letter to the FCC with Lott.

FCC officials said that the Lott letter will not affect their goal of completing pending digital TV rulemakings by early next year. Staffers also said they will continue to look into the possibility of auctions for channels 60-69. The letter "strongly discourage[s]" the FCC from reallocating the "upper UHF band." ■

InterCast launching with NBC, CNN

By Richard Tedesco

NBC, CNN and Intel Corp. will usher in a new era this month when they begin transmitting television programming for viewing on personal computers.

NBC plans to make available more than 70 hours of its summer Olympics coverage from Atlanta beginning July 19. The InterCast programming also will draw on more than 3,000 pages of Olympics material from NBC's Web site (nbc.Olympics.com).

"The ability of consumers to interact with the TV programming [will be] a reality for the American household nationally [this month]," says Tom Rogers, NBC executive vice president and president of NBC Cable and business development. "What InterCast is all about is about broadcast interactivity."

CNN's offering will give PC users more than just the cable news channel, with a digest of breaking news appearing in another window. Clicking on any of these entries brings up a full text treatment of a story.



'Homicide' fans will be able to work on solving the show's cases on their PCs.

Content is delivered directly to the PC via the vertical blanking interval and appears in a window on the computer screen. Besides the Olympics, NBC will present *Homicide: Life on the Street*, with online viewers given access to a virtual crime lab to help them solve each episode's crimes. Also, one weekly news show and a weekly sports show will be carried. All the programming initially will be sponsored by Intel.

Other InterCast program suppliers will include the QVC cable channel. And Intel expects content from ABC and CBS to be available via InterCast next year, when NBC no longer will be the sole broadcast partner, according to Ron Whittier, Intel senior vice president. He says Intel plans to produce Internet spots featuring animation and video content for eventual InterCast advertisers.

Intel chips that make reception of broadcast signals by PC possible are being incorporated into Pentium PCs to be marketed by Hauppauge Computer Works and Compaq. Intel plans an Internet promotion with Hauppauge and will launch a promotional campaign with Compaq and CompUSA to coincide with the Olympics. Intel estimates that the chip technology required will add \$100-\$200 to the retail price of computers.

Intel executives say AST and Sony Corp. also intend to produce InterCast-ready machines. Intel is working with companies that produce computer boards to incorporate the InterCast chip technology. ■

Supreme Court backs cable in access case

Operators' right to reject leased-access programming upheld

By Chris McConnell

The Supreme Court last week gave cable operators some flexibility in dealing with indecent programming on leased-access channels.

The court late last week upheld a provision of the 1992 Cable Act allowing cable operators to refuse to carry leased-access programming they deem indecent. The justices also struck down a provision that required operators to scramble the indecent leased-access programs if they did not refuse to carry them.

The decision followed challenges to the rules brought by the Denver Area Educational Telecommunications Consortium and the Alliance for Community Media.

"We cannot find that the 'segregate and block' restrictions on speech are a

narrowly, or reasonably, tailored effort to protect children," the court said. The resulting decision allows cable operators to refuse programming on leased-access channels, but does not require them to scramble the programming if they do not.

The court, however, took some flexibility away from cable operators in the area of public educational and government (PEG) access channels. Although the 1992 Act gave cable operators the right to refuse carriage of programming on PEG as well as leased-access channels, the justices said the right-to-refuse provision should apply only to leased-access channels.

The court cited local oversight of PEG access programming and also said the threat of indecency on PEG access channels does not warrant giving oper-

ators the right to reject programming: "At most, we have found borderline examples as to which people's judgment may differ."

Cable lawyers welcomed the court's decision on the leased-access channels. "We're favorably impressed," said the NCTA's Dan Brenner. "Cable operators are engaging in editorial conduct."

Brenner and a spokesperson for the Cable Telecommunications Association (CATA) raised concerns about the decision on PEG access programming. Cable lawyer Frank Lloyd said the provision has generated some mixed feelings among operators, some of whom would prefer that decisions on delivering PEG programming be left to local organizations formed to supervise public-access channels. "Many cable operators like that relationship," he said.

The court's ruling drew a warm response from opponents of the three provisions. "We consider it a total and complete victory," said Michael Greenberger, the lawyer who argued against the rules. "The problem was really with leased-access programming." ■

Marvel, FCN sign kids pact

\$80 million deal gives Fox international TV rights to comic-book properties

By Cynthia Littleton

Fox Children's Network has forged an alliance with the Marvel Comics Group that gives FCN exclusive international TV rights to more than 3,500 comic-book characters and titles for the next two decades.

Financial terms were not disclosed, but sources say the pact could be worth as much as \$80 million to Marvel over the life of the 21-year deal, depending on the number of shows developed by FCN. The long-term agreement comes as FCN prepares for a major international expansion in the UK, Asia, Australia and Latin America during the next two years.

FCN has committed to producing at least four Marvel properties over the next seven years. Animated series based on the classics *Captain America* and *The Silver Surfer* are in the works for a fall 1997 debut. FCN's top-rated kids slate already includes Marvel's *X-Men* and *Spider-man*.

"We have a large sandbox in which to play," said FCN President Margaret Loesch in announcing the deal. Loesch, a top executive with Marvel in



FCN's Margaret Loesch and Marvel's Jerry Calabrese announce their new deal with a few friends.

the 1980s before she was tapped to launch FCN, said FCN probably will showcase 20-30 Marvel "stars" during the next decade.

Marvel's alliance with FCN adds another layer to Fox's relationship with billionaire investor Ronald Perelman. Perelman owns a controlling interest in both Marvel and New World Communications Group, which

has long-term programming and broadcast affiliation agreements with Fox. Marvel's deal with FCN was brokered by Bill Bevins, president of Marvel Entertainment, who also is CEO of New World.

Marvel and New World joined forces in 1993 in an effort to establish a name-brand children's programming franchise in first-run syndication. But the success of FCN, coupled with the launch of kids blocks on the UPN and WB networks, has locked up optimum time slots on the traditional outlets for syndicated children's fare. Low ratings killed the *Marvel Action Universe* earlier this year.

Sources familiar with the situation say Marvel executives decided it was a better move to become a leading supplier to FCN, which aims to become a major player in the growing global market for children's programming. ■

Wireless modems in the fast lane

Florida two-way test transmits data at 500 kbps

By Price Colman

American Telecasting Inc., the nation's largest wireless cable company, last Thursday said it has conducted successful tests of wireless cable modems capable of data transfer rates significantly higher than those available via conventional phone lines.

Also participating in the tests were People's Choice TV Corp., another wireless cable company, Zenith Electronics Corp., which makes the modems, Conifer Corp. and Comwave, makers of antennas, converters and transmission systems.

According to the tests, conducted on American Telecasting's Lakeland, Fla., system, the modems demonstrated they were capable of transferring data at speeds of 500 kilobits per sec-

ond. That's substantially higher than ISDN-enabled telephone line speeds of 128 kbps.

The Lakeland test used wireless channels for downloading Internet data such as Web pages and for a return path to the wireless cable headend. The test also divided the circular omnidirectional wireless cable dish antenna into 48 pie-shaped segments of 7.5 degrees each and alternated the frequencies in each segment to reuse transmission spectrum.

American Telecasting and People's Choice estimate that they'll be able to offer Internet access to as many as 100,000 subscribers in their respective markets.

Among American Telecasting's key markets are Denver, Colorado Springs, Orlando, Oklahoma City, Seattle, Portland, Ore., and Fresno, Calif. People's

Choice key markets include Tucson, Phoenix, St. Louis, Milwaukee, Houston, Chicago, Detroit and Indianapolis.

American Telecasting has about 175,000 subscribers, while number-four-ranked People's Choice has about 80,000 subs.

The early modem tests are part of the wireless industry's strategy of becoming a full-service provider, says David Sentman, American Telecasting's senior vice president/CFO: "We see it having three product services: digital video, Internet access and local telephone and data service."

The industry has filed with the FCC to offer digital video service and expects a ruling soon. "We will be seeking permission from the FCC as an industry to use our spectrum for local telephone service," Sentman says. ■

Twin Falls balks after peek at 'Morals'

By Cynthia Littleton

CBS's upcoming Steven Bochco sitcom *Public Morals* may not get a public airing on the network's affiliate in Twin Falls, Idaho.

Lee Wagner, general manager of KMTV(TV) Twin Falls, says it is highly unlikely that the station will air the first episode of *Public Morals* if the network goes with the same version of the show that was sent to affiliates, along with other new CBS shows, last month.

The comedy about New York City vice cops has not prompted a major outcry from other affiliates, but the show was discussed at the CBS affiliates meeting and will be high on the agenda of the affiliate board's monthly conference call tomorrow (July 2), according to board member Dino Corbin, general manager of KHSL(TV) Chico/Redding, Calif. Corbin himself made national headlines last year when he dropped talk show *Jenny Jones* because of content concerns.

Wagner says some of the jokes and language used in the pilot go "well beyond" the standards for broadcast television in Twin Falls, the nation's 195th-ranked TV market. *Public Morals* is slated to air Wednesday at 9:30 p.m. ET/PT and 8:30 p.m. in Twin Falls and other Mountain time zone markets. Peter Schruth, CBS's senior vice president of affiliate relations, says questions of standards and taste are ultimately "a local decision."

From the start, CBS has said that *Public Morals* will test the boundaries

of situation comedies with its strong language and adult themes. Bochco faced a similar controversy in 1993 when a handful of ABC affiliates, including the ABC outlet in Twin

Falls, rejected the gritty realism of his acclaimed police drama *NYPD Blue*.

One scene receiving a lot of attention in the *Public Morals* pilot comes early on, when a female officer uses a well-known police slang term, referring to the vice squad as the "pussy posse." CBS insiders say no decision has been made on whether the pilot will air unchanged as the first episode.

Bochco, who is co-producing the show with Jay Tarses, has been down this road before. "I remain utterly convinced that the audience this show is likely to attract will understand the context," he says. "We have proved over time that we've not been cavalier with our expanded palette."

Nevertheless, Bochco says he's not as devoted to breaking new ground with *Public Morals* as he was three years ago with *NYPD Blue*. "In that case, we fought hard to create a new template for broadcast standards," he says. "I thought it was an important thing to do at the



Steven Bochco's new 'Public Morals' uses an 'expanded palette.'

time for the sake of the hour [drama]. It's not the same with a half-hour."

For Wagner, the fundamental problem with *Public Morals* lies in what he thinks is the mixed message CBS is sending with the show when the network is positioning itself as being responsive to parental concerns. "Why create [the impression] that we're America's TV network," Wagner says, "and then have a show that is diametrically opposed to that position?"

KHSL's Corbin doubts that many other CBS affiliates will balk at *Public Morals*. Most share Wagner's optimism about the general direction the network is heading after its merger last year with Westinghouse Electric Co.

"The lion's share of our lineup fits the 'Welcome Home' [promotional campaign] like a glove," says Chris Ender, CBS VP, media relations. "But we...also value diversity. *Public Morals* is an edgy, adult series that we [think] is scheduled responsibly." ■

NBC picks up 'Naked Truth'

On the heels of its surprise decision to add the canceled ABC sitcom *The Jeff Foxworthy Show* to its fall lineup, NBC last week picked up a second ABC sitcom, *The Naked Truth*, as a midseason replacement.

Both comedies are co-produced by ABC under the network's joint venture with Brillstein-Grey.

Although *The Naked Truth* did not make ABC's fall schedule, sources say the network had intended to revive the series and had ordered 13 new episodes. The show, which averaged an 11.4 Nielsen household rating and 18 share last season, stars Tea Leoni as a divorced photographer who is forced to work for a tabloid newspaper.

"We think Tea is a huge 'must-see' talent," said Warren Littlefield, president of NBC Entertainment. "We're very pleased to be doing more business with Brillstein-Grey."

ABC and Brillstein-Grey officials declined comment, but sources said Brillstein-Grey's deal with ABC gave

the producers the option of shopping the series to other networks if ABC did not give it a full-season pickup.

NBC's acquisition of *The Naked Truth* fueled rumors of growing animosity between ABC and NBC that began with ABC's hiring last month of NBC programming executive Jamie Tarses, president of ABC Entertainment.

ABC insiders say the show's move to NBC also has strained the network's alliance with Brillstein-Grey, a five-year deal struck in 1994. ABC owns 50% of the programs produced by Brillstein-Grey Communications, most of which have now landed on NBC. Although ABC ultimately will share in any back-end revenue, its new owners, The Walt Disney Co., is said to be unhappy with the deal.

Moreover, Disney executives reportedly were upset when Brillstein-Grey recently opted to sell an equity stake in its movie and TV operations to MCA after talking with Disney about a similar deal.

—CL

Westinghouse/ CBS gets global cable foothold

By Debra Johnson

Westinghouse/CBS has acquired Spanish-language news channel TeleNoticias for an undisclosed amount from parent company Telemundo.

CBS for some time has been looking to get into the 24-hour cable and satellite news business, and this deal gives it a substantial leg up.

CBS TeleNoticias will combine the strength of CBS News's programming and newsgathering experience with Group W Satellite Communications' distribution, sales and marketing expertise. Peter Lund, president, CBS, called the deal "the first in a series of steps we plan to expand CBS into cable and satellite markets." TeleNoticias launched in December 1994 and is now available in 22 countries spanning Latin America and the Caribbean as well as the U.S. and Spain. It is available in 20 million cable, MMDS and broadcast homes.

Westinghouse/CBS's goal is to continue to expand distribution of the service as the cable and DTH markets grow.

Group W will introduce CBS TeleNoticias to full-time multichannel carriage in the U.S., where Hispanics are the fastest-growing minority. In the U.S. there are 27 million Hispanics who prefer to watch Spanish-language programming. Donald Mitzner, president, Group W Satellite Communications, sees the acquisition as a long-term commitment to the international news business, but "because of the size of the purchase price" the new service is expected to lose money in the short term.

To build on Group W's international news business, other acquisitions are expected, although Mitzner would not elaborate. Mitzner along with Andrew Heyward, president, CBS News, will direct CBS TeleNoticias. The current president of TeleNoticias, Francisco de la Torre, will continue as president of the new service. ■

Closed Circuit

WASHINGTON

Fields angered by letter

Cathy Reid, the House staffer who wrote the letter directing the FCC to proceed with its allotment of digital TV licenses (see story, page 10), is in hot water. House Telecommunications Chairman Jack Fields (R-Tex.) is irate that he was not told about the letter, which was being prepared by Reid and fellow staffer Mike Regan for their boss, House Commerce Committee Chairman Thomas Bliley (R-Va.). Sources confirmed last week that Fields was in Argentina when the letter was being written and found out about it from a Senate staffer—and that his anger increased when he called Reid and she did not volunteer that it was being written until he specifically asked her about it. At the time, Fields, who called from Argentina, had a faxed copy of the letter in hand. "If he could fire somebody, he would," said one Hill source. Reid has been banished from Fields's office; Regan may enter only when summoned, the source said. This is Fields's last term in Congress. He is retiring to spend more time with his family in Texas. Reid was not available for comment on Friday.

Kids page-turner

FCC officials late last week were hoping that the Mass Media Bureau's recommendation on a children's programming rule would give them some weekend reading. Sources expected the staff recommendation to arrive at the offices of the commissioners on Friday afternoon. The recommendation is expected to establish a three-hour programming benchmark for license renewal and to allow broadcasters the option of satisfying some of the programming requirement through alternative efforts deemed of equal educational value. Mass Media Bureau staff would be able to approve applications in which a broadcaster made substantial efforts to make up for some of the programming requirement, but broadcasters falling too short of the mark would have their renewal applications for-

warded to the commissioners for consideration.

Indecency guidelines imminent

Last Friday's Supreme Court ruling on leased- and PEG-access (see page 11) channels should clear the way for the FCC to issue its indecency guidelines. The guidelines are aimed at helping broadcasters determine what counts as indecent material by citing past court decisions. FCC officials have had the guidelines ready for months, but have held off issuing them in order to include recent court decisions, such as last week's on cable channels.

NEW YORK

Cluster company

The former executives of Broadcasting Partners Inc. have teamed with the media investment arm of Veronis Suhler to form Broadcasting Partners LLC. Former Broadcasting Partners vice president/COO Lee Simonson says the limited liability corporation wants to purchase either radio groups with clusters of stations in smaller markets, ranked 75 to 200, or groups with regional station clusters. Veronis Suhler reportedly has \$330 million available for media investments.

HOLLYWOOD

Producer pruning

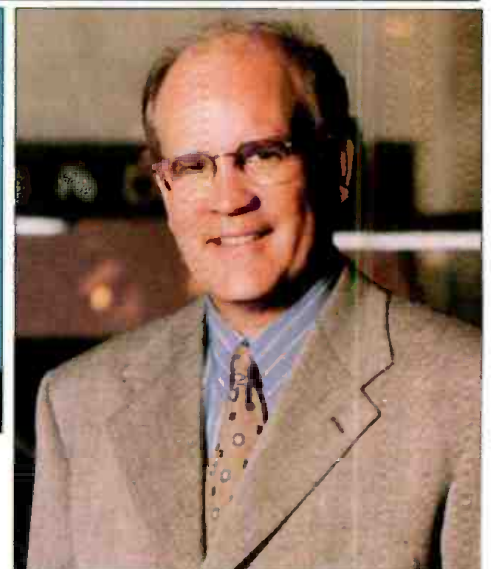
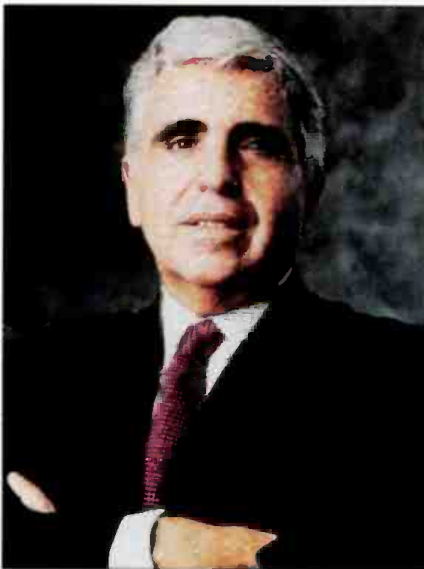
There's a movement afoot in Hollywood to trim the fat from TV credits—starting with producers. The Caucus of Producers, Writers and Directors has organized a meeting with network, cable and studio executives in Beverly Hills Wednesday to drum up support for a set of work standards to be considered when producer credits are assigned. Caucus officials already have pitched the idea in private meetings with the entertainment division heads of ABC, CBS and NBC and say the trend of extending producer credits to stars, managers, writers and others is driving up the overall cost of TV production and discounting the role of the producer.

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AL BOVA
WVIT-HARTFORD



GARY STOKES
WIVB-BUFFALO

TOP 50 MARKET 'S HAVE IN COMMON?



GREG KELLY
KCRA-SACRAMENTO



MICHAEL CONLY
KENS-SAN ANTONIO



TERRY CONNOLLY
W.LA.-WASHINGTON, D.C.



HAROLD C. CRUMP
KSTP-MINNEAPOLIS



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WHAT DO THESE WB, FOX AND UPN GM



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JOE YOUNG
KDFA-DALLAS



GILBERT HOBAN
WOLF-WILKES-BARRE



DAVE TYNAN
KHTV-HOUSTON



JOHN SUDER
KWGN-DENVER



JOHN VITANOVEC
WLVI-BOSTON



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KCPQ-TACOMA



CULLIE M. TARLETON
WCCB-CHARLOTTE

TOP 50 MARKET 'S HAVE IN COMMON?



M. CHAEL DUNLOP
WKBD-DETROIT



RANDALL SMITH
WP-LI-PHILADELPHIA



JERRY BRAET
KBHK-SAN FRANCISCO



MAX LUMMIS
KPLR-ST. LOUIS



ROD BACON
WXIN-INDIANAPOLIS



RANDY RIGBY
KJZZ-SALT LAKE CITY



KEVIN P. O'BRIEN
KTVU-SAN FRANCISCO



STU SWARTZ
KMSP-MINNEAPOLIS



MICHAEL EIGNER
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Raising the call for a roadblock

FCC told that broadcasters should run candidate statements simultaneously

By Chris McConnell

Broadcasters should leave viewers little choice when it comes to watching presidential candidates' statements, lawmakers and others told the FCC last week.

Speaking at the commission's hearing on network plans to provide free airtime to candidates, panelists said broadcasters should coordinate their efforts to create a TV "roadblock" similar to the one viewers see during the President's State of the Union address. Panelists discussed the roadblock idea at a hearing that also focused on how the FCC should treat third-party candidates in enforcing its equal-time policies.

"The roadblock is enormously important," said Senator Bill Bradley (D-N.J.). "You would have to confront what the candidates were saying."

Senator John McCain (R-Ariz.) agreed, and he praised network plans to provide candidates with free time:



*"I think we have to face the fact that politicians are...boring people."
—Rupert Murdoch*

"The only way this proposal will have an impact is if viewers are faced with a roadblock."

News Corp. Chairman Rupert Murdoch liked the idea, maintaining that a roadblock approach would keep com-

peting stations from picking up audience during the statements. "I think we have to face the fact that politicians are...boring people," Murdoch said, adding that networks giving 20 minutes to political statements are "going to be killed by [their] competition."

Murdoch's Fox network plans this fall to air ten 60-second statements by candidates addressing a series of issues. Fox also plans to set aside one hour of prime time on election eve for candidates' statements. The network has asked the FCC to exclude the airtime from the commission's equal-time rule.

"If the commission does not rule that our proposed coverage falls within the equal-time exemptions, Fox cannot proceed," Murdoch said.

He also suggested that Fox might consider expanding the free-time plan to congressional elections. Murdoch cited the burden of fund-raising and the advantage that incumbents enjoy in raising money. "That's got to change," he said, adding that the network must first have some criteria for determining who should receive time. "Then we could get it down to these other races."

Commissioners heard little objection from panelists to the proposed equal-access exemption for the presidential election. Media Access Project Executive Director Andrew Schwartzman, in voicing his support for the exemption, cited Fox's pledge not to interfere with the candidates' statements. Norman Ornstein of the American Enterprise Institute also said the Fox broadcasts "fit any reasonable definition of bona fide news events," which are exempt from the equal-time rule.

The commissioners also appeared to support granting an exemption. FCC Chairman Reed Hundt closed the hearing by saying that the commission "ought to find a way to read [the equal-time rule] that will allow these donations to be received."

Commissioner James Quello was concerned that "government regulation of programing in this area through the requirement for equal time may limit the coverage of debates and other events involving major candidates."

Representatives of other political parties objected to being left out of the free time. "The FCC should not allow Fox Television to exclude third-party candidates from its offer of free television airtime," said Natural Law Party

Morris Semlitz

Dole backs free TV time, but not for Oval Office statements

Republican presidential candidate Bob Dole said last week that he supports a proposal to give free airtime to presidential candidates—as long as President Clinton agrees not to use the Oval Office as a background for his broadcasts.

"Candidate Clinton should not be able to make his two-and-a-half-minute speech from the Oval Office desk, where the President of the United States addresses the nation in times of national emergency," said a statement released by Dole's campaign.

Dole also said that President Clinton should officially declare his candidacy before he is allowed to cash in on the free time. Clinton has officially notified the Federal Election Commission that he intends to run for re-election, but has not made a public announcement.

The Free TV for Straight Talk Coalition has proposed that each candidate be given two and a half minutes of free time on 10 nights during the final four weeks of the general election. Under the proposal, the candidates would make their statements on alternate nights.

The Clinton/Gore campaign has not signed off on the specifics of the Free TV coalition proposal, but generally supports the concept of free time for political candidates. The re-election campaign also "is sifting through" the proposals of the broadcast networks, each of which has its own plan for providing free airtime to the candidates, a campaign spokesperson said. —CS

presidential candidate John Hagelin.

Additionally, a representative of the Workers World Party interrupted the hearing for about a minute to protest the Fox proposal and the fact that his party was not represented on the hearing's panel.

Fox plans to treat the issue of third-party candidates by granting time to candidates authorized by the Commission on Presidential Debates, which

included Ross Perot in the 1992 presidential-election debates.

Hagelin objected to that plan, maintaining that the commission was founded "to insure that only Republicans and Democrats" participate in the debates. He instead favors referring to the number of states in which candidates are on the ballot and their access to federal matching funds in determining whether they should qualify for airtime. "The

decision must not be left in the hands of the network," Hagelin added.

Hundt said the FCC will need to examine such concerns. Commissioner Susan Ness said she hopes to avoid "trampling on the rights of third-party candidates."

The commissioners hope to settle Fox's request for the equal-time exemption before September, an FCC source said. ■

NAB to fund kids show

Association is providing seed money for educational pilot to take to NATPE

By Christopher Stern

In the "if you can't beat 'em, join 'em" category, the National Association of Broadcasters has put up several hundred thousand dollars in seed money for a children's educational TV pilot to be completed by October.

The money for the half-hour program is being provided by the NAB Education Foundation, according to the NAB's Chuck Sherman, senior vice president, television.

The program, tentatively called WAVE, will mix locally produced material with footage from a national feed, not unlike the former *PM Magazine*, Sherman says. "This will qualify as children's programming under any definition," he adds.

"This will qualify as children's programming under any definition."

—Chuck Sherman, senior VP, television, NAB

The show, which targets children ages 10-17, will be offered at next January's NATPE convention, but NAB member stations will have first choice, says NAB President Eddie Fritts. The NAB board approved the project at its June 22-24 board meeting. It is the first time the association has invested in a television program.

"We were looking for ways to show that broadcasters are interested in doing public interest-oriented broadcasting," says Sherman. He also says that the NAB will proceed with plans to produce the show "irrespective of what happens at the FCC."

The commission is on the verge of approving a guideline that would require broadcasters to air at least three hours of educational programming each week.

The NAB Foundation has been working on the program for the past eight months with the Des Plaines, Ill.-based American Center for Children's Television. David Kleeman, the center's executive director, said last week that the program is being developed with "top people" from the

FCC OKs data broadcasting

The FCC has cleared the way for talking teddy bears and other "data broadcasting" applications.

Commissioners have amended FCC rules to allow TV stations to transmit extra bits of digital data along with the video portion of their regular NTSC television signals. Commission officials changed the rule after receiving several requests for permission to provide ancillary data services—including one request to supply sound effects to a talking teddy bear toy.

Other potential applications of digital data broadcasting include providing electronic newspapers, downloading computer software and transmitting supplemental information to TV commercials.

"It knocks down all the regulatory obstacles," Datacast LLC President John Abel says of the FCC ruling. Abel's company, which is owned by a group of broadcasters including LIN Television and Chris Craft's BHC Communications, next year hopes to launch a data-broadcasting service.

"Anything that brings data broadcasting to the mar-

ketplace has got to be good," adds NAB's Lynn Claudy, although he says the association would have preferred that the FCC wait until the NAB and Electronic Industries Association completed field testing on two data-broadcasting technologies.

The two associations have been examining data-broadcasting technologies through a joint group called the National Data Broadcasting Committee. The group conducted laboratory tests on systems developed by WavePhore and Digideck, which was purchased this spring by Datacast. The group this month plans to conduct field tests in Washington on both systems.

The FCC's rule allows broadcasters to use either system as well as two other technologies proposed by Yes! Entertainment Corp. and A.C. Nielsen Co.

"I'm not troubled by that aspect," Abel says of the decision to approve four data-transmission methods.

"I think it's fine," WavePhore Executive Vice President Glenn Williamson says. "This gives us a green light." —CM

broadcasting industry but refused to identify who is producing the program.

As now envisioned, *WAVE* will be a combination of MTV and *NewsHour with Jim Lehrer*, says Sherman. The format of the program will allow stations to take the entire national feed or add as much local programming as they wish. *WAVE* material also will be available for interstitial use, Sherman says.

The NAB's announcement that it is

getting into the kids-TV business comes just weeks before broadcasters are scheduled to meet with President Clinton on children's television, notes children's television advocate Jeff Chester, executive director of the Center for Media Education: "[Fritts] needed something good to say to the President next month. This illustrates the fact that the NAB finally concedes that there is not enough children's programming on television." Chester

thinks that it is "terrific" that the NAB is getting involved in the production of kids TV, and he praised the American Center for Children's Television for its efforts.

However, Chester remains highly critical of the NAB's efforts to resist an FCC vote on a weekly obligation for educational programming. "I always knew [Fritts] had a future as a kids-TV host because he doesn't make much sense to adults," he says. ■

Mayors object to FCC dish rule

The U.S. Conference of Mayors is threatening a legal challenge to the FCC's preemption of local restrictions on satellite receiving dishes. The commission in March implemented rules allowing local jurisdictions to restrict dishes one meter or less in diameter only in cases of "justifiable health and safety" concerns. The commission adopted the rule as part of its effort to implement the 1996 Telecommunications Act. Meeting in Cleveland on June 24, the Conference of Mayors adopted a resolution to begin raising money to support a legal challenge to the rule.

Quite a vitae

Tom Hazlett, the California economist who helped to write key elements of Senate Commerce Committee Chairman Larry Pressler's (R-S.D.) proposal on spectrum auctions, is returning to the University of California-Davis. Although Hazlett spent the past eight months at the American Enterprise Institute, a conservative think tank, his goodbye-party invitation claimed that he held the following positions during his brief stay in Washington: director of minority outreach, Buchanan for President campaign; chief White House file clerk; Mr. 317,884—Million Man March; image consultant to the Hon. Newt Gingrich; speechwriter, *Imus in the Morning*; spiritual counselor & healer, Hon. Marion Barry.

EEO actions

The FCC has fined a group of Pennsylvania radio stations for EEO violations. As part of a decision to renew all of the radio licenses, the FCC fined WHJB(AM)-WSSZ(FM) Greensburg \$15,000; WESA-AM-FM Charleroi, \$15,000, and WJAS(AM)-WSHH(FM) Pittsburgh, \$16,500. The commission also fined WGMD-FM Rehoboth Beach, Del., \$15,000 and KUSC(FM) Los Angeles \$17,500 for EEO violations. The commission reduced a series of previously imposed EEO fines. Officials cut a \$25,000 fine against WOW-FM Omaha to \$12,000 and reduced a \$31,000 fine against KSAM-AM-FM Huntsville, Tex., to \$15,000. Additionally, a \$25,000 fine against KKIS-AM-FM Pittsburg/Walnut Creek, Calif., was rescinded after the FCC determined that the fine would affect only "innocent creditors" of Diamond Broad-

casting of California, the station's former owner. After reviewing the cases, FCC officials also reduced a pair of fines levied for violations of the commission's sponsorship-identification rules. A \$6,000 fine against WTEM(AM) Bethesda, Md., was cut to \$4,000, and a \$5,000 fine against WTOP(AM) Washington was lowered to \$3,000. The commission denied an NAACP petition to deny license renewal to Retlaw Enterprises Inc.'s KIMA-TV Yakima, Wash., and renewed the station's license.

FCC turns down NAACP argument

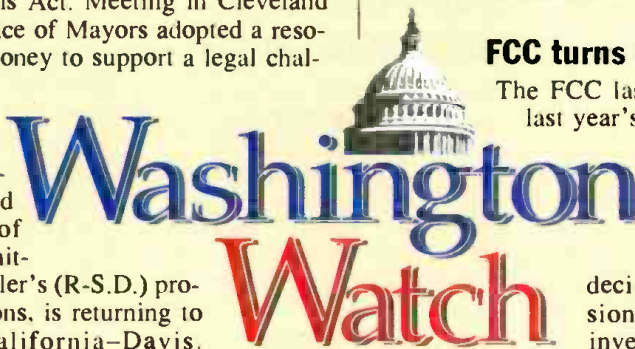
The FCC last week rejected a challenge to last year's ruling that Fox Television Stations did not intentionally mislead the FCC about the extent of its alien ownership. The NAACP had asked the commission to reconsider the decision, maintaining that commission officials conducted a flawed investigation of Fox's candor. The FCC disagreed. "We are confident that the staff investigation produced a complete record of the pertinent facts," the commission said.

No 'Power Rangers' fan

First Lady Hillary Rodham Clinton last month had hard words for the state of children's programming. In a June 22 speech to the National PTA convention, the First Lady said, "We simply must demand more of the people who are producing—and profiting from—the shows that young people watch." She was particularly critical of *Mighty Morphin Power Rangers*, a show that she says "has no place in any lineup described as children's programming." The First Lady also voiced hopes that the FCC soon will wrap up its rulemaking on children's programming. "The three-hour requirement is simple, and it is fair," she said.

Campaign reform on hold

The Senate failed to pass campaign-reform legislation last week, which virtually ends the effort to increase the discount rate for political ads to 50% of the lowest unit charge. Congress is not likely to take up the issue until after the next election.



Edited By Chris McConnell

RADIO REORDERED

Following is a list of America's top 25 radio groups, based on number of listeners (also see page 6). Number after each station indicates average quarter-hour persons within the station's designated market area, i.e., "estimated number of persons who listened to a station for a minimum five minutes within a quarter hour," 6

a.m.-midnight, ages 12+, as reported in Arbitron's latest complete survey, spring 1995. Included in the station groups are stations owned or being bought. Stations being sold are excluded from the seller's group. LMA indicates local marketing agreement. N/A indicates no data was available.

Top 25 Radio

1 CBS/Group W/Infinity

51 W. 52nd St.
New York 10019
(212) 975-4321
Michael Jordan, chairman
Mel Karmazin, chairman, Westinghouse/CBS Radiogroup (NYSE:WX); (NYSE:INF)

2,568,050/82 stations

KNX(AM) Los Angeles	-----	55,100
KCBS-FM Los Angeles	-----	41,200
KFWB(AM) Los Angeles	-----	40,600
KTWV(FM) Los Angeles	-----	51,000
KROQ-FM Los Angeles	-----	

WCCO(AM) Minneapolis	-----	45,700
WLTE-FM Minneapolis	-----	26,600
KMOX(AM) St. Louis	-----	48,000
KLOU-FM St. Louis	-----	15,400
WFAN(AM) New York	-----	66,200
WXRK-FM New York	-----	85,200
WCBS(AM) New York	-----	84,100
WCBS-FM New York	-----	119,300
WINS(AM) New York	-----	96,100
WNEW-FM New York	-----	59,200
WGMP(AM) Philadelphia	-----	8,100
WGGL-FM Philadelphia	-----	40,800
KYW(AM) Philadelphia	-----	56,500

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San Antonio, Tex. 78265
(210) 822-2828
L. Lowry Mays, president (NYSE:CCU)

WJZZ(AM) Jacksonville	-----	22,900
WBZ(AM) Boston	-----	44,600
WBCN-FM Boston	-----	25,200
WZLX-FM Boston	-----	23,300
WBOS(FM) Boston	-----	18,800
WOAZ-FM [WSSH-FM] Boston	-----	48,100
WJFK(AM) Baltimore/Washington	---	6,700
WLIF-FM Baltimore/Washington	---	25,200

1,011,400/102 stations

KMJX(FM) Little Rock, Ark. -----	-5,300
KDDK(FM) Little Rock, Ark. -----	-4,700
KTNO(AM) Los Angeles -----	-23,300
KLVE(FM) Los Angeles -----	-78,900
WAVZ(AM) New Haven, Conn. -----	-N/A
WKCI(FM) New Haven, Conn. -----	-4,200
WELI(AM) New Haven, Conn. -----	-3,500
WHYI(FM) Fort Lauderdale/Miami --	-21,300
WBGG-FM Fort Lauderdale/Miami --	-13,200
WRTO(FM) Miami -----	-17,900
WAQI(AM) Miami -----	-21,300
WQBA(AM) Miami -----	-13,400
WQBA-FM Miami -----	-8,000
WCKT(FM) Fort Myers, Fla. -----	-8,500
WXRm-FM [wixi] Fort Myers, Fla. --	-6,600
WMTX(AM) Tampa, Fla. -----	-100
WMTX-FM Tampa, Fla. -----	-18,400
WRBQ(AM) Tampa, Fla. -----	-4,900
WRBQ-FM Tampa, Fla. -----	-16,600
WOPA(AM) Chicago -----	-6,200
WHAS(AM) Louisville, Ky. -----	-16,700
WAMZ(FM) Louisville, Ky. -----	-20,400
WTFX(FM) Louisville, Ky. -----	-9,400
WWKY(AM) Louisville, Ky. -----	-1,200
WHKW(AM) Louisville, Ky. -----	-5,000
WQUE-FM New Orleans -----	-25,800
WYLD(AM) New Orleans -----	-5,000
WYLD-FM New Orleans -----	-12,000
WODT(AM) [wque] New Orleans --	-1,200
WNOE-FM New Orleans -----	-16,300
KLJZ-FM New Orleans -----	-8,000
WHYN(AM) Springfield, Mass. -----	-5,100
WHYN-FM Springfield, Mass. -----	-6,800
WOOD(AM) Grand Rapids, Mich. --	-6,700
WOOD-FM Grand Rapids, Mich. --	-7,600
WBCT-FM Grand Rapids, Mich. --	-9,400
KLSQ(AM) Laughlin, Nev. -----	-1,100
WPAT(AM) New York -----	-3,300
WGLI(AM) Babylon, N.Y. -----	-N/A
WADO(AM) New York -----	-40,700
WXRA(FM) Winston-Salem, N.C. --	-7,700
WSJS(AM) Winston-Salem, N.C. --	-7,600
WTQR(FM) Winston-Salem, N.C. --	-18,400
WERE(AM) Cleveland -----	-4,000
WNCX(FM) Cleveland -----	-17,100
WENZ-FM Cleveland -----	-6,000
KJYO(FM) Oklahoma City -----	-12,000
KEBC(FM) Oklahoma City -----	-9,400
KTOK(AM) Oklahoma City -----	-9,700
KTST(FM) Oklahoma City -----	-5,800
KXXY(AM) Oklahoma City -----	-900
KXXY-FM Oklahoma City -----	-13,100
KAKC(AM) Tulsa, Okla. -----	-500
KMOD-FM Tulsa, Okla. -----	-7,000
KQLL(AM) Tulsa, Okla. -----	-500
KQLL-FM Tulsa, Okla. -----	-4,200
KOAS(FM) [KCMA] Tulsa, Okla. --	-1,200
WRAW(AM) Reading, Pa. -----	-1,600
WRFY-FM Reading, Pa. -----	-9,200
WWBB(FM) Providence, R.I. -----	-13,500
WWRX-FM Providence, R.I. -----	-11,500
WARD(FM) Columbia, S.C. -----	-2,900
WDOM(FM) Columbia, S.C. -----	-11,000
KWAM(AM) Memphis -----	-900
KJMS(FM) Memphis -----	-11,300

WDIA(AM) Memphis -----	-13,100
WEGR-FM Memphis -----	-9,600
WHRK-FM Memphis -----	-19,700
WRFC(AM) Memphis -----	-1,700
WRXO-FM Memphis -----	-5,200
KPEZ(FM) Austin, Tex. -----	-4,200
KFON(AM) Austin, Tex. -----	-800
KHFI-FM Austin, Tex. -----	-11,400
KEYI(FM) Austin, Tex. -----	-5,700
KMRT(AM) Dallas/Fort Worth -----	-2,800
KDZR-FM Dallas/Fort Worth -----	-3,800
KESS(AM) Fort Worth/Dallas -----	-7,900
KICI(AM) Dallas -----	-400
KICI-FM Dallas/Fort Worth -----	-6,000
KCYT-FM [KMRT-FM] Dallas -----	-N/A
KPRR(FM) El Paso -----	-12,700
KHEY(AM) El Paso -----	-800
KHEY-FM El Paso -----	-7,600
KMJQ(FM) Houston -----	-26,900
KBXX(FM) Houston -----	-36,900
KPRC(AM) Houston -----	-20,500
KJOJ-FM Houston -----	-N/A
KSEV(AM) Houston -----	-6,200
WOAI(AM) San Antonio, Tex. -----	-8,900
KAJA(FM) San Antonio, Tex. -----	-14,300
KTKR(AM) San Antonio, Tex. -----	-1,800
KQXT(FM) San Antonio, Tex. -----	-11,700
WOWI-FM Norfolk, Va. -----	-22,300
WJCD(FM) Norfolk, Va. -----	-17,300
WRVA(AM) Richmond, Va. -----	-9,700
WRVQ(FM) Richmond, Va. -----	-8,800
WRVH(AM) Richmond, Va. -----	-1,300
WRXL(FM) Richmond, Va. -----	-7,100
WTVR-AM Richmond, Va. -----	-2,300
WTVR-FM Richmond, Va. -----	-10,800
WQOK(FM) Raleigh, Va. -----	-9,700
WKKV(FM) Milwaukee -----	-6,500

LMAs

WMYK(FM) Moycock, N.C.
KJOJ(AM) Conroe, Tex.
WCUZ(AM) Grand Rapids, Mich.
WCUZ-FM Grand Rapids, Mich.
WNND-FM Raleigh, N.C.

Joint sales agreements

WSVY(AM) Portsmouth, Va.
WSVY-FM Portsmouth, Va.

Other media holdings

12 TV stations, radios in Australia, interest in Radio Data Group

3 Evergreen Media Corp.

433 E. Las Colinas Blvd., Suite 1130
Irving, Tex. 75039
(214) 869-9020
Scott Ginsburg, chairman
(Nasdaq:EVGM)

815,500/35 stations

KKBT(FM) Los Angeles -----	-71,000
KIOI(FM) San Francisco -----	-27,400
KMEL(FM) San Francisco -----	-37,000
WEBR-FM [WGAY] Washington --	-31,600

WWRC(AM) Washington -----	-10,900
WTOP(AM) Washington -----	-19,000
WASH(FM) Washington -----	-25,600
WVCG(AM) Miami -----	-2,000
WMVP(AM) Chicago -----	-16,600
WLUP-FM Chicago -----	-30,100
WRCX(FM) Chicago -----	-39,300
WVAZ(FM) Chicago -----	-49,000
WEJM(AM) Chicago -----	-N/A
WEJM-FM Chicago -----	-28,200
WNUA-FM Chicago -----	-43,800
WJMN(FM) Boston -----	-28,800
WXKS(AM) Boston -----	-11,300
WXKS-FM Boston -----	-32,700
WDFN(AM) Detroit -----	-6,400
WWWV-FM Detroit -----	-27,800
WKQI(FM) Detroit -----	-29,900
WNIC(FM) Detroit -----	-30,100
WDOZ(AM) [WMTG] Detroit -----	-N/A
WYNY(FM) New York -----	-57,400
WPEG(FM) Charlotte, N.C. -----	-16,000
WBAV(AM) Charlotte, N.C. -----	-1,200
WBAV-FM Charlotte, N.C. -----	-6,300
WRFX(AM) [WAQS] Charlotte, N.C. --	-800
WRFX-FM Charlotte, N.C. -----	-14,200
WEDJ-FM [WAQQ] Charlotte, N.C. --	-7,900
WYXR-FM Philadelphia -----	-30,600
WJZ-FM Philadelphia -----	-27,500
KTRH(AM) Houston -----	-28,600
KLOL(FM) Houston -----	-26,500
KSKY(AM) Dallas -----	-N/A

4 Disney/ABC

77 W. 66th St.
New York 10023-6298
(212) 456-7777
Michael Eisner, chairman
Robert Iger, president, ABC
(NYSE:DIS)

21 stations/734,400

KABC(AM) Los Angeles -----	-52,200
KLOS-FM Los Angeles -----	-56,300
KMPC(AM) Los Angeles -----	-16,300
KGO(AM) San Francisco -----	-58,400
KSFO(AM) San Francisco -----	-10,400
WMAL(AM) Washington -----	-26,200
WRQX-FM Washington -----	-25,500
WKHX(AM) Atlanta -----	-N/A
WKHX-FM Atlanta -----	-43,000
WYAY-FM Atlanta -----	-16,700
WLS(AM) Chicago -----	-38,500
WLS-FM Chicago -----	-7,700
WJR(AM) Detroit -----	-48,000
WHYT-FM Detroit -----	-22,200
KQRS(AM) Minneapolis -----	-500
KQRS-FM Minneapolis -----	-44,900
KEGE-FM Minneapolis -----	-100
WABC(AM) New York -----	-105,100
WPLJ-FM New York -----	-94,900
WBAP(AM) Dallas/Fort Worth -----	-31,200
KSCS-FM Dallas/Fort Worth -----	-36,300

Other media holdings

ABC Radio Networks, ABC Television Network, Walt Disney Pictures, Touchstone

Pictures, Hollywood Pictures, Caravan Pictures, Miramax Films, Walt Disney Television, Buena Vista Television, Touchstone Television, The Disney Channel, 9 TV stations, 14% of Young Broadcasting, 80% of ESPN/ESPN2 (which owns Creative Sports marketing, 80% of SportsTicker, 33% of Eurosport, 20% of Japan Sports Network), 37.5% of A&E/The History Channel (joint venture with Hearst and NBC), Hearst-ABC Video services (joint venture with Hearst), 50% of Lifetime TV (joint venture with Hearst and Viacom), Disney Interactive, Disney Televentures, Rainbow Holdings (joint venture with TCI and Cablevision), 7 daily newspapers (including Kansas City Star and Fort Worth Star-Telegram), Diversified Publishing Group (more than 100 periodicals) weekly newspapers in Ill., Mich., Ore., Pa., Fairchild Publications (14 periodicals), Institutional Investor (4 publications), International Medical News Group (6 publications), Chilton Enterprises, interests in German Tele-Munche (50%) and RTL-2 (23%), French Hamster Productions and TV Sports of France, Tesauro of Spain, Scandinavian Broadcasting System (23%)

5 Chancellor Broadcasting Co.

12655 N. Central Expwy., Suite 321
Dallas 75243
(214) 239-6220
Steve Dinetz, president/owner

618,000/39 stations

KMLE-FM Phoenix	-23,800
KLAC(AM) Los Angeles	-35,000
KZLA-FM Los Angeles	-39,600
KSTE(AM) Sacramento, Calif.	-8,700
KFBK(AM) Sacramento, Calif.	-20,500
KGBY-FM Sacramento, Calif.	-12,300
KHYL-FM Sacramento, Calif.	-12,900
KABL(AM) San Francisco	-21,500
KNEW(AM) San Francisco	-4,700
KBGG-FM San Francisco	-12,000
KSAN-FM San Francisco	-14,600
KMEN(AM) San Bernardino, Calif.	-700
KGGI-FM San Bernardino, Calif.	-14,800
KXKL(AM) Denver	-2,200
KXKL-FM Denver	-13,300
KVOD(FM) [KZDG] Denver	-5,400
KALC(FM) Denver	-12,300
KIMN(FM) Denver	-11,200
WAPE-FM Jacksonville, Fla.	-8,600
WFV-FM Jacksonville, Fla.	-16,100
WJHM-FM Orlando, Fla.	-13,600
WOCL-FM Orlando, Fla.	-9,300
WXXL-FM Orlando, Fla.	-10,000
WOMX-FM Orlando, Fla.	-11,700
WFOX-FM Atlanta	-19,300
WKYN(AM) [WBND] Florence, Ky.	-N/A
KDWB-FM Minneapolis	-26,300
KTCZ-FM Minneapolis	-11,900
KTCJ(AM) Minneapolis	-200
KFAN(AM) Minneapolis	-4,700

KEYE-FM Minneapolis	-22,100
WALK(AM) New York	-300
WALK-FM New York	-23,900
WHTZ-FM New York	-119,700
WUBE(AM) Cincinnati	-900
WUBE-FM Cincinnati	-22,100
WYGY-FM Cincinnati	-8,800
WWSW(AM) Pittsburgh	-2,600
WWSW-FM Pittsburgh	-20,400

6 Jacor/Noble/Citicasters

1300 PNC Center
201 E. Fifth St.
Cincinnati 45202
(513) 621-1300
Randy Michaels, president
(Nasdaq:JCOR)

556,300/51 stations

KSLX-AM-FM Phoenix	-10,100
KSEG(FM) Sacramento, Calif.	-8,300
KRXQ(FM) Sacramento, Calif.	-9,600
XTRA-AM San Diego	-7,200
XTRA-FM San Diego	-15,200
KHTS-FM [KECR] San Diego	-N/A
KBPI(FM) Denver	-14,700
KOA(AM) Denver	-20,200
KRFX(FM) Denver	-18,500
KTLK(AM) Denver	-7,900
KBCO(AM) Denver	-500
KBCO-FM Denver	-11,500
KHOW(AM) Denver	-7,200
KHIH(FM) Denver	-10,200
WGST(AM) Atlanta	-12,900
WPCH(FM) Atlanta	-27,500
WKLS-FM Atlanta	-25,200
WBRD(AM) Bradenton, Fla.	-800
WJGR(AM) Jacksonville, Fla.	-600
WQIK-FM Jacksonville, Fla.	-14,300
WZAZ(AM) Jacksonville, Fla.	-1,200
WJBT(FM) Jacksonville, Fla.	-7,400
WSOL-FM [WHJX] Jacksonville, Fla.	-6,900
WFLA(AM) Tampa, Fla.	-19,700
WFLZ(FM) Tampa, Fla.	-19,500
WDUV(FM) Tampa, Fla.	-15,000
WXTB(FM) Tampa, Fla.	-19,600
WTBT(FM) Tampa, Fla.	-4,400
WCTO(FM) Sarasota, Fla.	-3,000
WAMR(AM) Venice, Fla.	-N/A
KATZ(AM) St. Louis	-4,700
KMJM(FM) St. Louis	-28,200
KNJZ-FM St. Louis	-4,500
KYYS(FM) Kansas City, Mo.	-10,000
WCKY(AM) Cincinnati	-12,200
WOFX(FM) Cincinnati	-9,300
WLW(AM) Cincinnati	-31,900
WEBN(FM) Cincinnati	-23,000
WKRO(FM) Cincinnati	-13,900
WWNK-FM Cincinnati	-9,300
WTVN(AM) Columbus, Ohio	-14,300
WLWQ(FM) Columbus, Ohio	-11,600
WSPD(AM) Toledo, Ohio	-5,400
WRVF-FM [WLQR] Toledo, Ohio	-5,800
WVKS(FM) Toledo, Ohio	-7,700
WIOT-FM Toledo, Ohio	-6,100

WIOT(AM) [WCWA] Toledo, Ohio	-2,900
KEX(AM) Portland, Ore.	-9,800
KKRZ(FM) Portland, Ore.	-14,100
KKCW(FM) Portland, Ore.	-12,500

LMA

WGST-FM Atlanta

Other media holdings

2 TV stations, The Georgia News Network

7 American Radio Systems Corp.

116 Huntington Ave.
Boston 02116
(617) 375-7500
Steven B. Dodge, chairman
(Nasdaq:AMRD)

546,700/57 stations

KMJ(AM) Fresno, Calif.	-10,200
KSKS(FM) Fresno, Calif.	-5,500
KKDJ(FM) Fresno, Calif.	-2,400
KMJI(AM) [KSMJ] Sacramento, Calif.	-1,300
KSFM(FM) Sacramento, Calif.	-15,200
KSSJ-FM Sacramento, Calif.	-3,400
KCTC(AM) Sacramento, Calif.	-8,100
KYMX(FM) Sacramento, Calif.	-8,900
KSTE(AM) Sacramento, Calif.	-8,700
KSJO(FM) San Jose/San Francisco	-18,100
KUFJ(FM) San Jose/San Francisco	-6,800
WZMX(FM) Hartford, Conn.	-10,400
WRCH-FM Hartford, Conn.	-16,500
WTIC(AM) Hartford, Conn.	-19,700
WTIC-FM Hartford, Conn.	-9,400
WNEZ(AM), Hartford, Conn.	-900
WIRK-FM West Palm Beach, Fla.	-12,200
WKGR-FM West Palm Beach, Fla.	-5,600
WBZT(AM) West Palm Beach, Fla.	-3,200
WEAT(AM) West Palm Beach, Fla.	-1,600
WEAT-FM West Palm Beach, Fla.	-11,800
WOLL-FM West Palm Beach, Fla.	-3,100
WQSR-FM Baltimore	-19,500
WBMD(AM) Baltimore	-1,400
WBGR(AM) Baltimore	-2,200
WRKO(AM) Boston	-40,400
WBMX(FM) Boston	-27,300
WEEI(AM) Boston	-23,800
WEGQ-FM Boston	-18,800
WQRS-FM Detroit	-13,200
KFAB(AM) Omaha	-5,100
KGOR(FM) Omaha	-5,500
KMZO-FM Las Vegas	-6,700
KFBI(FM) Las Vegas	-4,800
KJMZ(FM) [KXTZ] Las Vegas	-6,200
KVEG(AM) North Las Vegas	-1,400
KXNO(AM) North Las Vegas	-N/A
KLUC-FM Las Vegas	-8,600
WYRK-FM Buffalo, N.Y.	-17,100
WJYE-FM Buffalo, N.Y.	-11,100
WECK(AM) Buffalo, N.Y.	-11,200
WSJZ-FM [WBUF(FM)] Buffalo, N.Y.	-7,600
WHAM(AM) Rochester, N.Y.	-13,200
WVOR-FM Rochester, N.Y.	-6,000
WPXY-FM Rochester, N.Y.	-13,400
WHTK(AM) Rochester, N.Y.	-1,500

WCMF-FM Rochester, N.Y.	-16,100
WRMM(AM) Rochester, N.Y.	-N/A
WRMM-FM Rochester, N.Y.	-10,400
WMMX-FM Dayton, Ohio	-11,500
WTUE-FM Dayton, Ohio	-12,300
WONE(AM) Dayton, Ohio	-3,500
WFLN-FM Philadelphia	-17,500
KDBX(FM) Portland, Ore.	-1,600
KBBT(AM) Portland, Ore.	-1,700
KKJZ(FM) Portland, Ore.	-9,100
KUFO(FM) Portland, Ore.	-14,000

Option to buy

WBLK-FM Buffalo, N.Y.
KKMJ-FM Austin, Tex.
KJCE(AM) Austin, Tex.
KPTY(FM) Luling/Austin, Tex.

Other media holdings

Interest in Radio Data Group

8 Emmis Broadcasting Corp.

950 N. Meridian St., Suite 1200
Indianapolis 46204
(317) 266-0100
Jeffrey H. Smulyan, chairman/CEO
(Nasdaq:EMMS)

527,400/8 stations

WQHT-FM New York	-159,100
WRKS-FM New York	-173,900
KPWR-FM Los Angeles	-88,800
WKQX-FM Chicago	-47,500
KSHE(FM) St. Louis	-25,200
WIBC(AM) Indianapolis	-12,700
WNAP-FM Indianapolis	-9,400
WENS(FM) Indianapolis	-10,800

Other media holdings

Indiana Monthly and Atlanta magazine

9 Cox Communications Inc.

1400 Lake Hearn Dr.
Atlanta 30348
(404) 843-5000
James O. Robbins, president/CEO
(NYSE:COX)

519,500/38 stations

WZZK(AM) Birmingham, Ala.	-800
WZZK-FM Birmingham, Ala.	-18,300
WODL-FM Birmingham, Ala.	-6,600
WEZN-FM Bridgeport, Conn.	-7,800
KACE-FM Los Angeles	-18,500
KFI(AM) Los Angeles	-66,400
KOST-FM Los Angeles	-73,100
WFLC-FM Miami	-20,500
WHQT-FM Miami	-27,200
WSB(AM) Atlanta	-32,200
WSB-FM Atlanta	-19,500
WCFB(FM) Daytona Beach/Orlando	-4,000
WDBO(AM) Orlando, Fla.	-11,600
WWKA-FM Orlando, Fla.	-14,100

WZKD(AM) [WOMX] Orlando, Fla.	-11,700
WHOO(AM) Orlando, Fla.	-4,800
WHTQ(FM) Orlando, Fla.	-5,600
WMMO(FM) Orlando, Fla.	-8,800
WSUN(AM) Tampa, Fla.	-7,900
WCOF-FM Tampa, Fla.	-12,000
WWRM-FM Tampa, Fla.	-21,000
WJZF-FM Atlanta	-10,400
WRVI(FM) [WAJE-FM] Louisville, Ky.	-N/A
WRKA(FM) Louisville, Ky.	-6,900
WXNU(AM) [WQNF] Louisville, Ky.	-N/A
WBBS(FM) Fulton/Syracuse, N.Y.	-6,700
WSYR(AM) Syracuse, N.Y.	-8,400
WYYY(FM) Syracuse, N.Y.	-9,300
WHEN(AM) Syracuse, N.Y.	-2,800
WHEN-FM Syracuse, N.Y.	-3,200
WHIO(AM) Dayton, Ohio	-7,600
WHKO-FM Dayton, Ohio	-17,700
KRMG(AM) Tulsa, Okla.	-8,000
KWEN(FM) Tulsa, Okla.	-12,200
KJSR(FM) Tulsa, Okla.	-6,400
KCJZ(FM) San Antonio, Tex.	-7,600
KYYX(AM) San Antonio, Tex.	-5,900
KCYV(FM) San Antonio Tex.	-14,000

LMA

WCNN(AM) Atlanta

Other media holdings

7 TV stations, Rysher Entertainment, 18 daily and 6 weekly newspapers, Cox Communications cable systems, 14.65% of TeleWest UK, 10.43% of PrimeStar, 25% of Discovery Channel, investor in The Learning Channel, E!, Outdoor Life (41%), Speedvision (39%), UK Living, UK Gold, 50% of GEMS Television, TeleRep, Cox Video Marketing

10 SFX Broadcasting Inc./Multi-Market Radio

600 Congress, Suite 1270
Austin, Tex. 78701
(512) 477-7338
Robert F.X. Sillerman, executive chairman
R. Steven Hicks, president

480,000/59 stations

KCEE(AM) Tucson, Ariz.	-3,100
KWFM(FM) Tucson, Ariz.	-5,400
KNST(AM) Tucson, Ariz.	-6,100
KRQQ(FM) Tucson, Ariz.	-6,900
KMKX(FM) San Diego	-9,200
KYXY(FM) San Diego	-26,600
WPXX-FM Enfield, Conn.	-1,400
WPOP(AM) Hartford, Conn.	-4,300
WHCN(FM) Hartford, Conn.	-7,800
WKSS(FM) Hartford, Conn.	-15,400
WMRQ(FM) Hartford, Conn.	-6,900
WPLR(FM) New Haven, Conn.	-4,900
WGNE-FM Daytona Beach, Fla.	-4,200
WOKV(AM) Jacksonville, Fla.	-5,400
WKQL(FM) Jacksonville, Fla.	-7,800
WIVY(FM) Jacksonville, Fla.	-6,000
WPDQ(AM) Jacksonville, Fla.	-1,600

KNSS(AM) Wichita, Kan.	-2,500
KKRD(FM) Wichita, Kan.	-5,300
KRZZ-FM Wichita, Kan.	-3,400
WHFS(FM) Baltimore	-18,200
WHMP(AM) Springfield, Mass.	-1,100
WHMP-FM Springfield, Mass.	-1,700
WMJY(FM) Biloxi, Miss.	-1,500
WJDS(AM) Jackson, Miss.	-400
WMSI-FM Jackson, Miss.	-8,400
WKTF-FM Jackson, Miss.	-1,700
WJDX(FM) Jackson, Miss.	-3,700
WZRZ(AM) Jackson, Miss.	-1,100
WSTZ-FM Jackson, Miss.	-3,700
WKNN-FM Biloxi, Miss.	-5,000
WGNA (AM) Albany, N.Y.	-300
WGNA-FM Albany, N.Y.	-14,600
WPYX(FM) Albany, N.Y.	-7,900
WTRY(AM) Albany, N.Y.	-2,100
WGBB(AM) Freeport, N.Y.	-N/A
WBAB(FM) Babylon, N.Y.	-13,300
WHFM(FM) Long Island, N.Y.	-600
WBLI(FM) New York	-18,300
WZZU(FM) Raleigh, N.C.	-4,600
WDCG(FM) Durham/Raleigh, N.C.	-9,900
WTDR-FM Charlotte, N.C.	-11,900
WLYT(FM) [WEZC] Charlotte, N.C.	-8,800
WTRG(FM) Raleigh, N.C.	-6,500
WRDU(FM) Raleigh, N.C.	-7,100
WSNE(FM) Providence, R.I.	-9,600
WHJJ(AM) Providence, R.I.	-10,300
WHJY(FM) Providence, R.I.	-21,100
WYAK-FM Myrtle Beach, S.C.	-1,400
WGVL(AM)-WSSL-FM Greenville, S.C.	-19,800
WMI-FM Spartanburg, S.C.	-8,700
WSIX-FM Nashville	-25,100
WRVW(FM) Nashville	-N/A
KODA(FM) Houston	-34,700
KNUZ(AM) Houston	-N/A
KQUE-FM Houston	-34,700
KKRW-FM Houston	-21,300
WMXB(FM) Richmond, Va.	-6,700

Option to buy

WHSI(FM) High Point/Greensboro, N.C.

LMAs

WAEG(FM) Augusta, Ga. *
WAEJ(FM) Augusta, Ga. *
WVCO(FM) Myrtle Beach, S.C.
WMIYB(FM) Myrtle Beach, S.C.

Joint sales agreements

WYBC-FM New Haven, Conn.
WCHZ(FM) Augusta, Ga.
WYSR(FM) Albany, N.Y.
WMFR(AM) High Point/Greensboro, N.C.
WMAG(FM) High Point/Greensboro, N.C.
WTCK(AM) [wwwb] Greensboro, N.C.
WROQ(FM) Anderson/Spartanburg, S.C.
WJDX-FM Jackson, Miss.

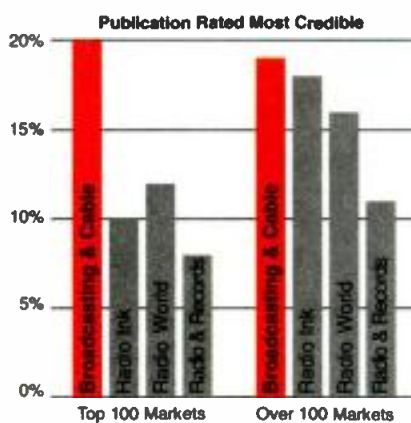
* stations are sublet to Davis Broadcasting

Other media holdings

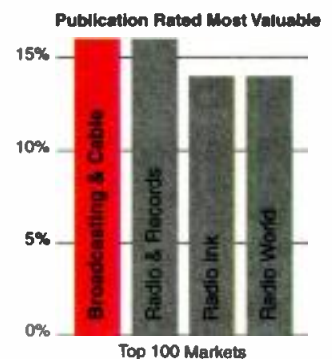
Sillerman backs Triathlon, which owns 32 radio stations

AFTER 65 YEARS, we're still the one with radio executives.

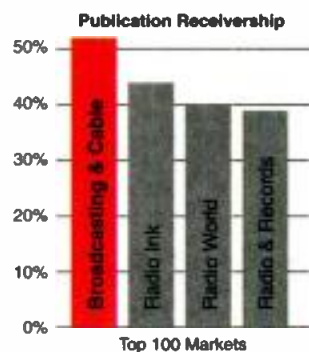
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**Broadcasting
& Cable**

*formerly Broadcasting Magazine

Source: Broadcasting & Cable Readership Study, December, 1994. Conducted by AHF Marketing Research, Inc.

11 Viacom

1515 Broadway, 40th Floor
New York 10036
(212) 258-7136

Sumner M. Redstone, chairman
(ASE:VIA)

423,400/13 stations

KYSR-FM Los Angeles	-48,700
KXEZ-FM Los Angeles	-31,500
WJZW(FM) Washington	-21,500
WMZQ-FM Washington	-35,700
WBZS(AM) Washington	-N/A
WMZQ(AM) Washington	-600
WLIT-FM Chicago	-48,700
WLTI-FM Detroit	-31,200
WLTW-FM New York	-107,900
WAXQ(FM) New York	-50,900
KBSG(AM) Seattle	-500
KBSG-FM Seattle	-24,100
KNDD-FM Seattle	-22,100

Other media holdings

United Paramount Network, 12 TV stations, One World, Paramount Pictures, Paramount Television, 77% of Spelling Entertainment Group, MTV, VH1, Nickelodeon/Nick at Nite, Nick at Nite's TV Land, 50% of USA Network, Comedy Central and Sci-Fi Channel, Showtime, The Movie Channel, Sundance Channel, Flix, cable systems serving 1.1 million subs., Macmillan Publishing, Blockbuster

12 EZ Communications Inc.

10800 Main St.
Fairfax, Va. 22030
Alan Box, president
(703) 591-1000
(Nasdaq:EZCIA)

340,000/23 stations

KRAK-FM Sacramento, Calif.	-8,100
KNCI-FM Sacramento, Calif.	-14,200
KHTK(AM) Sacramento, Calif.	-4,200
KSD(AM) St. Louis	-5,600
KSD-FM St. Louis	-9,900
KYKY-FM St. Louis	-22,300
KFNS(AM) St. Louis	-4,400
KEZK-FM St. Louis	-28,900
KFKF-FM Kansas City, Kan.	-18,700
KBEQ(AM) Kansas City, Mo.	-1,600
KBEQ-FM Kansas City, Mo.	-13,300
WSOC-FM Charlotte, N.C.	-17,700
WSSS-FM Charlotte, N.C.	-7,200
WIOQ-FM Philadelphia	-26,500
WUSL-FM Philadelphia	-47,500
WBZZ-FM Pittsburgh	-24,000
WZPT-FM Pittsburgh	-12,100
KMPS(AM) Seattle	-1,300
KMPS-FM Seattle	-24,400
KZOK-FM Seattle	-18,400

KYCW-FM Seattle	-13,600
KRPM(AM) Seattle	-1,100
KCIN-FM [KRPM] Seattle	-15,000

Other media holdings
Radio Data Group

13 Bonneville International Corp.

Box 1160
Broadcast House
Salt Lake City 84110-1160
Rodney H. Brady, president

339,500/20 stations

KIDR(AM) Phoenix	-N/A
KHTC-FM Phoenix	-10,400
KBIG-FM Los Angeles	-53,500
KOIT(AM) San Francisco	-1,700
KOIT-FM San Francisco	-28,500
WXTR-FM Washington	-9,200
WTMX-FM Chicago	-26,800
WXVR(FM) Frederick, Md.	-600
WQSI(AM) Frederick, Md.	-300
KMBZ(AM) Kansas City, Mo.	-12,500
KLTH-FM Kansas City, Mo.	-12,500
KCMO(AM) Kansas City, Mo.	-5,300
KCMO-FM Kansas City, Mo.	-14,300
WMXV-FM New York	-68,900
KZPS-FM Dallas	-18,800
KDGE-FM Dallas/Fort Worth	-27,800
KSL(AM) Salt Lake City	-10,300
KIRO(AM) Seattle	-25,600
KIRO-FM Seattle	-6,500
KNWX(AM) Seattle	-6,000

Other media holdings

Bonneville International LDS Network, Bonneville Communications, Bonneville Entertainment Co., Bonneville Media/Paymaster Plus, InteliQuest, Bonneville Satellite Co., Video West Production, Bonneville Worldwide Entertainment

14 Spanish Broadcasting System Inc.

26 W. 56th St.
New York 10019
212-541-9200
Raul Alarcon Jr., president

316,600/9 stations

KXED(AM) Los Angeles	-26,400
KLAX-FM Long Beach, Calif.	-57,100
WCMO(AM) Hialeah, Fla.	-10,900
WCMQ-FM Hialeah, Fla.	-8,300
WZMQ(FM) Key Largo, Fla.	-200
WSKP-FM Key West, Fla.	-N/A
WXLX(AM) New York	-22,700
WSKQ-FM New York	-129,600
WPAT-FM New York	-61,400

15 Gannett Co. Inc.

1100 Wilson Blvd.
Arlington, Va. 22234
(703) 284-6000

John C. Curley, chairman, Gannett Co. Inc.
Cecil L. Walker, president, Gannett Broadcasting
(NYSE:GCI)

274,800/11 stations

KIIS(AM) Los Angeles	-700
KIIS-FM Los Angeles	-75,200
KSDO(AM) San Diego	-18,300
KKBH-FM San Diego	-10,800
WDAE(AM) Tampa, Fla.	-200
WUSA-FM Tampa, Fla.	-16,900
WGCI(AM) Chicago	-17,600
WGCI-FM Chicago	-74,700
KHKS(FM) Dallas	-30,100
KKBO(AM) Houston	-500
KKBO-FM Houston	-29,800

Other media holdings

15 TVs, 92 daily newspapers (including USA Today), Baseball Weekly, non-daily publications in 35 states, Multimedia Cablevision

16 Secret Communications LP

312 Walnut St., Suite 3550
Cincinnati 45202-4024
Frank E. Wood, president
(513) 621-1600

248,900/13 stations

WNDE(AM) Indianapolis	-2,900
WRZX(FM) Indianapolis	-8,900
WFBQ(FM) Indianapolis	-22,000
WJLB(FM) Detroit	-61,200
WMXD(FM) Detroit	-28,500
WQRS(FM) Detroit	-13,200
WWWE(AM) Cleveland	-13,700
WLTF(FM) Cleveland	-15,700
WFLN-FM Philadelphia	-17,500
WDVE(FM) Pittsburgh	-37,600
WDSY(FM) Pittsburgh	-21,000
WJJJ(FM)[WNRQ] Pittsburgh	-6,700
WXDX-FM Pittsburgh*	-N/A

*station has changed location

17 Susquehanna Radio Corp.

140 E. Market St.
York, Pa. 17401

(717) 852-2132
David E. Kennedy, president

247,600/17 stations

KFFG(FM) [KHQT] San Francisco	-10,600
KNBR(AM) San Francisco	-34,800
KFOG-FM San Francisco	-22,500
WNNX-FM Atlanta	-27,700

WFMS-FM Indianapolis	-24,000
WGRL-FM Indianapolis	-8,500
WRRM-FM Cincinnati	-10,900
WARM(AM) Scranton, Pa.	-5,400
WMGS-FM Wilkes-Barre, Pa.	-11,000
WSBA(AM) York, Pa.	-3,200
WARM-FM York, Pa.	-6,900
KLIF(AM) Dallas	-11,400
KTCK(AM) Dallas/Fort Worth	-8,300
KPLX-FM Fort Worth	-24,300
KRBE-FM Houston	-25,000
WLTY-FM Norfolk, Va.	-6,200
WGH(AM) Virginia Beach, Va.	-1,000
WGH-FM Virginia Beach, Va.	-12,100

LMA

WBHT(FM) Wilkes-Barre/Scranton, Pa.

Other media holdings

Cable systems

18 Nationwide Communications Inc.

One Nationwide Plaza, 27th fl.
Columbus, Ohio 43216
(614) 249-7676
Steve Berger, president

239,300/15 stations

KVRY(FM) Phoenix	-9,700
KFSD-FM San Diego	-12,000
WPOC(FM) Baltimore	-31,400
KSGS(AM)[KJJO] Minneapolis	-N/A
KMJZ-FM Minneapolis	-6,900
WGAR-FM Cleveland	-25,400
WMJI(FM) Cleveland	-21,300
WMMS(FM) Cleveland	-19,700
WCOL(AM) Columbus, Ohio	-2,500
WCOL-FM Columbus, Ohio	-16,200
WNCI(FM) Columbus, Ohio	-17,000
KDMX(FM) Dallas	-20,900
KHMX(FM) Houston	-25,200
KTBZ-FM [KROT] Houston	-15,700
KISW(FM) Seattle	-15,400

19 Greater Media Inc.

Two Kennedy Blvd.
East Brunswick, N.J. 08816
(908) 247-6161

Peter A. Bordes, chairman

206,200/13 stations

KRLA(AM) Los Angeles	-16,600
KLSX-FM Los Angeles	-37,300
WMEX(AM) Boston	-N/A
WMJX-FM Boston	-22,100

WBCS-FM Boston	-10,800
WKLB-FM Boston	-13,500
WHND(AM) Monroe/Detroit	-N/A
WCSX-FM Detroit	-16,900
WRIF-FM Detroit	-25,900
WCTC(AM) New Brunswick, N.J.	-N/A
WMGQ-FM New Brunswick, N.J.	-N/A
WPEN(AM) Philadelphia	-37,000
WMGK-FM Philadelphia	-26,100

Other media holdings

5 weekly newspapers, cable systems serving more than 240,000 subscribers (central/west Massachusetts and Philadelphia), Greater Jersey Press (printing plant)

20 Sinclair Broadcasting Group Inc./River City

2000 W. 41st St.
Baltimore 21211
(410) 467-4545
David Smith, president
(Nasdaq:SBGI)

201,800/33 stations

KBLA(AM) Los Angeles	-N/A
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KPNT(FM) St. Louis, Mo.	-15,600
KMEZ(FM) New Orleans	-6,700
WWL(AM) New Orleans	-11,900
WLMG-FM New Orleans	-8,300
WSMB(AM) New Orleans	-2,300
WBEN(AM) Buffalo, N.Y.	-13,100
WWKB(AM) Buffalo, N.Y.	-2,600
WKSE-FM Buffalo, N.Y.	-14,900
WMJQ-FM Buffalo, N.Y.	-9,700
WGR(AM) Buffalo, N.Y.	-10,900
WWWS(AM) Buffalo, N.Y.	-2,200
WGBI(AM) Scranton, Pa.	-500
WGGY-FM Scranton, Pa.	-10,100
WILK(AM) Wilkes-Barre, Pa.	-3,000
WKRZ-FM Wilkes-Barre, Pa.	-13,500
WWSH-FM Wilkes-Barre/Scranton, Pa.	2,700
WXPX(AM) Wilkes-Barre/Scranton, Pa.	N/A
WQEQ(FM) Wilkes-Barre/Scranton, Pa.	1,500
WFBC(AM) Greenville, S.C.	-1,900
WFBC-FM Greenville, S.C.	-3,500
WORD(AM) Greenville, S.C.	-2,300
WSPA(AM) Greenville, S.C.	-1,100
WSPA-FM Greenville, S.C.	-7,300
WRVR-FM Memphis	-11,400
WJCE(AM) Memphis	-4,500
WOGY-FM Memphis	-6,200
WLAC(AM) Nashville	-5,400
WLAC-FM Nashville	-6,200
WJCE-FM Nashville	-4,900
WTAR(AM) Norfolk, Va.	-3,600
WKOC(FM) Norfolk, Va.	-8,600

Other media holdings
23 TV stations, 6 TV LMAs

21 Beasley Broadcast Group

3033 Riviera Dr., Suite 220
Naples, Fla. 33940
(941) 263-5000
George G. Beasley, president

196,100/26 stations

KAAY(AM) Little Rock, Ark.	-300
WWCN(AM) North Fort Myers, Fla.	-300
WRXK(FM) Fort Myers, Fla.	-4,900
WXKB(FM) Fort Myers, Fla.	-3,900
WPOW(FM) Miami	-27,100
WGAC(AM) Augusta, Ga.	-4,900
WGOR(FM) Augusta, Ga.	-2,200
WAJY(FM) Augusta, Ga.	-500
WQAM(AM) Miami	-8,300
WKIS-FM Miami	-20,500
WNCT(AM) Greenville, N.C.	N/A
WNCT-FM Greenville, N.C.	-3,000
WEWO(AM) Laurinburg, N.C.	N/A
WAZZ(FM) Laurinburg, N.C.	-2,400
WIKS(FM) Greenville, N.C.	-9,700
WSFL-FM Greenville, N.C. (45%)	-5,600
WMGV(FM) [WKQT] Greenville, N.C.	-1,500
WXNR(FM) [WTND] Greenville, N.C.	-1,400
WTEL(AM) Philadelphia	-2,400
WXTU(FM) Philadelphia	-35,600
WDAS(AM) Philadelphia	-7,000
WDAS-FM Philadelphia	-44,600

WTSB(AM) Fayetteville, S.C.	N/A
WKML(FM) Fayetteville, S.C.	-8,000
WDSC(AM) Dillon, S.C.	N/A
WEGX(FM) Dillon, S.C.	-2,000

22 Colfax Communications Inc.

920 Dain Plaza
60 S. 6th St.
Minneapolis 55402
(612) 373-0110
L. Steven Goldstein, president

196,600/15 stations

KOOL-FM Phoenix	-12,500
KISO(AM) Phoenix	-2,600
KZON(FM) Phoenix	-7,100
KOY(AM) Phoenix	-16,200
KYOT-FM Phoenix	-7,400
WGMS(FM) Washington	-28,100
WBIG(FM) Washington	-32,800
WTEM(AM) Washington	-6,100
KARO(FM) Boise, Idaho	-3,600
KIDO(AM) Boise, Idaho	-3,200
KLTB(FM) Boise, Idaho	-2,300
WBOB(FM) Minneapolis	-23,200
KQQL(FM) Minneapolis	-19,400
WOKY(AM) Milwaukee	-14,500
WMIL(FM) Milwaukee	-17,600

23 Heritage Media Corp.

One Galleria Tower
13355 Noel Rd., Suite 1500
Dallas 75240
(214) 702-7380
James Hoak, chairman
Paul W. Fiddick, president, radio group
(ASE:HTG)

191,800/20 stations

WEZB-FM New Orleans	-8,400
WRNO(FM) New Orleans	-11,300
WBYU(AM) New Orleans	-4,600
KCFX(FM) Kansas City, Mo.	-14,100
KCIY(FM) Kansas City, Mo.	-9,800
WRTH(AM) St. Louis	-7,000
WIL-FM St. Louis	-29,600
KIHT(FM) St. Louis	-11,600
WBBF(AM) Rochester, N.Y.	-3,400
WBEE-FM Rochester, N.Y.	-18,700
WKLX(FM) Rochester, N.Y.	-8,600
WVAE-FM [WOFX] Fairfield, Ohio	-9,300
KKSN-FM Portland, Ore.	-13,400
KKSN(AM) Portland, Ore.	-9,700
KKRH-FM [KXYQ] Salem, Ore.	-5,800
WMYU(FM) Knoxville, Tenn.	-4,400
WWST(FM) Knoxville, Tenn.	-5,400
WEMP(AM) Milwaukee	-1,700
WMYX(FM) Milwaukee	-6,500
WAMG(FM) [WEZW] Milwaukee	-8,500

Other media holdings
5 TV stations

24 Tribune Broadcasting

435 N. Michigan Ave., Suite 1800
Chicago 60611
(312) 222-4441
John W. Madigan, chairman/president
(NYSE:TRB)

186,000/6 stations

WGN(AM) Chicago	-72,100
KEZW(AM) Aurora/Denver	-8,800
KOSI-FM Denver	-17,200
KVOD(FM) Denver	-8,700
WQCD-FM New York	-79,200

Other media holdings

10 TV stations, CLTV News, Tribune Entertainment Co., Tribune Radio Networks, 4 newspapers (including the Chicago Tribune), Tribune Media Services, 14 niche publications, Chicago Online, Orlando Sentinel Online, 33% of Quest Broadcasting, 31% of TV Food Network, 11.125% of The WB TV Network, 5% of America Online

25 Jefferson-Pilot Corp.

100 N. Greene St.
Greensboro, N.C. 27401
(910) 691-3000
David Stonecipher, president
(NYSE:JP)

178,700/14 stations

KIFM(FM) San Diego	-14,800
KSON(AM) San Diego	-1,700
KSON-FM San Diego	-24,400
KYGO(AM) Denver	-5000
KYGO-FM Denver	-26,600
KWMX-FM Denver	-10,700
KKFM(AM) Denver	N/A
WAXY(AM) [WMRZ] Miami	-4,500
WLYF-FM Miami	-27,700
WMXJ-FM Miami	-18,900
WQXI(AM) Atlanta	N/A
WSTR-FM Atlanta	-23,100
WBT(AM) Charlotte, N.C.	-13,800
WBT-FM Charlotte, N.C.	-7,500

—Compiled by Jessica Sandin

**The Top 25 Television
Groups will appear in
Broadcasting & Cable's
July 8 issue.**

Broadcasting

July 1, 1996

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- Vs. May '96, Increased Time Period Rating +50% and Share +40%
- Vs. Lead-In, Grew +22% In Rating and +17% In Share
- #1 In Her Time Period In 14 Markets
- #2 Ranked Talk Show Of The Week
- Local Newscasts Following "Rosie" Grew +18% In Rating And +9% In Share

Source: NSI WRAP overnights (weighted rating)

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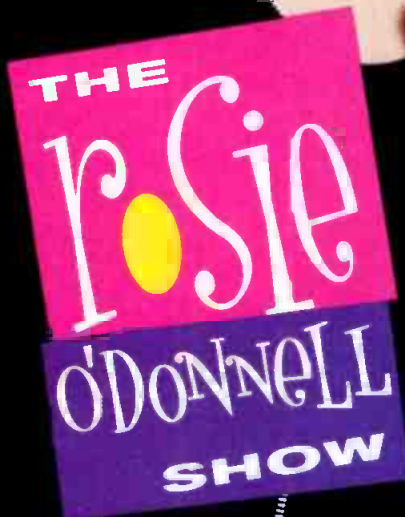


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Syndicators take chance on games

Tribune/All American are latest contestants

By Cynthia Littleton

Syndicators are girding for a big gamble on game shows next season. And if any one of the new shows hits the ratings jackpot, odds are there'll be even more to come next year.

Tribune Entertainment is betting big on the genre, with plans to roll out three half-hour strips by next March. Tribune has teamed with All American Television to produce and distribute an hour game show block comprising two titles from the Mark Goodson Productions library, recently purchased by All American.

The classics due for a 1990s update are *Match Game*, *Tattletales* and *Card Sharks*. Two will be launched next spring, with one held in reserve as a backup series. Sources say the partners are leaning toward the combo of *Match Game* and *Card Sharks*.

Tribune and All American are looking for 9 a.m.-noon time periods. At the other end of the day, Tribune is preparing the fall launch of *Bzzz!*, a relationship-driven dating game from Ralph Edwards/Stu Billet Productions. *Bzzz!* was designed to fit into access and early fringe sitcom blocks; most of its outings will come between 6 and 8 p.m.

The lighter side of romance is also the focus of *The Dating/Newlywed*



Tribune is preparing for fall launch of game show 'Bzzz!'

Hour. Columbia TriStar Television Distribution's upcoming revivals of *The Dating Game* and *The Newlywed Game*. Six months after they were introduced at NATPE, CTTD has cleared the block on 220 stations covering 98% of the country.

Industry veterans say game show producers tend to rely on proven formats and established brand name for one simple reason: sampling. "Name recognition will get you sampling if you raise enough curiosity about what the new shows look like," says Robert Noah, president of Mark Goodson Productions. "Sampling is very important."

CTTD officials say comedy will be an integral part of *The Dating/Newlywed Hour*. *Dating Game* host Brad Sherwood is a former member of the noted Second City comedy troupe, while *Newlywed Game* emcee Gary Kroeger is a *Saturday Night Live* alum. Soul singer Barry White, known for his sultry love songs, is appearing in a series of pre-launch teaser spots to kick off CTTD's promotional campaign, dubbed "Make a date. And make a commitment."

In the race for advertising dollars, *The Dating/Newlywed Hour* fared better in last month's syndication upfront market than some media buyers had predicted. The same appears true at the local level.

"Talk is tired to a certain degree," says Steve Carlston, general manager of Fox-owned KSTU(TV) Salt Lake City. "These game shows have been easy to sell by comparison."

KSTU is planning to air *The Dating/Newlywed Hour* as the 9 a.m. lead-out for Fox's new morning show, *Fox After Breakfast*.

Looking ahead to the game show front for next fall:

- Warner Bros. plans to put a twist on the quiz show format with a strip based on the best-selling CD-ROM title *You Don't Know Jack*.

- *Debt* is a Disney-produced strip that recently debuted on Lifetime Tele-

Lack is back 'til 2002

NBC News President Andrew Lack is on course to become the most tenured executive in that post.

Lack has signed a new six-year contract that will put him in the news division driver's seat until 2002—he signed on in 1993. That potential nine-year run is in contrast to the just over four years averaged by his eight predecessors since the post was created in 1960.

When Lack went from CBS to NBC in 1993 to replace the embattled Michael Gartner, among his charters was to beef up the division's prime time program output and boost its nightly news fortunes (it was in third place). It is ironic that the show that contributed to Gartner's demise—*Dateline* and its exploding truck—became a symbol of Lack's success in prime



time with its weekly triplecast.

For the week of June 10-16, the show aired four times, three as lead-in to the NBA finals. Three of the four shows ranked among Nielsen's top 50, with the Tuesday and Wednesday editions placing in the top 20 and winning their respective time periods.

NBC Chairman Bob Wright also credited Lack last week with bringing the nightly news "within striking distance" of number one. For the 1995-96 season (Sept. 18, 1995–April 17, 1996), according to Nielsen, NBC was second, with a rating/share average of 8.7/17, behind ABC's 9.5/18.

Lack's newest challenge will be the launch on July 15 of MSNBC, the 24-hour cable/Internet news service joint venture with software Goliath Microsoft. —JE

KW looks for younger players

Word around Hollywood is that King World Productions is developing a companion show for either *Wheel of Fortune* or *Jeopardy!*, but King World officials say their immediate focus is on strengthening its formidable access players.

To that end, King World is hoping to reverse the strips' slide in key demo ratings by seeking younger contestants, holding more national contestant searches and implementing other production elements to be unveiled this fall.

King World is also offering to send *Wheel* and *Jeopardy!* to stations in a new "seamless" format that would eliminate the commercial break between the shows. King World is talking with the networks about doing local cross-promotional spots with the stars of selected prime time series.

Although *Wheel* and *Jeopardy!* remain the top-rated strips in syndication, King World's competitors have declared open season on their time slots. Most of King World's contracts with *Wheel* and *Jeopardy!* outlets expire in 1999.

In a presentation to station promotion directors at last month's Promax conference, King World executives blamed the ratings slippage this past season on the launch of powerhouse sitcoms *Seinfeld* and *Home Improvement* in syndication. But history tends to repeat itself, say King World executives, citing ratings for *The Cosby Show*, *Who's the Boss?*, *Roseanne* and other off-network performers. King World officials noted that sitcoms typically come on strong in the first year of syndication but that ratings eventually taper off with repeat airings. —CL



The ever-youthful Vanna White and Pat Sajak

SOLD!

Raycom Media, Inc., Ken Hawkins, President has entered into a merger agreement to acquire Federal Enterprises, Inc., Dale Rands, Chairman for \$166,000,000.

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'Newlywed Game' host Gary Kroeger

vision, where it is performing well enough to make Disney executives consider taking it into first-run syndication.

■ Jonathan Goodson, son of prolific game show producer Mark Goodson, has a deal with Paramount to develop formats and shows for the worldwide market.

All told, the upsurge of interest in game shows is a result of the downturn in the talk show genre. Ratings for most established talkers are softening,



'Dating Game' host Brad Sherwood

and the controversy over the sensationalistic content of some shows has scared away many local and national advertisers.

Observers say syndicators are taking a more pragmatic route to the marketplace than they did last season, when nine new talk shows were introduced in a bid to capitalize on *Ricki Lake's* success with young adults. And few have forgotten the failures of the 1990-91 season, when five first-run game shows came and went within six months. ■

'Rosie' launch best since 'Oprah'

Upgrades imminent for 'Tonight'-style talker

By Cynthia Littleton

The *Rosie O'Donnell Show* posted a 3.2 Nielsen household rating in the first national report card on Warner Bros.' much-talked-about new talk/variety strip.

Although the national numbers for the show's premiere week were down from its metered-market average of 4.1, it still ranked as the highest-scoring talk show debut since *Oprah Winfrey* scored a 5.1 in 1986.

Rosie's national average undoubtedly was hurt by the show's erratic clearances and its unusual June 10 launch date. The show has been airing in post-midnight slots in Philadelphia, Seattle and other sizable markets, mostly because it was offered to many stations as a late replacement for Warner Bros.' low-rated *Carnie*. And some stations are contractually locked in to their existing daytime lineups until fall.

Upgrades for *Rosie* are imminent, particularly given the hefty license fees



'Rosie' is attracting range of female demos.

Warner Bros. is getting for the fast-paced, *Tonight* show-style hour, embraced by many TV critics as the most entertaining new daytime show in

a decade. Broadcasters and even rival syndicators say they're hopeful it will continue to generate the kind of buzz that brings new viewers to daytime.

One independent station is giving the show a summer trial run in prime time. KUSI(TV) San Diego is moving the show from 10 a.m. to 9 p.m. starting today (July 1).

Warner Bros. is mounting a full-court press to get *Rosie* upgraded to lucrative news lead-in time periods, where it likely will compete in some markets with Warner Bros. talkers *Jenny Jones* and the upcoming *Up Close with Maureen O'Boyle*. *Rosie* and *Jenny Jones* go head to head at 3 p.m. in Chicago, where *Rosie* to date has ranked third in the time period after moving from 1 p.m. on NBC's WMAQ(TV) in its second week.

Nationally, the show appears to be attracting a broad mix of female viewers. In its first week, *Rosie* averaged a 2.3 with women 18-34 and a 2.1 with women 18-49 and 25-54. ■

Quattrone heads PBS programing

Eight new series, specials unveiled at annual meeting

By John Eggerton

Kathy Quattrone, PBS's senior vice president, programing, has been named executive vice president and chief programing executive, responsible for all programing distributed nationally by PBS.

She succeeds Jennifer Lawson, who resigned in February following a reorganization of PBS into three divisions (learning ventures, systems services and programing services). Since Lawson's resignation, the service's acting programing head has been Robert Ottenhoff, who remains PBS's execu-

tive vice president and chief operating officer.

According to Quattrone, PBS's programing unit will itself be divided into six units—scheduling and content; program management; fund-raising programing; new program services and syndication activities; administration and communications, and The Democracy Project—with each unit head reporting to her.

Among her priorities for PBS programing are increasing the budget by 50% by 2000, increasing funding for program research and development and creating more programing partnerships.

Quattrone's appointment was announced last week at PBS's annual meeting in San Francisco, where the service also took the wraps off eight new programing projects: *I'll Make Me a World*, a six-hour series on African-American art and artists; new *Wallace & Gromit* animated adventures; *The*



New programming head Kathy Quattrone

Voyage of the Matthew, a BBC drama; *The Viking Saga*, a two-hour special; *Stephen Hawking's Universe*, a four-hour series; *Battlefield III: Vietnam*; *Baking with Julia*, which teams Julia Child with pastry chefs, bakers and others, and *The America's Family Kitchen*, a 13-episode Creole cooking show. ■

Granath takes top slot at Disney/ABC International

By Debra Johnson

The international operations of Capital Cities/ABC Inc. and Walt Disney Television International have been rolled into one new division.

Headquartered in London, Disney/ABC International Television integrates the international broadcast, cable and sales activities of CapCities/ABC with the international free and pay-TV, distribution and broadcast operations of Walt Disney Television International. Herb Granath, formerly president of ABC Cable and International Broadcast Group, has been named chairman, while Etienne de Villiers, formerly president of Walt Disney Television International, has been named president. De Villiers eventually will suc-

ceed Granath.

CapCities/ABC's international activities range from significant ownership interests in European TV and radio to Asian broadcast and cable programming services for kids to international sports networks and related ventures through ESPN, which is now available in 150 countries.

Walt Disney Television International has a worldwide network of 16 distribution and production offices

responsible for producing more than 40 weekly Disney programs that reach 300 million viewers, distributing Disney programs in more than 100 countries and licensing more than 3,500 hours of programming internationally.

It also operates branded channels in Taiwan, the UK and Australia and a joint-venture German channel, Super RTL, with Luxembourg's CLT. Disney Channels are gearing up to launch in the Middle East and France. ■

Braun named president of Brillstein-Grey

Lloyd Braun was named last week to the newly created post of president, Brillstein-Grey Entertainment. He is credited with helping to build the company into a leading producer of prime time network fare and also played a key role in negotiating MCA's investment in Brillstein-Grey. Braun, who joined BGE in 1994, will aid company co-founder Brad Grey in running BGE's movie and TV production operations as well as its talent management division. BGE veterans Marc Gurvitz and Cynthia Pett-Dante have also been named co-presidents of Brillstein-Grey's talent management division. —CL



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Asta sees \$2 billion year

The Advertiser Syndication Television Association predicts that syndicated programming will generate more than \$2 billion in advertising revenue next year. ASTA's bullish assessment is based on its analysis of upfront ad sales for syndicated shows earlier this month, when demand for daytime inventory was stronger than expected and buyers had a wider variety of genres to choose from than they did last year. ASTA says syndicators saw average CPM increases of 3%-6% in most dayparts and that syndicators sold about 75% of their national barter inventory in the upfront, compared with about 85% last year—a sign that many expect a strong scatter market later in the season.

'Springer' finds new home on WPIX

Multimedia Entertainment's *Jerry Springer* has a new home in New York. After five seasons with WNBC(TV), the talker will move to Tribune's WPIX(TV) in September. Although WNBC renewed *Springer* for the 1996-97 season, the station needed to make room for Warner Bros.' new strip *Up Close with Maureen O'Boyle*, which was picked up by the NBC O&Os in a group deal last year. Multimedia, meanwhile, signed a new six-year contract with Springer earlier this month.

MGM plans 'Stargate' hour

MGM Worldwide Television has confirmed that it is developing a weekly sci-fi hour based on the studio's hit movie "Stargate" for fall 1997. The 1994 theatrical starred Kurt Russell as a skeptical scientist who discovers a gateway into other worlds. There's no word yet on whether MGM will set up a dual cable/syndication launch for the big-budget series. Episodes from MGM's most recent first-run weeklies, *The Outer Limits* and the upcoming *Poltergeist: The Legacy*, air on Showtime about six months before their broadcast premieres.

'90210' moments

Worldvision Enterprises wants broadcasters to team with hot local DJs in an effort to give a boost to the *Beverly Hills, 90210* syndication franchise. To promote the fall premiere of episodes from the past two seasons of

Name change for 'LAPD'

MGM Worldwide Television has changed the name of its syndicated *LAPD* reality show to *LAPD: Life on the Beat*. MGM's promotion workshop in Los Angeles was held at the L.A. Police Academy and featured demonstrations by SWAT teams, dive teams and helicopter units. On hand were (back row, l-r) Deputy Chief David J. Gascon; John Symes, president, MGM Worldwide TV; Karla Kay Bair, senior producer, *LAPD*; Sid Cohen, president, MGM Domestic Distribution; Bill Violante, deputy mayor; Jonathon Barbato, VP, advertising and promotion, MGM; Cliff Lachman, executive producer, *LAPD*; Dave Bell, executive producer, *LAPD*. Second row (l-r) Hank Cohen, senior VP, creative affairs, MGM; Andrew Jebb, producer, *LAPD*. —JE



the hit Fox series, Worldvision is asking stations to turn the end credits of each show into "Pop Culture Moments," with local radio personalities talking about entertainment news, trends and upcoming events. Worldvision will supply graphics and other technical support for the "BHTV" campaign, designed to make the most of time already built into the show. The concept has drawn high marks, but some station officials are concerned about the amount of time it will take to produce the customized credits.

Active 'ReBoot's

Active Entertainment has acquired off-network rights to the 3-D computer-animated series *ReBoot*, which was

part of ABC's Saturday morning slate last season but was not renewed for the fall. Active is offering episodes of *ReBoot* to stations that signed on for the animated weekly *Monster Mania*, which ran into production problems and will not air in syndication this fall, Active officials say. As of last week, *ReBoot* was cleared in nearly 70% of the country.

Olympic minutes—plus

New World/Genesis Distribution is producing a series of Olympic-themed news inserts to promote the fall launch of the entertainment magazine *Access Hollywood*. The 90-second *Backstage Pass: Atlanta* spots will feature hosts Giselle Fernandez and Larry Mendte chatting with celebrities and reporting on nightlife in Atlanta during the summer Olympic Games. Stations signed on for *Access Hollywood* will receive a new spot each day from July 18 through Aug. 5.

Updated Annie

Leapin' lizards! Little Orphan Annie is headed for a comeback next year. All American Fremantle Corp. and Abrams/Gentile Entertainment will co-produce a new weekly half-hour series based on the enduring comic-strip character. The partners say the action/adventure show will present a contemporary version of the curly-headed orphan, who first appeared on the comics page of the *Chicago Tribune* in 1924. —CL

NSS POCKETPIECE

(Nielsen's top ranked syndicated shows for the week ending June 16. Numbers represent average audience/stations/% coverage.)

1. Wheel of Fortune	10.1/226/99
2. Jeopardy!	8.5/215/97
3. Home Improvement	7.1/227/98
4. Oprah Winfrey Show	6.9/228/98
5. Seinfeld	6.4/222/98
6. Entertainment Tonight	5.2/180/95
7. Journeys of Hercules	5.0/222/97
8. Simpsons	4.8/192/96
9. Xena	4.7/198/96
10. Inside Edition	4.6/161/89
11. Wheel of Fortune-wknd	4.5/158/80
12. Imagination II	4.3/169/96
12. Star Trek: Deep Space Nine	4.3/233/98
14. Live with Regis & Kathie Lee	4.2/233/99
14. Montel Williams Show	4.2/163/91

Broadcasting & Cable PEOPLE'S CHOICE Ratings according to Nielsen June 17-23

KEY: RANKING/SHOW [PROGRAM RATING/SHARE] • TOP TEN SHOWS OF THE WEEK ARE NUMBERED IN RED • TELEVISION UNIVERSE ESTIMATED AT 95.9 MILLION HOUSEHOLDS; ONE RATINGS POINT=959,000 TV HOMES
 YELLOW TINT IS WINNER OF TIME SLOT • (NR)=NOT RANKED; RATING/SHARE ESTIMATED FOR PERIOD SHOWN • *PREMIERE • SOURCES: NIELSEN MEDIA RESEARCH, CBS RESEARCH • GRAPHIC BY ANNE NELSON

Week 40	abc	CBS	NBC	Fox	UPIN		
	8.5/15	8.7/16	7.3/13	3.6/6	2.3/4		
MONDAY	8:00	42. The Marshal 7.1/13	13. The Nanny 9.6/18	49. Fresh Prince 6.9/13	85. Ned and Stacey 3.4/6	90. Star Trek: Voyager 2.6/5	
	8:30		16. Dave's World 9.3/17	54. Boston Common Sp 6.2/11	87. Last Frontier 3.1/6		
	9:00	16. ABC Monday Night Movie—Ordeal in the Attic 9.3/16	19. Murphy Brown 9.1/16	33. NBC Monday Night Movie—The Thing Called Love 7.7/13	80. L.A. Firefighters 4.0/7	104. Nowhere Man 1.7/3	
	9:30		23. Cybill 8.9/15				
	10:00		29. Chicago Hope 7.8/14				
10:30							
TUESDAY	9.0/16	6.8/12	9.4/17	7.0/13	2.0/4		
	8:00	15. Home Improvement 9.4/18	66. John Grisham's The Client 5.5/10	35. 3rd Rock fr/Sun 7.6/15	46. Fox Tuesday Night Movie—Son-in-Law 7.0/13	90. Moesha 2.6/5	
	8:30	26. Disney's Unlky Hero 8.1/15		33. NewsRadio 7.7/14		99. Minor Adjustments 2.2/4	
	9:00	8. Home Imprvmt 10.8/19		11. Frasier 9.8/17		103. Paranormal Borderline 1.8/3	
	9:30	20. Coach 9.0/15	36. CBS Tuesday Movie—The Babymaker 7.4/13	23. Wings 8.9/15			
10:00	25. NYPD Blue 8.3/15	7. Dateline NBC 11.0/20					
10:30							
WEDNESDAY	9.3/18	6.3/12	7.3/14	3.6/7	2.4/4		
	8:00	29. Ellen 7.8/16	42. Here Comes the Bride 7.1/14	61. Jag 5.7/11	82. Beverly Hills, 90210 3.9/8	96. The Sentinel 2.4/5	
	8:30	50. Hudson Street 6.7/13				95. Sister, Sis 2.5/5	
	9:00	18. Grace Under Fire 9.2/17	57. Picket Fences 6.0/11	20. Dateline NBC 9.0/16	85. Party of Five 3.4/6	90. Pt 'Hood 2.6/5	
	9:30	27. Faculty 7.9/14				95. Swift Justice 2.4/4	
10:00	4. Primetime Live 12.1/23	61. CPW 5.7/11	36. Law & Order 7.4/14		90. Wayans 2.6/5		
10:30					92. Unhap Ev 2.4/4		
THURSDAY	5.5/10	7.6/14	12.0/23	4.6/9			
	8:00	58. Wild's Funniest Vid 5.9/12	54. Murder, She Wrote 6.2/13	6. Friends 11.3/25	76. 1996 Essence Awards 4.6/9		
	8:30	61. Before/Stars 5.7/11		11. The Single Guy 9.8/20			
	9:00	67. Sinatra—80 Years My Way 5.4/10	42. Rescue: 911 7.1/13	1. Seinfeld 14.1/26			
	9:30		14. 48 Hours 9.5/17	7. Caroline in/City 12.3/22			
10:00			3. ER 12.2/22				
10:30							
FRIDAY	6.5/12	8.4/16	8.8/17	3.8/7	1.8/4		
	8:00	42. Family Matters 7.1/17	77. Due South 4.5/10	54. Unsolved Mysteries 6.2/14	89. Sliders 3.8/9		
	8:30	40. Boy Meets World 7.2/16					
	9:00	39. Step by Step 7.3/15	50. Diagnosis Murder 6.7/14	29. Dateline NBC 7.8/16	64. The X-Files 5.6/11		
	9:30	36. Hangin' w/ Mr. C 7.4/15	69. CPW 5.3/11	58. Homicide: Life on the Streets 5.9/12			
10:00	4. 20/20 12.1/24						
10:30							
SATURDAY	4.7/10	7.4/16	4.6/10	5.1/11			
	8:00	78. Second Noah 4.2/10	53. Touched by an Angel 6.3/15	84. Hope & Gloria 3.5/8	75. Cops 4.7/11		
	8:30			87. Home Court 3.1/7	74. Cops 4.9/11		
	9:00	73. Saturday Night at the Movies—One More Mountain 5.0/11	27. Walker, Texas Ranger 7.9/17	71. NBC Saturday Night Movie—Danielle Steel/Vanished 5.2/11	69. America's Most Wanted 5.3/11		
	9:30						
10:00							
10:30							
SUNDAY	6.5/12	8.4/16	8.8/17	3.8/7	1.8/4		
	7:00	59. Muppets Tonight 4.0/9	10. 60 Minutes 10.6/23	59. Dateline NBC 6.6/15	90. Space: Above & Beyond 2.6/6	105. Pinky & The Brain 1.5/4	
	7:30	60. Am Fun Hm Vid 5.8/12				106. Freakazoid 1.4/3	
	8:00	64. Lois & Clark 5.6/11	20. Murder, She Wrote—Special 9.0/18	46. Mad About You 7.0/14	72. The Simpsons 5.1/10	101. Sister, Sister 2.5/5	
	8:30			40. NewsRadio 7.2/14	89. New York Daze 3.0/6	98. Kirk 2.2/4	
	9:00	29. ABC Sunday Night Movie—The Marrying Man 7.8/14	46. CBS Sunday Movie—The Yearling 7.0/13	8. NBC Sunday Night Movie—A Search for Justice 10.8/20	67. Married w/Childrn 5.4/10	102. Savannah 1.9/4	
	9:30						79. The Crew 4.1/7
10:00							
10:30							
WEEK AVG	7.4/14	7.3/14	8.0/16	4.6/9	UPN: 2.2/4; WB: 2.1/4		
STD AVG	10.2/17	9.4/16	11.4/19	7.0/12	UPN: 3.0/5; WB: 2.4/4		

Clear Channel goes country in Louisville

By Elizabeth A. Rathbun

Clear Channel Communications Inc. locked up the country format in Louisville, Ky., with last week's purchase of adult CHR-formatted WHKW(AM) there from Regent Communications Inc. (subject to FCC approval).

Buying a station and changing its format may not be so unusual, but in this case, Clear Channel also is buying the "intellectual rights" to Regent's country-formatted WHKW-FM. That includes the FM station's call letters, music library and country format, but not its building or property.

Eleventh-rated WHKW-FM and Clear Channel's number-one-rated WAMZ-FM had been the only two country signals in Louisville. Under this deal, they no longer will be competitors.

Documents filed with the FCC insure that Regent will not compete with Clear Channel in Louisville, at least when it comes to a country format. Regent may not broadcast country music within a 50-mile radius of Louisville for at least five years, the documents say. Regent also must refrain from trying to hire away any employe of WHKW(AM) for a year.

Clear Channel has new calls for WHKW(AM): WKJK(AM). The Regency-owned frequency formerly used by WHKW-FM—107.7 mhz—likewise has new call letters (WSFR-FM) and a new format ('70s).

The \$1 million deal comes on the heels of Clear Channel and Regent getting together to buy WWKY(AM)-WVEZ(FM) and WTFX(FM) Louisville from SFX Broadcasting Inc. Clear Channel took WWKY(AM) and WTFX(FM) for \$6.9 million, while Regent paid \$12.6 million for WVEZ(FM) ("Changing Hands," May 20).

Clear Channel's holdings in Louisville now total two FMs and three AMs, including three of the top five stations, according to Arbitron.

Emmis's interest drop adds up

Falling interest expense led to a 101.8% gain in net income for radio owner Emmis Broadcasting Corp. in the first quarter of the company's 1997 fiscal year, which ended May 31. Net income rose from \$1.7 million to \$3.5 million compared with the same quar-

ter last year, Emmis says. Interest expense fell 43.6%, from \$3.6 million to \$2.5 million.

Meanwhile, net broadcast revenue was down slightly, from \$25.357 million to \$25.35 million, while broadcast cash flow rose 7.8%, to \$12.2 million. Operating income rose 2.1%, to \$8.3 million.

The results, announced last Tuesday, were preceded on Monday by stock trading that brought Emmis shares to a 52-week high of 49 3/4. The week before, the stock had started out in the low 40s. It closed last Thursday at 48.

Emmis, while promising to be a radio buyer under deregulation, has not made any purchases this year. It is looking to buy stations "in major markets that complement our existing portfolio" and also is looking into international radio investments, chairman Jeff Smulyan says.

"We will only acquire assets in which Emmis can use its programming and management skills to add value," he says.

Emmis owns KPWR-FM Los Angeles; WKQX-FM Chicago; WENS(FM), WNAP-FM and WIBC(AM) Indianapolis; KSHE(FM) St. Louis, and WRKS-FM and WQHT-FM New York.

Holtz, Roberts form Marquee

Two top executives of former TV owner Superior Communications Group Inc. have formed their own company, Mar-

quee Media, based in Pittsburgh. Running the new company are Al Holtz, Superior's former chairman, and Rick Roberts, Superior's former chief financial officer. Holtz and Roberts have worked together for the past 13 years.

Marquee is looking to buy TV stations and to consult with investors who want to increase the value of their broadcast portfolios. "Marquee is uniquely positioned to do both," Holtz says.

Superior last month sold its two TVs for \$63 million to Sinclair Communications Group Inc. Meanwhile, former Superior president Perry Sook has signed on with ABRY Partners Inc. which recently bought WYOU-TV Scranton/Wilkes-Barre, Pa.

Bardwick reaches for Star

Radio brokerage Star Media Group Inc. has named J. Peter Bardwick to the new job of managing director for a new venture, Star Media Capital, which will provide investment banking services to the broadcast industry.

Bardwick formerly was executive vice president/chief financial officer of the Beasley Broadcast Group. Before that, Bardwick was vice president, finance, at Westwood One Inc.

"Combining Star Media's experience with my own experience, we will be able to offer blue-chip advisory services from a firm focused solely on serving our broadcasting clients' needs," Bardwick says. ■

Changing Hands

TV

Formation of LP to own WFXL(TV) Albany, Ga.

Station value: \$5.7 million

Buyer: BCI Growth IV LP, Teaneck, N.J. (Theodore T. Horton Jr., principal; after transfer, BCI will be 66.5% limited partner). BCI affiliate BCI Growth III LP owns 80% of WMJC(FM) Smithtown, WGSN(AM) Huntington and WRHD(AM)-WRCN-FM Riverhead, all N.Y.; 76.6% of WRPC(FM) St. German, P.R.; 66.2% of WZNT-FM San Juan, WOYE-FM Mayaguez and WCOM(FM) Bayamon, all P.R.

Seller: Clarion Broadcasting Corp., Sarasota, Fla. (Daniel S. Dayton, president/34% owner; before transfer

Clarion was 100% general partner; after transfer will be 33.5% GP); no other broadcast interests (Note: Clarion bought station in 1994 for \$5.7 million.)

Facilities: Ch. 31, 1,580 kw visual, 150 kw aural, ant. 990 ft.

Affiliation: Fox

COMBOS

WINE(AM)-WRKI(FM) Brookfield/Danbury, WNLK(AM)-WEFX(FM) Norwalk and WSTC(AM)-WKHL(FM) Stamford, all Conn.; WJBR-AM-FM Wilmington, Del.; WKQS(FM) Gifford/Vero Beach, WZZR(FM) Stuart and WQOL(FM) and WAXE(AM)-WAVW(FM) Vero Beach, all Fla.; WPUT(AM) Brewster, WVIB(FM) Mount Kisco, WVYB(FM) Patterson and WFAS-AM-FM White Plains, all N.Y.; WBVB(FM)* Coal Grove and WIRO(AM)* and WMLV(FM)* Ironton, Ohio; WAEB-

Changing Hands

The week's tabulation
of station sales

Proposed station trades

By dollar volume and number of sales;
does not include mergers or acquisitions
involving substantial non-station assets

THIS WEEK:

TVs □ \$390,700,000 □ 2
Combos □ \$260,860,069 □ 12
FMs □ \$140,900,000 □ 8
AMs □ \$1,665,000 □ 2
Total □ \$794,125,069 □ 24

SO FAR IN 1996:

TVs □ \$2,483,343,896 □ 49
Combos □ \$3,609,970,359 □ 198
FMs □ \$1,157,074,253 □ 211
AMs □ \$120,295,404 □ 113
Total □ \$7,370,683,912 □ 571

SAME PERIOD IN 1995:

TVs □ \$1,668,747,000 □ 58
Combos □ \$843,125,300 □ 111
FMs □ \$373,782,601 □ 187
AMs □ \$59,421,744 □ 86
Total □ \$2,944,976,645 □ 439

Source: BROADCASTING & CABLE

AM-FM Allentown and WZZO(FM) Bethlehem, Pa.; WKEE-AM-FM* and WHRD(AM)* Huntington, WTCR-AM Kenova/Huntington-WTCR-FM Huntington, WZZW(AM)* Milton and WFXN-FM* Milton/Huntington, all W.Va.

Price: \$200 million

Buyer: Hicks, Muse, Tate & Furst Equity Fund III, Dallas. Equity Fund is affiliated with Hicks, Muse GP Partners LP (limited partners include Thomas O. Hicks). Thomas Hicks is chairman of Chancellor Broadcasting Co.; director of GulfStar Communications Inc. and 70% owner KCHX(FM) Midland, Tex.

Seller: Commodore Media Inc., N.Y. (Bruce A. Friedman, president); will become subsidiary of Hicks Muse

Facilities: WINE: 940 khz, 1 kw day, 4 w night; WRKI: 95.1 mhz, 50 kw, ant. 500 ft.; WNLK: 1350 khz, 1 kw day, 500 w night; WEFX: 95.9 mhz, 3 kw, ant. 299 ft.; WSTC: 1400 khz, 1 kw; WKHL: 96.7 mhz, 3 kw, ant. 328 ft.; WJBR(AM): 1290 khz, 5 kw; WJBR-FM: 99.5 mhz, 50 kw, ant. 499 ft.; WKQS: 94.7 mhz, 3 kw, ant. 253 ft.; WZZR: 92.7 mhz, 50 kw, ant. 571 ft.; WOOL: 103.7 mhz, 50 kw, ant. 476 ft.; WAXE: 1370 khz, 1 kw; WAVV: 101.7 mhz, 1.48 kw, ant. 471 ft.; WPUT: 1510 khz, 1 kw; WVIB: 106.3 mhz, 3 kw, ant. 440 ft.; WVYB: 105.5 mhz, 1.5 kw, ant. 460 ft.; WFAS(AM): 1230 khz, 1 kw; WFAS-FM: 103.9 mhz, 600 w, ant. 669 ft.; WBVB: 97.1 mhz, 3 kw, ant. 472 ft.; WIRO: 1230 khz, 1 kw;

WMLV: 107.1 mhz, 3 kw, ant. 125 ft.; WAEB(AM): 790 khz, 1 kw; WAEB-FM: 104.1 mhz, 50 kw, ant. 500 ft.; WZZO: 95.1 mhz, 30 kw, ant. 631 ft.; WKEE(AM): 800 khz, 5 kw day, 185.3 w night; WKEE-FM: 100.5 mhz, 53 kw, ant. 561 ft.; WHRD: 1470 khz, 5 kw day; WTCR(AM): 1420 khz, 5 kw day, 500 w night; WTCR-FM: 103.3 mhz, 50 kw, ant. 490 ft.; WZZW: 1600 khz, 6 kw day, 26 w night; WFXN-FM: 106.3 mhz, 560 w, ant. 1,092 ft.

Formats: WINE: country; WRKI: AOR; WNLK: talk; WEFX: classic rock; WSTC: adult contemporary; WKHL: oldies; WJBR-AM-FM: adult contemporary; WKQS: hot adult contemporary; WZZR: AOR; WOOL: oldies; WAXE: big band; WAVV: country; WPUT: country; WVIB: adult contemporary; WVYB: adult contemporary; WFAS(AM): news/talk; WFAS-FM: adult contemporary; WBVB: hot country; WIRO: diverse; WMLV: soft adult contemporary; WAEB(AM): news/talk; WAEB-FM: CHR; WZZO: AOR; WKEE(AM): easy listening; WKEE-FM: adult contemporary; WHRD: sports; WTCR-AM-FM: country; WZZW: oldies; WFXN-FM: classic rock

Brokers: BT Securities (Hicks Muse), Media Venture Partners and CIBS Wood Gundy (Commodore)

*=Commodore is buying

WEAT-AM-FM West Palm Beach and WOLL-FM Riviera Beach/West Palm Beach, Fla.

Value: \$40.25 million (\$33 million cash plus swap of KSTE-FM Rancho Cordova/Sacramento, Calif., valued at \$7.25 million)

Buyer: American Radio Systems, Boston (Steven B. Dodge, chairman); owns WIRK-FM, WKGR-FM and WBZT-AM West Palm Beach, Fla.; is buying KKDJ(FM) Fresno, KCTC(AM)-KYMX(FM) Rancho Cordova/Sacramento, KSSJ-FM Shingle Springs/Sacramento and KMJI(AM)-KSKS(FM) Woodland/Sacramento (for other holdings see page 29)

Seller: Chancellor Corp., Dallas (Steve Dinetz, president/owner); for holdings see page 29

Facilities: WEAT(AM): 850 khz, 5 kw day, 1 kw night; WEAT-FM: 104.3 mhz, 100 kw, ant. 1,273 ft.; WOLL-FM: 94.3 mhz, 1.26 kw, ant. 480 ft.

Formats: WEAT(AM): news; WEAT-FM: soft adult contemporary; WOLL-FM: oldies

Broker: Star Media Group Inc.

WNOG(AM)-WARO(FM) and WNOG-FM Naples/Fort Myers, Fla.

Price: \$9.25 million

Buyer: Meridian Broadcasting Inc., Fort
continues on page 80

SOLD!

CMI Acquisition Company, Inc., a company formed by Hicks, Muse, Tate & Furst, Inc., Eric C. Neuman, President, has entered into an agreement to acquire Commodore Media, Inc., Bruce A. Friedman, President, for approximately \$200,000,000.

Randall E. Jeffery initiated the transaction.

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Hicks Muse buys Commodore for \$200 million

Purchase is first move toward building Capstar Broadcasting

Radio

By Donna Petrozello

The private investment firm Hicks Muse Tate & Furst Inc. last week laid the foundation for what will become Capstar Broadcasting Partners by acquiring 33 stations owned by Commodore Media for \$200 million.

The purchase signals Hicks Muse's first radio purchase since May, when the firm announced plans to dedicate \$100 million in capital to radio investments in markets ranked 25-200. According to Hicks Muse officials, the \$200 million package involves \$70 million in capital and \$130 million in debt from Commodore.

With 19 FM and 14 AM stations in midsize markets, Commodore fit Hicks Muse's agenda of crafting Capstar into a

leading owner in midsize markets. Commodore dominates audience share in six markets, including Allentown, Pa., and Wilmington, Del. The group's gross revenue for 1995 was estimated at \$32.9 million in *Duncan's Radio Market Guide for 1996* by analyst Jim Duncan.

**In May,
Hicks Muse pledged
\$1 billion
to launch Capstar.**

Hicks Muse Chairman Thomas Hicks said Commodore "provides an extremely solid foundation on which to build an outstanding group of middle-market radio properties." But Hicks Muse boasts investment muscle beyond its \$200 million stake in Com-

modore. In May, the firm pledged \$1 billion in backing to launch Capstar, which the Hicks brothers will manage in partnership beginning this fall. Tom Hicks's brother Steven announced plans to resign as president of SFX Broadcasting earlier this year to take on the Capstar assignment.

Commodore is expected to be folded into Hicks Muse as an autonomous subsidiary. James Shea, Commodore chief operating officer, will oversee the group as president. Commodore's outgoing president, Bruce Friedman, is expected to take a significant role in Commodore under Capstar, but his position is "yet to be determined" according to Hicks Muse officials.

Commodore fits Tom Hicks's strategy to build Capstar by acquiring or merging with successful midsize market groups and retaining their managers, who also will become partners in Capstar. As Steven Hicks completes his exit from SFX Broadcasting, industry brokers expect Hicks Muse to acquire more midsize groups and expand to the limits of the new FCC ownership regulations.

The Commodore acquisition bolsters Hicks Muse's position as one of radio's leading private investment firms. Hicks Muse controls more than 60% of the voting stock in Chancellor Broadcasting, a 30-station group with holdings from Sacramento, Calif., to New York. Tom Hicks also is chairman of Chancellor's board of directors. ■

Infinity stockholders sue over merger

A series of lawsuits filed by shareholders of Infinity Broadcasting seeking to block the company's merger with Westinghouse/CBS Radio Division is the latest hurdle the two groups may face before sealing their \$4.9 billion deal (BROADCASTING & CABLE, June 27).

The shareholders claim that Infinity board members and executives failed "to maximize shareholder value" and should have sought a higher value for the company's assets. Infinity shareholders will receive 1.71 shares of Westinghouse stock for each of their shares, according to the terms of the deal. The lawsuits were filed in Delaware Chancery Court.

Meanwhile, the fate of Infinity's controversial morning man, Howard Stern, could rest with his new bosses at Westinghouse. In a broadcast last week, Stern mockingly took bets from cohort Robin Quivers and his crew as to when they would be fired by Westinghouse's top brass. Stern posed next spring as a prime time.

Westinghouse Chairman Michael Jordan said, howev-

er, "As long as Howard follows the rules, we believe in diversity in programming and we'll continue that tradition."

Talk radio consultant Walter Sabo of Sabo Media said, "Westinghouse will do everything possible to keep Howard Stern and keep him happy. Why would they fire one of the most profitable shows in radio if they care about their shareholders?"

In other Westinghouse/Infinity news, neither Jordan nor Infinity Broadcasting President Mel Karmazin has said what position CBS Radio Division President Dan Mason will hold in the new organization.

When the deal was announced on June 19, Karmazin said that Mason would have a "very significant leadership role" in the new company, but he did not elaborate. A CBS Radio spokesperson says that Karmazin, Jordan and Mason are expected to meet early this month to formalize plans for Mason, who had served as president of Westinghouse's Group W Radio and was named head of CBS Radio last summer after Westinghouse's purchase of CBS Radio. —DP



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Dershowitz calls for talk show ethics code

Tells talk show hosts they should condemn bigotry

By Donna Petrozzello

Amid the debate and disagreement that typifies conventions hosted by the National Association of Radio Talk Show Hosts, lawyer Alan Dershowitz urged broadcasters to adopt a "code of ethics" for talk radio broadcasters.

"We must criticize bigotry and censorship," Dershowitz told more than 500 attendees of the NARTSH convention at the Omni Shoreham Hotel in Washington.

"This code of ethics should condemn use of the airwaves to settle personal vendettas, it should condemn race and gender discrimination and it should condemn those who repeat untruths as facts," Dershowitz said. "I urge the small number of talk show hosts who promote bigotry to consider the harm to which you contribute."

Dershowitz's comments were a thinly veiled attack on fellow host Bob Grant, whom he called a "bigot" and a "despicable talk show host" in a broad-

cast last April. Grant and Dershowitz were honored with NARTSH's Freedom of Speech award at the convention's closing dinner on June 22.

Grant's award sparked controversy before the convention kicked off on June 20 as well as at the awards dinner. KABC(AM) Los Angeles talk show host and feminist lawyer Gloria Allred paraded in protest at the dinner, hoisting a sign reading: "NARTSH should not honor hate talk."

It was not the first time that Grant has been described as racist. The Reverend Jesse Jackson tried to entice advertisers to boycott Grant's afternoon show (on WABC[AM] New York for years before moving to WOR[AM] there in May) after Grant reportedly referred to blacks as "savages" on the air.

In his defense, Grant said that any host "accumulates baggage if they are on the air for any length of time." Grant also said he "just reacts to callers" and discovered early in his career that "the meaner he got" on the air, "the more the ratings went up."



Jeff Corneal (l) presents Alan Dershowitz with his Freedom of Speech award.

NARTSH convention chairman Michael Harrison later called Dershowitz's proposed code of ethics "too rigid a concept" that "suggests the talk radio industry is infested with unethical behavior by its hosts.

"That is simply not true," Harrison said. "Most talk show hosts and talk broadcasters are of good will."

While NARTSH typically has attracted the most media attention to its conferences at the closing awards ceremony (last year it gave its Freedom of Speech award to G. Gordon Liddy), this year's meeting also drew attention from Democrats.

White House aide George Stephanopoulos addressed a luncheon meeting and told broadcasters that "the President knows talk radio is the surest way to get ideas to the public. Talk radio has become America's town hall."

Following Stephanopoulos were Democratic National Committee chairman Donald Fowler and Senator Joe Lieberman (D-Conn.).

Senator Bill Bradley (D-N.J.) delivered the keynote speech before the awards ceremony. Harrison said the strong Democratic presence at the convention was no accident: "The Democrats have worked harder to have a relationship and increase their presence on talk radio than Republicans have, and they are reaping the benefits." By contrast, he said, Republican presidential candidate Bob Dole failed to attend the convention, despite NARTSH's invitation.

"Bob Dole has gone out of his way to snub all radio," Harrison said. "In spite of heavy criticism on talk radio shows, President Clinton and Hillary Clinton have maintained a constant presence" in the medium. ■

R I D I N G G A I N

Gershon tapped at ABC News Radio

ABC News has named Bernard Gershon vice president of ABC News Radio. Gershon will oversee regular news coverage, crisis coverage, special events and news features including *Peter Jennings' Journal* and *Paul Harvey News and Comment*. Gershon also will oversee ABC Radio Sports. He has been general manager of ABC News Radio since March 1995.

Westwood One re-ups with CNN

Westwood One Radio Networks has extended its multiyear exclusive rights agreement to distribute CNN Radio and CNN Headline News. The agreement expands CNN Radio programming with upgraded overnight and weekend newscasts, more special reports, increased coverage of breaking news and reports from CNN TV correspondents. In addition, CNN Radio will deliver *Newsource*, which offers enhanced coverage of breaking news and customized reports, and *GuestSource*, which offers live interviews with newsmakers. CNN Radio serves more than 500 stations internationally.

SRI upgrades RADAR PC 2001

Statistical Research Inc. of Westfield, N.J., has expanded its RADAR PC software package of network radio ratings. The updated RADAR PC 2001 includes detailed data on network listening according to socioeconomic status, age and sex demographics and breaks down listening by more detailed dayparts. RADAR PC 2001 also includes reach and frequency estimates, a spreadsheet program and graphing capabilities.

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TCI will carry Fox news channel

TCI agrees to pay roughly \$2 million monthly in per-subscriber license fees

By Price Colman

Ten million Tele-Communications Inc. subscribers will be among the first viewers of Fox Television's 24-hour cable news channel this fall under a distribution agreement signed last week by TCI and Fox parent News Corp.

After more than five months of negotiations, the nation's largest cable operator and the so-called fourth network forged a deal that gives TCI exclusive non-DBS distribution rights for the Fox news channel and a five-year option to pick up a 20% nonvoting equity stake in the operation.

In return, TCI pledged to roll out the channel to 90% of its subscribers over two years—about 13 million people in the wake of the recently completed Viacom cable acquisition.

For Fox, the deal is a crucial step toward the critical mass it needs to compete with CNN, CNN Headline News and MSNBC, the last of which, according to executives, will have as many as 21 million viewers when it launches next month in the America's Talking channel slot.

In addition, TCI agreed to pay a monthly 20- or 21-cent-per-subscriber license fee—roughly \$2 million—to Fox, sources say. Contrary to recent reports, which had TCI serving up its subs in exchange for the 20% stake, Fox will pay TCI a per-sub fee for the distribution agreement. Neither firm would disclose the amount. News Corp. boss Rupert Murdoch, when he unveiled plans for the cable news channel, said he would be willing to pay up to \$10 per sub to cable operators to get the show going.

That would translate to \$100 million for TCI, but sources say TCI agreed to temporarily waive the \$10-per-sub fee in exchange for the option to acquire a 20% stake in the channel. Over the five-year span of the option, TCI could choose either the equity stake or the per-sub fee.

"Obviously, getting a deal with TCI is really important in the cable business," acknowledged Roger Ailes, head of the Fox News division, adding that the day after he joined the organization on Feb. 5, his first call was to TCI. "From day one, we took a look at that and decided it was important to get a contract there." Fox will spend something "north of \$100 mil-

lion" to get the channel going, Ailes said, and that financial commitment was a key factor for TCI.

"Anytime a company of this caliber is willing to devote the resources they're willing to devote to a project like this, it catches our attention," said TCI Senior Vice President Robert Thomson.

There had been early speculation that TCI would offer Fox a sweet deal as leverage for entry into News Corp. DBS ventures, but Thomson said there were no such strings attached to the agreement and that TCI and News Corp. will be fervent competitors in the DBS market.

Fox is in discussions with other unnamed cable MSOs and DBS companies to distribute the news channel, Ailes said. He declined to provide further details or project how many subs the channel will add before its fall launch, although he did say that he expects the channel to launch with more than 10 million subscribers.

Ailes also indicated that Fox might be

willing to offer equity stakes in the channel to other distributors, but emphasized it was unlikely that Fox would ever allow its ownership to fall below 60%.

The key for Fox will be how quickly it can turn a news channel into a money-maker. News operations are typically the most costly segments of the television triumvirate of entertainment, sports and news. "I think Rupert understands this is going to be a very expensive venture," Ailes said. The license fee coupled with advertising revenues should help Fox's bottom line.

"With Rupert's expansive net of newspapers, magazines, the Fox network, the sports combination.... When you bundle all of those things [then] go to a national advertiser and offer them a package of coverage, it becomes attractive to them," says Chuck Kersch, cable analyst at Denver-based Neidiger Tucker Bruner. "I think the opportunities out there to attract ad dollars are significant." ■

Amanpour does double duty

CNN correspondent Christiane Amanpour has struck an unusual deal with the cable network that will allow her to contribute as many as five reports a year to CBS News's *60 Minutes* while also serving as CNN's chief international correspondent.

The deal enables CNN to hold on to its star reporter, who joined the network in 1983 and has made a name for herself with reports on the former Yugoslavia and other war-torn areas. Rumors had been swirling for months that Amanpour would jump to one of the broadcast networks when her CNN contract expired yesterday (June 30). Terms of the deal with CBS were not disclosed, but it is thought that the broadcaster will pay her as much as \$500,000 a year.

Amanpour's initial assignment for *60 Minutes* calls for five reports annually, but CNN President Tom Johnson says he will consider allowing her to do more. Traditionally, *60 Minutes* correspondents each file more than 20 reports a year.

Exactly how she will report for both news organizations on breaking news stories will be worked out as the situations arise, says CBS News President Andrew Heyward. He says CBS recognizes that Amanpour's main assignment is as a CNN correspondent (in fact, Amanpour will be billed on the CBS broadcast as a CNN correspondent on assignment for *60 Minutes*).

"*60 Minutes* is not really in the hard-news, news-of-the-moment business like CNN is," says Heyward. Nevertheless, he says, it is "within the realm of the possible" that Amanpour could do live reports on the popular CBS newsmagazine.

Cross-promotion of Amanpour may occur between CBS and CNN, although no such plans have yet been set, says Johnson. CBS News will not have access to any Amanpour reports filed for CNN, but CNN International will be able to telecast her *60 Minutes* segments overseas one day after their CBS broadcast.

—RB

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WHEN CONNECTED .

TBS, TNT, Nickelodeon top ratings race

Turner takes prime time crown, Nickelodeon has full-day bragging rights

By Michael Katz

Supporting events dominated the ratings chart for second quarter 1996 and gave Turner Broadcasting a one-two punch, with TNT and TBS claiming the top two spots among basic cable networks in prime time, according to Nielsen numbers supplied by cable networks.

TNT, although slipping to a 2.1 rating from a 2.4 for second quarter 1995, was the quarter's highest-rated basic cable network for the second consecutive year, thanks to Michael Jordan and the Chicago Bulls. TNT was responsible for the top-three-rated programs: the May 21 NBA playoff game between Chicago and Orlando and the May 7 and May 14 games between Chicago and New York.

The Chicago-Orlando match was a record for basketball on TNT, with an 8.6 rating.

Nine of the top 10 basic cable programs for the quarter were either NBA playoff games or NASCAR races. The only other program among them was USA Network's WWF Wrestling, which is considered entertainment/sports.

TBS, which garnered a 1.9 rating, was bolstered by the April 26 NBA playoff game between Chicago and Miami and the May 26 NASCAR Coca-Cola 600, the 6th- and 10th-highest-rated programs, respectively.

Nickelodeon was the reigning full-day network for the second straight year, with a 1.5 rating. The children's network finished the quarter with a big lead over the next closest network, TBS, with a 1.1.

Without their daily dose of O.J. Simpson, some cable networks' ratings have fallen since 1995. Compared with last year's second quarter, during the Simpson murder trial, CNN and Court TV—the two networks that capitalized the most on public demand for the high-profile event—have seen their ratings drop below pre-O.J. figures.

CNN's prime time and full-day ratings dropped significantly, to 0.7 and 0.4, respectively, compared with a 1.2 and 0.9 for second quarter 1995. Court TV also suffered, plummeting to 0.1 for both prime time and full-day from 0.5 and 0.7.

USA Network dropped to third, with a 1.9 rating, from last year's second-place 2.2 rating. USA's full-day ratings also were down, to a 0.9 from 1.0 for the same quarter last year. It was the third consecutive year that USA's second-quarter ratings have been down, but the network says the drop was expected.

"We have a game plan that relies heavily on original programming, and no one in television has a hit right out of the gate," says Tim Brooks, senior vice president of research for USA Networks. "We knew in doing that that we would forfeit the big lead we had."

On the upside, Nickelodeon, ESPN, A&E, Comedy Central, CNBC, Family Channel and Prevue were the only networks to have their ratings increase over the second quarter of last year. A&E saw the most significant improvement, with a 1.3 rating, up from a 1.0.

2nd-quarter ratings: 1996 vs. 1995

Prime Time (Mon.-Sun. 8-11pm)				Full Day (Mon.-Sun. 24 hours)			
Network	Rtg	2Q 1996 HH (000)	2Q 1995 HH (000)	Network	Rtg	2Q 1996 HH (000)	2Q 1995 HH (000)
TNT	2.1	1423	2.4 1553	NICK	1.5	985	1.4 861
TBS	1.9	1269	1.9 1244	TBS	1.1	742	1.1 698
USA	1.9	1281	2.2 1437	TNT	1.0	682	1.1 701
NICK	1.7	1126	1.6 998	USA	0.9	618	1.0 642
ESPN	1.5	1026	1.3 828	TOON	0.8	222	1.0 182
LIFE	1.4	912	1.4 829	A&E	0.8	514	0.7 426
A&E	1.3	815	1.0 630	ESPN	0.8	546	0.7 447
TOON	1.2	317	1.5 260	LIFE	0.8	512	0.7 449
DISC	1.1	747	1.1 723	DISC	0.6	372	0.6 374
FAM	1.1	711	0.9 553	WGN	0.6	244	0.6 235
WGN	1.0	394	1.0 360	MTV	0.5	302	0.5 300
TNN	0.9	586	1.0 616	TNN	0.5	342	0.5 302
CNN	0.7	509	1.2 775	CNN	0.4	276	0.9 618
fx	0.6	163	0.7 140	FAM	0.4	281	0.5 325
MTV	0.6	404	0.7 400	fx	0.4	113	0.4 74
SCI	0.6	167	0.6 86	BET	0.4	118	n/a n/a
BET	0.6	210	n/a n/a	HLN	0.3	181	0.3 186
COM	0.5	183	0.4 124	PREV	0.3	102	0.2 76
CNBC	0.5	289	0.4 229	SCI	0.3	100	0.4 96
ESPN2	0.5	151	n/a n/a	TLC	0.3	137	0.3 105
PREV	0.5	195	0.4 117	TWC	0.3	214	n/a n/a
TLC	0.5	253	0.5 175	COM	0.2	93	0.2 7
TWC	0.4	247	n/a n/a	CMT	0.2	78	n/a n/a
HLN	0.3	186	0.4 203	CNBC	0.2	129	0.2 110
CMT	0.3	89	n/a n/a	E!	0.2	90	0.3 102
E!	0.3	110	0.4 121	ESPN2	0.2	80	n/a n/a
FOOD	0.2	39	n/a n/a	FOOD	0.2	28	n/a n/a
VH1	0.2	122	n/a n/a	VH1	0.2	87	n/a n/a
COURT	0.1	17	0.5 101	COURT	0.1	15	0.7 136

USA's prime time is 7-11 p.m.; Family's is 7-10 p.m.; CNBC's is 8-11:30 p.m. Mon.-Fri.; E!'s is 6 p.m.-midnight; A&E's total day is Mon.-Fri. 8 a.m.-4 a.m., Sat.-Sun. 7 a.m.-3 a.m.; TNN's and Discovery's are Mon.-Sun. 9 a.m.-3 a.m.; Lifetime's is Mon.-Fri. 7:30 a.m.-2:30 a.m., Sat.-Sun. 10 a.m.-1 a.m.; TLC's is Mon.-Fri. 6 a.m.-3 a.m., and Sat.-Sun. 9 a.m.-3 a.m.; fx's is Mon.-Sun. 6 a.m.-2 a.m.; Food's is Mon.-Sun. 9 a.m.-4:30 a.m.; all other networks are 6 a.m.-6 p.m.

Source: A.C. Nielsen Co. data supplied by various networks. All ratings based on coverage homes for each network. n/a—not available

Titan sues Turner

World Wrestling Federation parent company Titan Sports has filed a complaint in federal court in Connecticut charging Turner Broadcasting System with unfair competition, trademark infringement, false designation of origin, and defamation/trade libel in connection with the company's competing World Championship Wrestling. The fierce competition between the two organizations has been heating up in recent weeks with the defection of WWF wrestlers Scott Hall

(Razor Ramon) and Kevin Nash (Diesel) to the WCW. WWF officials say they own the rights to the characters played by the wrestlers. In their appearances so far on WCW, Hall and Nash have coyly not worn wrestling attire and have not given their names (they are introduced only as "the outsiders"). A hearing on the WWF-WCW feud is expected by Aug. 1. Turner Broadcasting is offering no comment on the pending litigation. —RB

CNNfn targets prime time

Plans to add two hours of programming

By Rich Brown

Fledgling CNN spin-off service CNNfn plans to expand its programming lineup later this year in an effort to become the first business news network in prime time.

CNNfn executives are expected soon to announce details of the plan, which would add another two hours to its programming day. Since its launch in late 1995, CNNfn has programmed 12 hours of business news each weekday (7 a.m.-7 p.m. ET). The daytime service shares a channel position with CNN international spin-off network CNNI.

CNNfn's plan to extend its program-

ing to 9 p.m. daily would help further differentiate the service from established business news leader CNBC and planned Dow Jones/ITT service WBIS-TV New York. CNBC now wraps up its hard business news each day at 7:30 p.m., followed by a consumer-oriented "bridge" show—*Steals and Deals*—and a lineup of political news and entertainment talk shows. WBIS-TV is looking to end its business news coverage at 6 p.m. daily (the service is expected to debut in the New York ADI in October, with plans eventually to become a nationally



delivered service).

CNBC is aware of CNNfn's plans to expand into prime time but has no plans to change its current programming strategy, says a spokesperson.

CNNfn officials say the network has 6 million subscribers: 2.4 million cable (including 1 million from Time Warner's New York City systems) and 3.6 million DBS and wireless. ■

GTE wins americast approval

Plans to deliver video programming to 95,000 Clearwater homes



By Michael Katz

GTE has won regulatory approval from the city of Clearwater, Fla., to begin offering americast video programming services over its dig-

ital hybrid fiber-optic and coaxial television network to approximately 95,000 homes in the area.

GTE has been building the infrastructure since October and will be able to carry digital signals when the system switches from an analog to a digital format at the end of the year.

Despite advertising only through direct mail, GTE says it has received hundreds of calls from people who want to find out more about the service. Some of those people, says Rick Wilson, president of GTE Media Ventures, don't even live in areas that GTE serves. "That tells us what we thought all along," he says, "which is that people were more than one cable provider and are tired of dealing with what they are dealing with."

The area's incumbent cable operator is Time Warner, which Wilson says "had been aggressive in trying to slow down our entry" into cable in the

Clearwater-Tampa Bay area. Wilson says that Time Warner asked the city not to grant approval to GTE until the city renewed its agreement with Time Warner, which has been in negotiation for the past two years.

The americast service will offer 78 channels of programming, and when it goes digital will have approximately 125. Wilson says that within the next 30 days GTE also will make available its MainStreet interactive service, which allows financial transactions and includes interactive preschool and game shows.

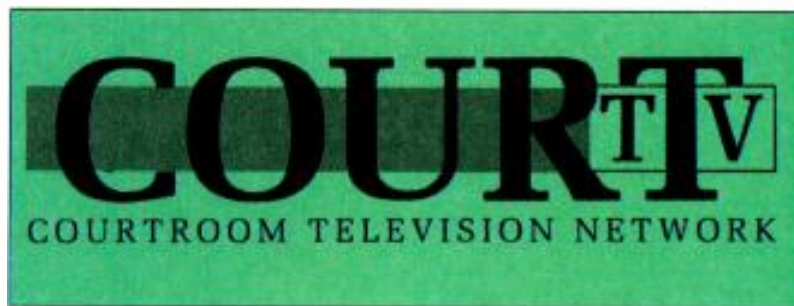
Wilson also says GTE is looking to pass between 200,000 and 250,000 homes in Florida by the end of the year, and 400,000 by the end of next year.

The americast service is part of the Americast consortium of Ameritech, Bell South, GTE, SBC Communications, Southern New England Telecommunications and Disney. ■

Court TV plans local news channel

Is talking with Media One, WAGA-TV Atlanta about participating in project

By Rich Brown



Court TV's long-talked-about plans to expand its business through localized courtroom channels could soon get under way in Atlanta.

Court TV executives are in talks with US West-owned Media One and WAGA-TV Atlanta about becoming part of a local cable news channel run by the cable system operator and the Fox affiliate.

Court TV Chairman Steve Brill says the national network already has proved the demand for local court channels through strong in-market ratings during local trials. Court TV scored as high as a 4.7 rating in Wash-

ington during the Lorena Bobbitt trial and a 3.8 rating in Battle Creek, Mich., during the Bradford King trial, according to Nielsen Media Research data supplied by the network.

Brill says Court TV already has a head start in launching local channels in certain markets through publications owned by American Lawyer Media (a part-owner in Court TV).

In Atlanta, Court TV already has access to 20 legal journalists through ALM-owned Fulton County Daily Report. Brill says possible synergies with three ALM-owned legal newspapers in South Florida—*Miami Review*, *Palm Beach Review* and *Broward*

Review—make that region another likely target for a localized Court TV channel. Other local ALM-owned publications include *Legal Times* (Washington); *Texas Lawyer*; *The Connecticut Law Tribune*; *New Jersey Law Journal*, and *The Recorder* (San Francisco).

Court TV, which celebrates its five-year anniversary today (July 1), now has 23.6 million cable, DBS and wireless subscribers and is projecting growth to 29 million by September. The network lost \$25 million last year but is scheduled to break even this year, according to figures supplied by part-owner Liberty Media. ■

Liberty locks up the Blues

Will keep 25 games, sell 40 others to highest broadcast bidder

By Price Colman

Liberty Prime Sports has the Blues, and the regional cable sports programming network is pretty happy about it.

That's because the Blues are the St. Louis Blues hockey team, and the newly cut multiyear deal gives Prime exclusive rights to carry up to 65 live home and away Blues games (out of a total 82 regular-season games) throughout Prime's Midwest region.

"This is a great coup for Prime Sports and literally wraps up Blues coverage in the market," says Prime spokesman Craig Kuhl. "It's also a statement by Prime Sports: We're going after the whole package, not just the cable rights. This agreement should be a valid test to see just how big an appetite over-the-air stations have for

the Blues and could raise some eyebrows elsewhere" in the St. Louis market. "We're not going to cherry-pick the best games for Prime Sports," Kuhl says. "It doesn't benefit us in the least to offer broadcasters a dog package."

Given the Blues' strong performance in the 1995-96 season—making it to the quarterfinals—the deal also should raise Prime revenue, at least for the 1996-97, when the contract kicks in.

The contract gives Prime rights to all first- and second-round playoff games that Fox or ESPN don't air nationally. Kuhl says Prime will air a select number of games and put the remaining games out to bid to St. Louis over-the-air stations.

He declined to provide specifics on the length of the contract or the value, but other industry sources suggest that Prime probably will pay \$2 mil-

lion—\$2.75 million per year for the exclusive rights.

The tactic of obtaining exclusive local rights is true to form for Prime, which has sought similar deals elsewhere, including with the Los Angeles Dodgers, although the Dodgers ultimately reached agreement with another distributor.

Similar arrangements include Madison Square Garden Network's deal with the New York Yankees and the now-expired contract between the Tampa Bay Lightning and the Sunshine Network.

"It's good because it gives you a lot of flexibility to deal with advertisers in putting together a unified package," says John Mansell of Paul Kagan Associates. "It may cost the advertiser more, but they may have more flexibility in getting a customized package." ■

Viacom shareholders get stock 'option'

Viacom Inc. is giving shareholders a chance to exchange shares in the company for shares in a new company formed from the spin-off of its cable operations.

Viacom is selling its cable division to Tele-Communications Inc. in a combination of cash and stock-swap that values the operations at \$2.3 billion. For Viacom, the deal translates into a \$1.7 billion reduction of its roughly \$11 billion debt and a 4% reduction of outstanding shares. Viacom is employing what's called a "Dutch auction" to implement the share exchange, giving Viacom shareholders the option to tender each share in Viacom for a fractional share in the new company, TCI Pacific Communications Inc.

The trick for shareholders is picking the right fraction—somewhere between .4075 and .4700 shares of TCI Pacific for each share of Viacom. If Viacom shareholders choose too high a ratio, their tender offers may

not be accepted. If the majority of Viacom shareholders tendering shares pick too low a ratio, they could undercut the value of their holdings. Once the exchange offer is completed at midnight July 22, each share of TCI Pacific common stock will automatically convert to a share of TCI Pacific preferred stock.

Shares of the preferred stock will pay a 5% annual dividend in either cash or shares of TCI Series A common stock (Nasdaq-TCOMA). TCI Pacific preferred shares will be subject to optional redemption after five years and mandatory redemption on the 10th anniversary of issuance.

In addition, TCI Pacific shareholders will be able to convert those shares to shares of TCI stock beginning after the fifth anniversary of the issuance. Shares will be converted at a 25% premium over the market price of TCI stock on a date specified before the completion of the exchange offer. —PC

Bring on competition, says cable

Industry sees silver lining in DBS's impressive growth

By Price Colman

Many of the nation's top cable companies are raising rates at a time when direct broadcast satellite has emerged as an increasingly powerful competitor.

So has cable painted itself into one of those nasty strategic corners that all the public relations savvy in the world can't help it escape?

"To have customers perceive it's a competitive marketplace—that helps us enormously," says Robert Thomson, senior vice president at Tele-Communications Inc. "Customers now have the ability to compare our prices with others in the market.... Before, if we had a rate increase, customers thought of it as monopoly pricing. Now they've got somebody to compare us to."

Thomson and other cable officials contend that once consumers make that comparison, most will opt for cable's dependable signal, local station offerings and strong channel lineup—even if their monthly bills go up.

TCI enacted systemwide rate increases averaging 13% on June 1, the beginning of the second quarter. Thus, it's a bit early to gauge how higher monthly bills will play out in

the cable-versus-DBS competition.

"They're competition," Thomson acknowledged of DBS companies. "Of course they're going to take some customers." What cable has so far successfully avoided with its recent round of rate hikes is getting sucked into the kind of public relations quagmire that characterized widespread—and gener-

"Customers now have the ability to compare our prices with others in the market.... Before, if we had a rate increase, customers thought of it as monopoly pricing. Now they've got somebody to compare us to."

TCI's Robert Thomson

ally legal—rate hikes following the Cable Act of 1992.

"Subscribers, like all consumers, are never happy about rising rates," says Rob Stoddard, director of corporate communications for Continental Cablevision, which enacted an average

5% rate hike in January. "Nevertheless, we did not see a strong negative reaction. Where you get the most grief is from confusion, misunderstanding or plain lack of information. We, and most of the cable industry, have spent a fair amount of time trying to explain and flesh out where subscriber dollars are going. Things have improved dramatically in that area over the past couple of years."

For its part, DBS isn't missing a beat in exploiting rising cable rates and consumers who may be hungry for an alternative. "Talk about unbelievably perfect market timing," says Barbara Sullivan, vice president of marketing for EchoStar, the fledgling DBS service that has taken up residence in Englewood, Colo., essentially TCI's backyard.

"We are targeting cable subs," Sullivan says. "But we are also targeting potential subscribers.... Half of the 63 million cable subs are probably satisfied, but they think they're paying too much. We're going after people who are used to paying for TV."

Cable officials point out that legal constraints prevent DBS from delivering local broadcast signals. Predictably, DBS officials downplay that, countering that many TV viewers can still pull down local signals the old-

fashioned way.

And, they add, the lack of local signals is more than offset by DBS's use of digital technology to offer a broader channel lineup. The DISH Network now has 70-100 channels and plans to double that with the launch of its EchoStar 2 satellite in September.

DBS growth rates are nothing short of impressive. The medium claims 4 million-plus subscribers, most of them recent joiners. EchoStar launched its DISH Network DBS service on May 1 and in little more than a month has attracted 55,000 subscribers. According to a spokesperson, the service is adding 1,000 customers a day through a promotion that targets—predictably—cable rate increases.

DIRECTV, a subsidiary of General Motors electronics and satellite arm Hughes, celebrated its second birthday June 17 and boasts 1.6 million subscribers. "That ranks in the top 10 of cable MSOs in the country," says DIRECTV spokeswoman Linda Brill. "It took them, what, 20 years to get there.

It took us two."

DIRECTV has hinted that, like EchoStar, it may use rising cable rates as a shot in the arm for marketing efforts. Heady DBS growth aside, the cable industry claims a big lead. National Cable Television Association figures show that cable had nearly 63 million basic and extended basic subscribers at the end of last year. At the end of first quarter 1996, TCI remained on top with about 12.5 million subscribers, reflecting a 4.4% increase over the same period last year.

Time Warner, whose combined cable properties encompass about 11.7 million subscribers, raised rates an average 10% on Jan. 1. Nonetheless, "there has been no perceptible impact whatsoever" on subscriber numbers, says Time Warner Cable spokesman Mike Luftman. "Our numbers continue to grow."

Cable has been wily enough to adopt direct-to-home satellite, which encompasses DBS, as a defensive strategy. PrimeStar, the partnership of TCI,

Time Warner, Comcast, several other MSOs and GE American Communications, has about 2 million subscribers.

As TCI boss John Malone recently pointed out, that makes it the biggest satellite venture in the U.S. Still, in recognition of DBS's potential, Malone is actively pursuing a high-power DBS vehicle through an alliance with Telesat Canada.

Moreover, some cable companies are considering the potential for crossmarketing cable and DBS to give subscribers a full menu of options. That could translate into bundling a lifeline cable service with a robust satellite service that uses digital technology to broaden its offerings and deliver such services as near-video-on-demand.

That's a double-edged strategy that could also help DBS overcome the local signal constraint by allying with a wireless cable company. "With the exposure we've been getting, they're coming to us," says EchoStar's Sullivan. "We're open to strategic partnership." ■

Cable targets global 'niche' brand

Executives says international recognition can help polish domestic image

By Cynthia Littleton

For cable, effective branding means cultivating a network identity around a narrowly targeted concept with global appeal, say leading cable network executives.

Whether the services offer 24-hour news or nonstop cartoons, the goal is to become recognized as an authority in the field, said Betty Cohen, president of Cartoon Network Worldwide, during a panel session on cable marketing and promotion at the Promax and BDA conference in Los Angeles.

"Our programming has incredible emotional value to viewers," Cohen said, noting parent Turner Broadcasting's archive of Warner Bros., Hanna-Barbera and other animation classics. "We want to be a nexus for the exchange of ideas".

Cartoon Network, which has a presence in Latin America, Europe and Asia, is branching out into the online world, home video and other licensing and merchandising.

"A brand is something that can be appreciated universally," said Greg Moyer, chief executive and creative

officer of Discovery Communications. "We no longer think of ourselves solely as distributors, but that the heart and soul of our business is our brand."

Moyer said he didn't grasp the true value of a strong brand image until Discovery launched its first foreign channel in Europe in 1989. Other panelists concurred, saying global extension of basic services can help cultivate a high-quality image at home.

Rich Cronin, president of Nick at Nite's TV Land, predicted that the cable marketplace will be flooded with

spin-offs from existing channels and franchises.

"A TV spin-off has got to have the same genre or same character and attitude [of an existing network] but with its own brand personality," Cronin said. "The branding of TV Land began while we were still trying to sell Viacom on the idea of a 24-hour version of Nick at Nite."

Familiarity is important, but a cable network also needs a distinctive voice, said Anne Sweeney, who recently joined the Disney Channel as president after stints with Nickelodeon and FX.

Sweeney and others agreed that networks need to have a long-term business plan to insure that growth is not limited by the size of a narrowly defined audience. Black Entertainment Television's move into everything from feature film production to restaurants has broadened BET's viewership, according to Curtis Symonds, president, BET Action Pay-Per-View.

"Over the past 15 years we've turned [BET] into a brand that reaches more than just an African-American audience," Symonds said. "But our



goal is still to provide one-stop shopping for those looking to reach the African-American audience of the year 2000."

As evidenced by BET's evolution,

effective marketing of niche services was the driving force behind cable's growth in the past and likely will pave the way for the dominant players of the future. Discovery's Moyer noted

that branding, a strategy embraced in earnest this year by the broadcast networks, has long been one of cable's chief weapons in an increasingly crowded TV marketplace. ■

SNET boosts Americast fortunes

Becomes fourth RBOC to join telco TV venture

By Richard Tedesco

Southern New England Telephone (SNET) added some momentum to the Americast telco TV venture when it became the fourth RBOC to commit itself to delivering video services under that banner.

At a time when the fortunes of Tele-TV—Americast's opposite number on the telco TV landscape—appear to be flagging, the inclusion of SNET with Ameritech, BellSouth and SBC Communications ostensibly will give Americast some 200,000 Connecticut customers who will be able to see its programming early next year. That's the result of SNET's \$4.5 billion commitment to construct a hybrid fiber/coaxial network that will reach 64% of its cus-

tomers by the end of the decade.

It was SNET's aggressive strategy to deliver video signals that sparked Americast's interest in bringing the RBOC into the venture, according to Stephen Weiswasser, Americast president: "They're very committed to video production. They're very committed to a broadband building program. And they're very committed to doing it now."

SNET's financial participation will be proportionate to that of its larger Americast RBOC partners, Weiswasser says. That effectively will reduce the \$500 million commitment the original trio made for the next five years. Discussions about SNET's participation had been ongoing since late last year.

SNET was attracted to Americast

because of the companies involved, particularly Disney Televentures, according to Patrice Listfield, president of SNET Personal Vision, the company's video arm. "We were impressed with their vision of changing television," Listfield says, declining to indicate whether SNET had contemplated joining Tele-TV, as some published reports indicated.

Although the addition of SNET doesn't swing any critical mass of customers to the Americast camp, the geography of the affiliation holds some significance. "It will allow the Americast [product] to be seen by people in the advertising and media world," Weiswasser says, pointing out that many executives in those fields live in Connecticut. ■

HEADLINES

New from Nick

Nickelodeon this fall plans to debut a prime time sitcom for kids called *Kenan and Kel* as part of a new multi-year production and development deal with Los Angeles-based Tollin/Robbins Productions.



Kenan (r) and Kel

The deal also includes a 20-episode minimum renewal for *All That*, an all-kid sketch comedy series

produced by the company. *Kenan and Kel*, featuring *All That* stars Kenan Thompson and Kel Mitchell, is described by Nickelodeon as being "*The Honeymooners* for kids."

Cartoon expansion

Cartoon Network is expanding its original cartoon production to include 39 additional half-hour episodes of *Dexter's Laboratory*; 13 half-hour episodes of a new series, *Cow and Chicken*; and 16 new shorts under the network's World Premiere Toons banner. The cartoons are being created by co-owned Hanna-Barbera and will debut on the network in 1997.

MST3000 moves to Sci-Fi

Cult hit comedy series *Mystery Science Theater 3000* joins Sci-Fi Channel in February 1997. Sci-Fi next year will telecast 13 new episodes of the series, which completed its seventh season on Comedy Central in May and is produced by Minnesota-based Best Brains. The series also will be telecast internationally over Sci-Fi Europe and as part of the Sci-Fi Channel programming block on USA Network Latin America.

HBO gets new agent

HBO in August will debut *ARL\$S*, a comedy series about a high-power sports agent, created by actor/comedian Robert Wuhl. HBO has ordered 11 episodes of the series, which will feature guest appearances by Shaquille O'Neal and other athletes. HBO is planning a fall debut for another comedy series, *The High Life*, which originally was pitched to CBS by David Letterman's Worldwide Pants. HBO will present eight episodes of *The High Life*, a dark comedy set in 1950s Pittsburgh.

Lifetime adds 'Traders'

Lifetime in September will debut *Traders*, an hour-long dramatic series from Canadian producer Atlantis Films Limited. The series, which centers on the investment banking industry, will debut in its regular time slot on Sunday, Sept. 8, at 7 p.m. ET/PT with a rerun the following Saturday at 10 p.m. —RB

Warner Channel gears up for UK fall debut

Warner Bros.' WBTV—The Warner Channel will debut in the UK in early November as part of News Corp.'s UK satellite service BSkyB's multichannel package. The deal, which took several months of negotiations, marks WBTV's first European carriage agreement and gives the channel access to more than 3.5 million homes. Additional channel launches will be announced in the coming months, with Warner Bros. eying Australia, France, Germany, Spain and Italy. The channel, solely owned by Warner Bros., has no cable carriage agreements, but confirms that it is in talks with UK cable operators. Warner Bros. International Television President Jeffrey Schlesinger says the UK cable market is a "crowded neighborhood" and that it will be a "challenge." Broadcasting 14 hours a day, 6 a.m.-8 p.m., WBTV will target families, offering a mix of classic and contemporary animation, live-action series and movies. Some programming will be produced locally, although not necessarily from day one, Schlesinger says.



nearly 500,000 cable homes starting July 1. The channel, 75% owned by Viacom and 25% by UK satellite broadcaster BSkyB, launched on Sky in November 1995. It already has carriage on Diamond Cable (Nottingham and Leicester) and Jersey Cable and hopes to sign several deals with UK cable operators by year's end. Paramount is talking with Nynex, the UK's second-largest cable operator, according to John Partridge, deputy managing director of The Paramount Channel.

Sega Channel makes play in Europe

The Sega Channel, which bowed in the U.S. in December 1994, made its European debut when it launched in the UK on June 19. The games channel, a partnership of Sega of America, Tele-Communications Inc. and Time Warner, enables subscribers to download up to 25 games for \$15.45 per month. Only homes with a Sega Mega Drive system, a cable connection and a special adaptor will be able to access the service. Sega estimates that there are 3 million homes with Sega Mega Drives in the UK, with penetration 33% higher in cable homes. Following its debut in the UK, the channel has confirmed carriage deals with Deutsche Telekom's 16 million-subscriber network, Dutch cable and energy firm Eneco's 500,000-subscriber network—the deal includes carriage with Holland's Mediakabel consortium of 11 cable operators, with 2 million subscribers—and PTT Telenor's systems in Norway. In Europe, the Sega Channel is distributed by Flex-tech, a cable and satellite operator.

Paramount boosts UK cable coverage

The Paramount Channel has clinched a significant cable-carriage deal with the UK's largest cable operator, TeleWest Communications, putting the comedy channel in

Bravo eyes Asia Pacific

U.S. cable and satellite service Bravo is planning channel launches in Australia, New Zealand and the Asia Pacific region. It debuted in Latin America on April 1 with a Spanish-language cable channel on PAS-3; it now reaches 800,000 subscribers in the area. The channel recently secured carriage with Brazil's TVA for its Portuguese-language service and will be part of the DIRECTV Latin America service in Brazil. The Australian service will replicate the U.S. channel, which carries 50% independent and international films and 50% performing arts. The Disney Channel has moved from pay to basic in some Taiwanese markets in an effort to gain ground against its biggest rivals, TNT and Cartoon Network. At the same time, both programmers are localizing their output. Turner is filming segments of its *Big Bag* series in Taiwan, and Disney has chosen to film *Disney Storytime* on the island.

—By Debra Johnson

PEOPLE'S CHOICE: TOP CABLE SHOWS

Following are the top 15 basic cable programs for the week of June 17-23, ranked by households tuning in. The cable-network ratings are percentages of the total households each network reaches. The U.S. ratings are percentages of the 95.9 million households with TV sets.

Program	Network	Time (ET)	HHs. (000)	Rating Cable U.S.
1. <i>Movie: 'Coming to America'</i>	USA	Sat 5:30p	3,043	4.5 3.2
2. <i>Rugrats</i>	NICK	Sun 10:00a	2,421	3.6 2.5
3. <i>World Championship Wrestling</i>	TNT	Mon 9:00p	2,398	3.6 2.5
4. <i>S Nick Sports Theater</i>	NICK	Sat 8:00p	2,165	3.3 2.3
5. <i>World Championship Wrestling</i>	TNT	Mon 8:00p	2,164	3.2 2.3
6. <i>Movie: Chasing the Dragon</i>	LIFE	Wed 9:00p	2,144	3.3 2.2
7. <i>Rugrats</i>	NICK	Tue 6:30p	2,108	3.2 2.2
8. <i>AAAH!!! Real Monsters</i>	NICK	Sun 10:30a	2,070	3.1 2.2
9. <i>Movie: 'Beverly Hills Cop 2'</i>	USA	Sat 3:30p	2,057	3.0 2.1
10. <i>Movie: Malice</i>	TNT	Sun 5:30p	2,038	3.0 2.1
11. <i>All That</i>	NICK	Sat 9:00p	2,003	3.0 2.1
12. <i>The Busy World R. Scarry</i>	NICK	Thu 9:30a	1,929	2.9 2.0
13. <i>Rugrats</i>	NICK	Sat 7:30p	1,922	2.9 2.0
14. <i>Rugrats</i>	NICK	Mon 6:30p	1,914	2.9 2.0
15. <i>Movie: Flowers in the Attic</i>	TNT	Sun 1:00p	1,865	2.8 1.9

Following are the top five pay cable programs for the week of June 17-23, ranked by households tuning in.

1. <i>Movie: 'Die Hard with a Vengeance'</i>	HBO	Mon 8:00p	2,407	10.0 2.5
2. <i>Movie: 'Victim of Desire'</i>	HBO	Mon 10:15p	2,227	9.2 2.3
3. <i>Movie: 'Freeway'</i>	HBO	Thu 10:00p	2,168	9.0 2.3
4. <i>Movie: 'Deadly Voyage'</i>	HBO	Sun 10:00p	2,123	8.8 2.2
5. <i>Movie: 'Hollow Point'</i>	HBO	Sat 8:00p	2,077	8.6 2.2

Sources: Nielsen Media Research, HBO

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Broadcasting & Cable's **Telemedia**

THE INTERACTIVE WORLD OF VIDEO, VOICE AND DATA

Week[®]

Interactive

Merger spawns TV Guide Prevue

Combined service likely will reach 20 million subs

By Richard Tedesco

In a deal for survival in the interactive TV guide business, TV Guide Online will merge with Prevue Networks' on-screen products.

The resulting joint venture, TV Guide Prevue Networks, will present an amalgam of the two services with a reach likely to extend to more than 20 million cable subscribers soon after launch. The single service will be "a blend of our two services, whatever the consumer wants," says Roy Bliss, president of United Video Satellite Group, Prevue's parent company. "The screen will look pret-

ty much the same."

But the merger, valued by the parties at \$350 million, re-creates the landscape in the electronic TV program listings business. A three-way race is suddenly a two-way street, with Starsight Telecast running a distant second as the long-awaited merger of the other services is consummated.

That's because of the considerable clout of the powers behind the deal: Tele-Communications Inc. and News Corp. An affiliation agreement with TCI's programming arm will assure the venture carriage of Prevue's passive guide under the TV Guide moniker in 80%



of the 18 million cable households TCI either services directly or exercises an interest in through its pacts with Bresnan Communications and other MSOs, says Pete Boylan, United Video's CFO. Another 40% of that base will

carry the Sneak Prevue format, which will retain its name.

The deal is expected to close by the end of the month, according to Boylan, who says that the operations will begin to commingle in August.

The \$350 million merger value represents an assessment of Prevue assets (including Prevue International) at \$270 million and those of Prevue Interactive at \$40 million. TV Guide on Screen also is valued at \$40 million.

News Corp. will kick in an additional \$135 million, \$126 million of it in cash. So this will be a 50-50 venture between the partners as it goes forward.

The companies' interactive initiatives are operating at an annual deficit of \$3 million each, Boylan says.

Beyond its domestic dimensions, the two partners intend to expend their "best efforts," Bliss says, to make the venture a "global provider" in the international DBS field. Given the respective interests of TCI and News Corp. in DBS abroad, that seems an attainable goal.

Microsoft puts 'Slate' online

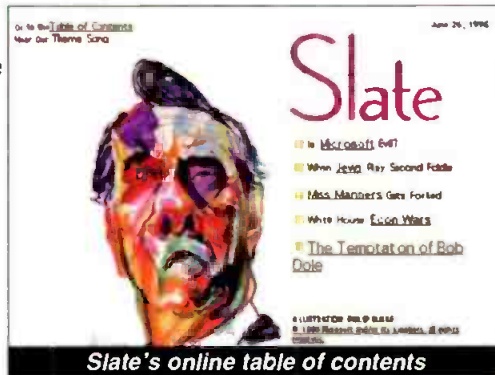
Microsoft jumped into online publishing last week with the launch of *Slate*, a monthly interactive and print magazine that seems equal parts politics and social commentary.

The inaugural June 25 issue (www.slate.com) features a cover piece titled "The Temptation of Bob Dole," claiming that Dole is moving toward proposing a major tax cut as part of his campaign strategy. Other articles include "Jews in Second Place," a tongue-in-cheek piece about Asian Americans supplanting Jews in the educational/cultural life of the country by *Atlantic Monthly* writer Nicholas Lemann. Also featured is a roundtable on "Does Microsoft Play Fair?" with comments from Microsoft Executive Vice President Steve Ballmer, Microsoft critic James Gleick and others.

Initial editions of *Slate* will be available free on its Web site, with single-issue print copies of highlights to be distributed exclusively at 700 Starbucks Coffee locations around the country. Reprint rights have been sold to *Time* magazine.

Slate editor Michael Kinsley, former *New Republic* editor, has assembled a staff with newspaper credentials, including Jack Shafer, former editor of *SF Weekly* and the *Washington City Paper*, and Judith Shulevitz, former *Washington Post* Outlook section columnist and editor.

As it seeks to become the first hybrid cyberspace/print publication of its kind, *Slate* also will attempt to become the first subscription online periodical when it begins charging \$19.95 per year with its November issue. A two-year subscription will cost \$34.95, with the print edition, *Slate on Paper*, to be offered for \$29.95 per year. Microsoft Network members will receive it free.—RT



Slate's online table of contents

World Wide Web

Yahoo to localize in major TV markets

Online service is making deals with stations, newspapers

By Richard Tedesco

Yahoo has created an online Web site with San Francisco's CBS affiliate, KPIX-TV, in the first step toward creating similar sites with TV stations and other media outlets in major markets.

The cross-media co-venture gives KPIX-TV a presence on Yahoo and enables the online service to provide local news and entertainment information and free communications services, including bulletin boards, phone listings and interactive maps (www.sfbay.yahoo.com).

The deal is the first in a series that Yahoo expects to make this year with TV stations, radio stations and print media. The next steps are expected to be New York and Los Angeles, where Yahoo will seek to establish the same sort of multimedia relationships it has forged in the San Francisco deal.

In addition to KPIX-TV, the weekly *San Francisco*



Guardian will contribute information to the Bay Area Web site along with 60 other participants, including travel publisher Fodor's. "Our objective is to create a forum reflecting the local spirit of the community," says Jeff Mallett, Yahoo senior vice president of business operations. Yahoo's development in this vein also extends internationally; it has developed country-specific sites for Japan, France, Germany, Canada and the UK.

Aside from providing convenient access to local information, Yahoo hopes to heighten the profile of the World Wide Web itself, according to a company spokesperson, who says the sites would feature online information sources relevant to breaking stories in their respective markets. The

objective is to bring in as many partners as possible that will add value to the effort in each market.

Yahoo recently announced

a deal with Granite Broadcasting Corp. to develop sites with its nine network-affiliated stations around the country ("Telemedia Week," June 24). It also has a deal in place with *USA Today* for a monthly column highlighting outstanding Web sites as information sources in various subject areas. TMV

World Wide Web

AOL president resigns; FTC inquiry continues

America Online appeared to be in a state of turmoil last week as its president, William Razzouk, resigned in the midst of an ongoing Federal Trade Commission inquiry into the company's billing practices.

Although there was no implied connection between the two situations, Razzouk's departure and AOL's recent disclosure of the FTC investigation suggest an unsettled state of affairs at the fast-growing commercial online service.

Razzouk cited personal reasons for his resignation, saying the decision was prompted by the prospect of uprooting his family from their home in Memphis, where he had worked for Federal Express before joining AOL earlier this year.

Other reasons were cited in the prepared statement by Steve Case, AOL's chairman, who said he recognized a need to take a more active role in directing AOL marketing strategies, pricing and product plans. That determination, and Razzouk's personal feelings, "led us both to conclude that it would be best for Bill to resign immediately," Case's statement said.

The sudden management shift comes on the heels of an open letter from Case to AOL members acknowledging an FTC inquiry into the Vienna, Va., company's billing practices. AOL has been conducting "discussions" with the FTC and attorneys general of several states about its billing, including electronic funds transfers and "expanded advertising disclosures about service trial and cancellation policies," according to Case.

Case's letter also alluded to class-action suits related to billing practices that AOL is trying to settle through out-of-court agreements.

Also last week, AOL said it was shutting down an area sponsored by ABC, called ABC's Rock & Road, in which members had been trading recordings of concert tapes. —RT

UBI rolling out interactive units in fall

Consortium UBI plans this fall to distribute to 30,000 Quebec-area households terminals that will allow access to interactive services from 170 companies, including home banking and financial services, home shopping, e-mail, information services and government services. Interactive cable services from Le Groupe Videotron, including video games and pay-per-view selections, also will be part of the package. Consortium UBI comprises National Bank of Canada, Hydro-Quebec, Loto-Quebec, Le Groupe Videotron, The Hearst Corp. and Canada Post Corp. The terminals were designed by Videoway Communications and GTE mainStreet.

The introduction will be a trial phase in the Chicoutimi and Jonquiere sections of Quebec. Hardware deployment will accompany a gradual introduction of the services. UBI's operational phase to another 30,000 Quebec households is projected to begin next spring. The venture is aiming for an 80% penetration rate in the province.

The next phase will include expansion of the UBI services in the greater metro areas of Quebec City and Montreal, with hopes of reaching nearly 1.5 million households by the end of the decade.

In announcing the introduction, Sylvie Lalonde, president of Consortium UBI, said the initiative is "likely to remain the only highway accessible to most of the population for a long time to come."—RT

Technology

July 1, 1996

SPECIAL REPORT: SPORTS PRODUCTION

The upcoming Olympic games in Atlanta have spurred a surge in mobile truck building and heightened the interest in sports production technology. But broadcasters don't need an Olympic year to keep constantly updating live event gear and techniques. As sports rights fees keep climbing, the amount of money spent to produce this franchise programming also keeps rising. In fact, the migration to digital is occurring more quickly on the field than back at home base.

Foxifying baseball

Trademark audio innovation and graphics are the focus of network's coverage

By Glen Dickson

As Fox tackles its first season of Major League Baseball coverage, the young network is seeking to bring the same technical innovation to the baseball diamond that defined its football and hockey coverage.

For Fox Sports, that means a heavy emphasis on graphics and audio. Just as it created the revolutionary "Fox Box" for its NFL games and made NHL pucks glow, Fox has added some graphic flair to its baseball telecasts with the "Hit Zone," a Chyron Infnit-generated overlay that shows a batter's hot and cold spots within the strike zone. Another graphic hook is an onscreen diamond that indicates the position of baserunners.

"What we're trying to do is to pick up the pace of the telecasts," says John Filippelli, Fox Baseball senior coordinating producer. "If you're a casual fan, this might hold your interest."

On the audio side, Fox has placed hard mikes along the outfield walls, employed highly directional parabolic mikes around home plate and even miked the bases. Fox also has placed lavalier mikes on the manager and third base coach, although their comments



Fox's Hit Zone graphic displays Albert Belle's batting tendencies during an Indians vs. Yankees telecast.

are not aired live.

Filippelli, who covered baseball for 16 years at NBC and two years at The Baseball Network, says that post-strike baseball is a tad more accessible than in the past. "They didn't readily embrace television as much as other sports like basketball, where you have a camera in the sideline huddle," he says. "Now it's extreme cooperation—there's a recognition factor from all involved that baseball will embrace its television partners."

In fact, Fox travels to its Major League Baseball games with its own bases and presents them for the umpires' inspection an hour before

game time. Each base contains a Sennheiser MKE-102 sub-miniature lavalier with a very small SK-250 transmitter, says Jerry Gepner, Fox Sports senior vice president of field operations.

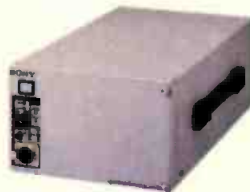
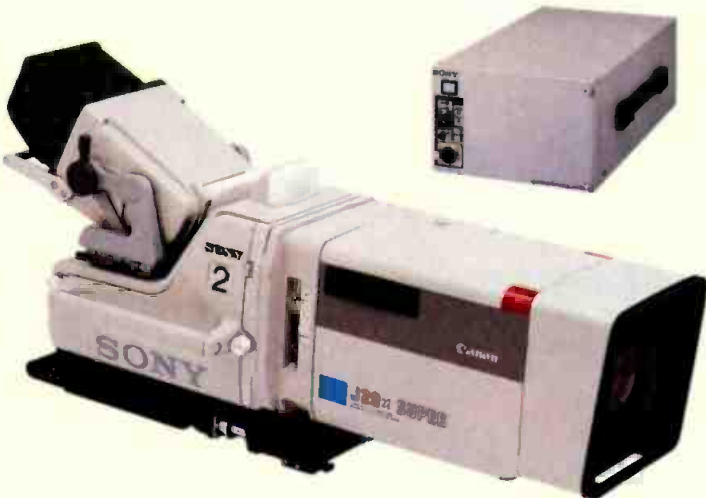
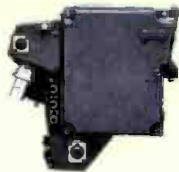
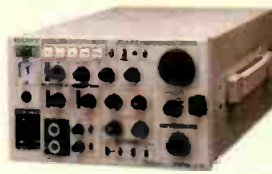
"It makes the game more intimate," Filippelli says of the audio gear. "The sounds of the game are very important—we don't want to ignore audio and pay too much attention to video."

The games also feature four wired outfield mikes, all Sennheiser PCC-170 units. "These are very similar to the mikes we use around the glass in

our hockey coverage," says Gepner. "These mikes have a much smaller footprint, but internally it's the same mike."

Likewise, the home-plate parabolas (Cornectronics Big Ears with Sennheiser mikes) are the same model Fox uses for football. "We learned a lot from football about directional mikes," says Gepner. "These parabolas are very directional, and they don't color the sound—they're very flat. So when a bat cracks it sounds like a bat cracking."

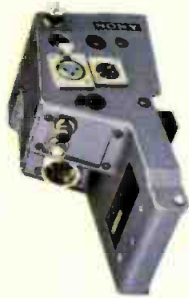
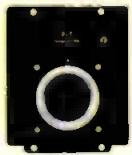
As it does with football and hockey, Fox relies almost completely on vendor trucks and free-lance personnel (35-40) to produce its baseball telecasts. The net-



There's a
reason *why*
we call
them a
family of
cameras.

What do you get when you cross the legendary performance of the Sony BVP-700/750 Studio/OB/EFP cameras with the quality and affordability of the new BVP-500/550 cameras? A sibling rivalry where you come out the winner. That's because each studio camera shares accessories not only with its companion portable, but every camera in the

family as well. Which means you can adapt, adjust, customize, configure, modify, mix and match your way to a whole new level of flexibility, efficiency and economy in both the technical and creative aspects of your program origination. By mixing and matching lenses, CCD imaging blocks, video control panels and camera control units, you can create



They're
always
 using
each
 other's
stuff.

the camera that best suits your particular production. From top-of-the-line, feature laden, "gotta be perfect" studio cameras, to the "how did he keep his feet inbounds on that catch?" portables. And since everything is modular (and upgradeable) it's a future-proof system that will keep you on the cutting edge with advancing technologies. For more infor-

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work is leasing trucks from NEP, F&F Productions, Soljay, and National Mobile Television, including NMT's two all-digital trucks, DX-1 and DX-2, which have Sony 700 and 500 series cameras, respectively.

For its top-level games, Fox uses eight cameras (with a mix of Canon

55x and Digi-Super 70 lenses) and six tape decks, while the smaller games get six cameras and four VTRs. Depending on the truck, the format will be either Betacam or Digital Betacam, or a mixture of both. "A lot of other trucks are going to a mixture of Digital Beta and regular Beta," says Gepner.

Game backhauls travel over Vyvx fiber to Fox's Burbank, Calif., headquarters, a practice Fox started with football. "There's more and more fiber going in every day," says Gepner. "Sometimes the day before the game they're finishing the installation—they've done a great job keeping up with us." ■

Digital baseball, Texas style

LIN Productions steps up to the plate with Sony

By Glen Dickson

When LIN Television snared the rights to Major League Baseball's Texas Rangers last season, it wanted to make sure its investment paid off. So the station ownership group created LIN Productions to cover the games and signed with Sony to supply and integrate a \$10 million, all-digital facility at The Ballpark in Arlington, Tex.

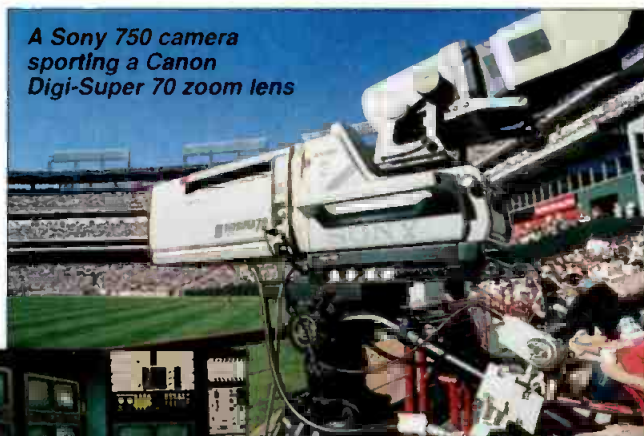
"Given the state of baseball at the time, we knew we had to produce a much better telecast than the usual baseball game," says LIN Productions President Lee Spieckerman, who oversees

the coverage for LIN-owned KXAS-TV, the NBC affiliate in Fort Worth and LMA-operated KTXN-TV Dallas, the independent that is the team's flagship station. "We wanted the best baseball telecast in the major leagues. To do that, we had to substantially improve the facilities."

Spieckerman says that LIN decided to create its own facility, including a mobile truck, because of both the high price of renting mobile trucks and the additional revenue possibilities of having a full-service production and post-production operation at its disposal.

"With the prospect of changing TV standards and more demand for quality from the viewers, it also had to be digital," Spieckerman says. "That narrowed down the vendors and contractors."

Sony's Systems Integration group started the job in late October 1995, and had the facility up and running for the



A Sony 750 camera sporting a Canon Digi-Super 70 zoom lens



A look at LIN Productions' digital tape room

Rangers' opening day on April 1. The all-component-digital

truck, built by Mobilized Systems of Cincinnati and outfitted by Sony, is similar to the National Mobile Television unit that Fox Sports used for football last fall. It was delivered in early June and already is working road baseball games.

LIN's 51-foot expandable truck features the Sony DVS-7000 digital switcher, Digital Betacam VTRs and BVP-700 4:3/16:9-switchable digital cameras with Canon lenses, and a Euphonix audio board. The DVS-7000 offers three mix-effects buses, a program/preset bus and the DMK-7000 downstream keyer with up to four downstream keys.

Spieckerman is a big fan of LIN's six Canon Digi-Super 70 lenses for the sport: "What baseball needs, and what the NFL has had for years, is a bonding between the players and the viewer. The 70x zoom allows us to capture the intensity of the baseball and the bat, to catch

the confrontation between a pitcher and batter." LIN also has six Canon J55X SUPER lenses for use with the general game cameras.

Another important component of the truck is a Pioneer laserdisc player for highlights and replays. "We do an 'around the league' feature during our telecasts, to give highlights of other games," says

Spieckerman. "We break away from five to nine times during a game—it's like watching a network game."

Spieckerman got the laserdisc idea from colleagues at Fox Sports, who first started using it to produce NFL highlights and now use it in hockey and football as well. "It made perfect sense to push more graphics and player elements into the show and greatly enhance the number of replays," he says. "The laserdisc frees up the tape machines for replays and gives random access to audio and video."

In fact, when the Rangers go on the road, a traveling laserdisc unit goes with the team. "We don't use a stillstore during our broadcasts," says Spieckerman. "If we're not using our truck, we bring the laserdisc platter along with us."

Like the truck, LIN's graphic and post-production facility is based on the Digital Betacam format. It features a Sony BVE-9100 editor, Accom digital disk recorders, an SGI workstation running Discreet Logic Flint effects software, Softimage 3-D animation and two Avid nonlinear editing workstations.

"We have a tremendous commitment to graphics and animation," Spieckerman says. ■

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Fox Sports beats the shade

Adopts new equalization technology to improve real-time lighting

By Glen Dickson

Fox Sports is the first network to adopt QVIS Corp.'s Light Equalization technology for use in its sports telecasts. After testing the product for more than a year, Fox has purchased 12 QVIS Light Equalizer units at roughly \$30,000 each, according to Jerry Gepner, Fox Sports senior vice president of field operations.

The real-time Light Equalization process overcomes lighting problems by reducing or eliminating loss of visibility due to shadows, glare or poor contrast—common difficulties when televising outdoor events. The technology allows an image shot outdoors to appear to have been shot under controlled lighting and also can reduce smog, haze or fog. A typical example of when the technology is useful is during a football telecast, when a play may start in bright sunshine and then move into the shadows.

"You'll see details where you might



These broadcast stills show the difference in contrast when the QVIS system is off (l) and when it's on.

not have seen them before," says Gepner.

Originally developed for medical, military and surveillance applications, QVIS began redesigning the technology in 1994 for use in live broadcast coverage such as sports or reality-based programming. Roughly the size of a VTR, the Light Equalizer box receives the video signal between the source—whether tape or live camera—and the broadcast transmitter and digitally processes it in real time. No changes to existing video equipment are required.

"It's installed between the CCU [camera control unit] and the switching

systems in the truck," says Gepner. "It uses adaptive circuitry—the more you need it, the more it works. It can make a significant difference. When you need it, you need it badly."

Fox Sports will dedicate six of the units to its Major League Baseball postseason coverage and six to its National Football League telecasts. "It will be more important in the later part of the year, when you get a very low angle of sun later in the day," says Gepner. "That's when you get an extreme contrast between the light and dark parts of the field." ■

New truck gets fast start at Indy 500

Indy Teleproductions' new \$5 million all-digital mobile unit made its debut in May for the pre-race coverage of the Indy 500 race. The 52-foot expando unit, built by Calumet Coach and designed and integrated by Indy Teleproductions, was completed the night of April 30 and rolled in for duty at Indianapolis Motor Speedway the next morning.

The truck has a full complement of digital equipment, including Sony Digital Betacam VTRs, a DVS-7000 switcher and a two-channel DME-3000 DVE; a two-channel Leitch digital stillstore; a two-channel Chyron Infinit character generator; an RTS Adam intercom system; Leitch D to A/A to D converters and frame syncs; a 52-channel Yamaha audio board, and a 64x64 BTS Venus digital router, says Jim Borgioli, vice president of engineering for Indy Teleproductions parent Wabash Valley Broadcasting.

Nine Sony digital cameras are on board—six 700 hard cameras with Canon 55x lenses, and three 750 handheld units with 20x Canon lenses (the truck is wired

to handle seven more cameras).

For taped segments, the truck's editing bay uses a Sony 2000 switcher and editor along with a Sony 390 audio board.

Leading up to the Indy 500 race, the Indy Teleproductions unit handled production for all the preliminary shows on ESPN and Prime Sports, says Borgioli. During the race itself, the unit served as the "B" truck during ABC's telecast; the NEP Supershooter 12 handled lead duties.

"We did the qualification shows and took the pool feed from NEP for track coverage," says Borgioli. "On race day, we augmented our camera complement with the Supershooter 12 and tied the two trucks together. That gave ABC 32 cameras on the track."

Next up for the Indy Teleproductions unit is the Brickyard 400, a NASCAR race held at the Indianapolis Motor Speedway in August, and two Indy Racing League competitions in New Hampshire and Las Vegas later this summer.

—GD

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X Games get new point of view

'SWAT team' places tiny cameras in radical locations

By Glen Dickson

For this year's X Games, ESPN/ESPN2 took its commitment to point-of-view cameras to a new extreme.

The cable sports giant developed new POV cameras for several events and created a specialized POV SWAT Team that scoured the games looking for unusual places to mount miniature cameras. Of the more than 100 cameras used to cover the X Games (formerly the Extreme Games), almost 30 were POV units, most of them miniature.

The SWAT Team comprised a producer and production- and engineering-support personnel, who placed cameras on equipment or on the athletes themselves during practice sessions—underneath a skateboard, for example, or on an athlete's hand.

"We always try to use stuff that's OK to use during competition and won't hinder the athletes," says X Games coordinating producer Rich Feinberg. "We've managed to develop small transmitters, compact power units, even miniature vests to support the cameras. With the POV SWAT Team, we try to get special angles during practice time that we wouldn't get during competition."

One of the most dramatic angles the team found, says Feinberg, was from a miniature camera mounted on the skysurfer board (in skysurfing, a "surfer" and camera flyer sky-dive together, combining the surfer's tricks and the flyer's camera work for an overall score). "When the skysurfer went into his helicopter spins, the viewer could see just how fast the world, clouds and ground move in relation to the board," Feinberg says. "It further emphasized that these guys are



A point-of-view camera captures this bungee jumper in action.



professional athletes."

For competition coverage of skysurfing, ESPN added a robotic pan, tilt and zoom camera that mounted on the tail of the jump plane to capture the divers' plunge from 13,000 feet. A microwave

transmitter carried the camera's signal back to the broadcast compound. The network also had live audio from the skysurfer via a lavalier mike.

"We could transmit that via a joint path with the video, or by a UHF transmitter direct," says Feinberg. "It really emphasized their speed as they go through the wind. Our engineering staff deserves a lot of credit—to develop these transmission systems that get a clear signal from 13,000 feet, and handle the surfer's flips and spins."

Vendors such as AVS and Fletcher Chicago were instrumental in developing the camera and transmission gear, Feinberg says.

The X Games' street luge and in-line skating coverage also was upgraded from last year with the use of two miniature helmet-cams with two transmission paths to provide front and back perspectives. "Last year we had only a single wireless helmet-cam with one path," says Feinberg. A robotic camera also was mounted

above the finish line to show lugers and skaters approaching the finish.

The barefoot waterski jumping and wakeboarding events benefited from the new "rope-cam," a tiny "lipstick" camera embedded in the ski towrope that gave a close-up, head-on shot of the athlete. "We worked with the manufacturer of the towrope to insert a miniature transmission cable in the rope which ran the length of the entire rope back to a transmitter on the ski boat," says Feinberg.

The watersports competitions also used a "pole-cam," a camera with a miniature lens at the end of a pole. By holding the pole-cam over the side of the towboat, the viewer gets a "just-above-water" perspective. ■

Ranging far and wide

Ranger is a transmission product from UK-based Studio Systems Electronics (SSE) designed for live remote mobile cameras. The system, jointly developed by SSE and the BBC's research and development arm, has been used by the BBC for the past three years. For the London Marathon, one of the most widely covered outside-broadcast events, the BBC used Ranger to process the received video signals from three motorcycle-mounted mobile cameras, "retaining locked pictures under the most difficult radio link reception conditions," says John Scott, BBC head of communications and engineering.

Ranger is a sophisticated sync separator and new sync generator synchronized to the incoming video signal that solves freeze-framing problems common to remote RF links (the video synchronizer freezing on the last clean frame, for example). The new synchronizing information replaces the often noisy and corrupt syncs associated with the received signal and maintains a fully synchronized video signal. It is used in the transmission path just before the first video synchronizer.

The 1RU Ranger unit, which also has an optional Automatic Fast Chrominance Equalizer to combat the effects of multipath interference, can support three video channels and is available in NTSC and PAL versions.



A mobile TV camera with Ranger signal processing covers this year's London Marathon for the BBC.

—GD

NBC's SWAT team ready for action

NEP truck will perform on-the-spot editing at the Olympics

By Glen Dickson

NBC has outfitted a component digital editing facility and put it on wheels to handle the multi-event rigors of its summer Olympics coverage. The 53-foot tractor trailer, supplied by Pittsburgh-based NEP, has been dubbed the "SWAT truck" because of its assignment: to move quickly between short-duration events such as mountain biking, whitewater canoeing and equestrian activities, cable up and handle the editing tasks before racing off to the next job.

"Many of the events are completed within a few days at far-flung sites," says Bill Lance, edit systems project manager, NBC Olympics. So using a mobile unit makes more economic sense than constructing a permanent editing facility; NBC already has six of those in the International Broadcast Center and nine at competition venues.

The SWAT truck is configured into two full-blown component digital editing suites, each with four Panasonic D-5 VTRs and four all-digital monitors, a Grass Valley switcher, a Tektronix Profile digital disk



An NBC technician reviews video on a Panasonic AT-H1905DP digital monitor.

recorder, a dual-channel Abekas Dveous DVE, a Chyron InfiNit character generator and a Zaxcom audio board. Upon arriving at a venue, the SWAT truck will hook up to the

mobile production unit shooting that event.

"We'll have two paths per edit room to the other mobile unit," says Lance. "We can do isolated coverage or a line cut.... The tape machines in the SWAT truck can record analog signals from the truck's main router."

Originally, NBC's concept for the SWAT truck was a nonlinear, server-based system. "But we really couldn't find the hardware or system that would do everything we required with the storage facilities we needed," says Lance.

So all editing will be online, tape-to-tape with the D-5 VTRs. NBC will use the Profile DDRs simply as another record/playback source to create high-light packages and even store music library clips. "We'll use them for anything where we need instant access, but we won't be using them to record live footage," Lance says.

The SWAT truck already has seen action, performing trial runs at the late April launch of the Olympic Torch cross-country relay at the Los Angeles Coliseum, broadcast nationally on NBC, and at several cycling events. ■

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HELP WANTED MARKETING

NewsChannel 8 Marketing and Promotion Director. Still haven't found the right person! Regional 24-hour cable news channel serving metro Washington D.C. seeks an enthusiastic and dynamic Marketing and Promotion Director to oversee all Marketing, Promotion and Community Relations functions as well as supervision of on-air look. The ideal candidate will have a Bachelor's degree in Broadcast Communications, Marketing or related field and five years of progressively responsible cable or broadcast experience, preferably in the area of marketing, promotion or research. Please send or fax (703-912-5599) resume and salary history to: NEWSCHANNEL 8, HR Dept., 7600-D Boston Blvd, Springfield, VA 22153. EOE No phone calls please.

Creative Services Director. Live in the beautiful intermountain west and enjoy a great lifestyle. KTVX-TV/ABC, (A United Television Inc. Station) the #1 affiliate in Salt Lake City, is looking for a dynamic individual to develop and execute overall marketing strategy. If you are a person who has a keen understanding of strategic planning and brand development and understand how to create tactical plays for an affiliated television station, this is a tremendous opportunity for you. We are looking for someone to coordinate not only on-air promotion, advertising, graphics, publicity and media planning, but also long-term product development. Metered market experience preferred. Send non-returnable tape and resume to Peter Mathes, General Manager, KTVX-TV, 1760 Fremont Drive, SLC, Utah 84104. No phone calls please. EOE.

Telemundo, a U.S. Spanish-language television network, seeks two positions for its Business Development and Marketing Research Department based in NYC. Both positions will interact with sales offices, ad agencies and advertisers in US and Puerto Rico. Marketing Coordinator and Marketing Research Analyst. Responsibilities include: Compiling and analyzing research data from various sources (SMRB, Yankelovich, Polk, Census); Preparing marketing presentations; Using geo-demographic system to highlight market potential. Ideal candidates possess: Proficiency in Windows programs (Word 6.0, Harvard Graphics 3.0 and/or Powerpoint, Excel or Lotus); Use of syndicated research software and Claritas Compass GIS system, but will train; Excellent verbal/written communication, organization and presentation skills, strong analytical abilities. Knowledge of Hispanic market and fluency in Spanish a plus, but not required. Qualified applicants, send resume to: Human Resources Department, Telemundo Group, Inc., 1740 Broadway, NY, NY 10019 or Fax to: 212-459-9498. EOE.

HELP WANTED TECHNICAL

ASSISTANT DIRECTOR OF ENGINEERING

Seeking an individual with strong technical and management experience to assist our engineering director to oversee the station's technical ops. Successful candidate must possess superior technical & interpersonal skills and strong budget management experience. Required minimum of 5 years major market TV engineering experience in design, maintenance, operations & testing. FCC general class radiotelephone license required.

Rush resume to:



KTIA-TV

HR-Dept. 1

**5800 Sunset Boulevard
Los Angeles, CA 90028**

To place an ad in the Broadcasting & Cable
Classified pages, contact Antoinette Fasulo
TEL: 212.337.7073 • FAX: 212.206.8327
INTERNET: AFASULO@B&C.CAHNERS.COM

**PRODUCTION & TECHNICAL
OPERATIONS MANAGER**

Dynamic growth at NBC, America's premier broadcast network, has created this exciting opportunity.

Working with the Senior Technical Manager of the seven Burbank studios, you will provide technical support to shows using our facilities, including pre-production, engineering set-up and equipment rental. You will also act as a Production Manager, being the focal point for communication/coordination between production companies and NBC operational departments, and schedule/supervise studio crews.

We require extensive experience in the operation, engineering/maintenance of technical equipment and facilities and a thorough knowledge of live and taped studio production. College degree required, BSEE preferred.

For immediate consideration, please forward your resume with salary history to

NBC, Attn: Human Resources Department
3000 West Alameda Avenue
Burbank, CA 91523.
Equal Opportunity Employer.

**WE PLACE
CHIEF ENGINEERS**



KEYSTONE INT'L, INC.
16 Laflin Road, Suite 900
Pittston, PA 18640. USA

Fax 717-854-5785 • Phone 717-855-7143
E-Mail: keyjobs@keystone.microserve.com

Satellite Uplink Operators. Immediate Openings. Growing communications company seeks engineers with experience in operating and maintaining C and KU band uplink vehicles. Must be willing to travel. Good benefits. Positions available at our Boston and Nashville operations. Please send resumes to Personnel Department, P.O. Box 2861, Framingham, MA 01701.

Assistant Chief Engineer. KDTV Channel 14 in San Francisco has an immediate opening for an Assistant Chief Engineer. The successful applicant will assist our Chief Engineer with daily operations, annual budget preparations and the planning and building of a new state of the art television station. Duties will include trouble shooting and repair of transmitter, master control, production, microwave, ENG and computer equipment. Strong communication skills required. Must be familiar with FCC rules and regulations. Mail or fax resume to Astrid Juarez, KDTV Channel 14, 2200 Palou Avenue, San Francisco, CA 94124. 415-695-3926 (Fax). EOE.

Television Maintenance Engineer. Maintenance Engineer to support broadcast-quality TV production and conference facility. Requires Associate's degree in electronics or equivalent experience as a television technician. Emphasis on maintaining and repairing state-of-the-art cameras, switchers/routers, videotape formats (especially Betacam and D2), editors, digital effects, graphics, fiber optic, video projection, satellite downlink and transmission systems. Studio control and MC operations experience. Knowledge of analog and digital video standards. Will work directly with professional staff and students. No sign language skills required at time of application, but must be willing to learn and show proficiency within a reasonable period of time. Competitive salary and excellent benefits. To apply, send resume or come to Gallaudet University, Personnel Office, College Hall, Room 106, 800 Florida Avenue, NE, Washington, DC 20002-3695. EEO/AA.

Maintenance Engineer, CBS Network affiliate in beautiful southwest Arizona. Send resume, references and salary history to Doug Melanson, KSWT-TV, P.O. Box 592, Yuma, AZ. 520-782-5113. EOE.

Maintenance Engineer. Experienced with current Studio, ENG and UHF Transmitters. Position requires working knowledge of equipment down to the component level, computer networking, with thorough knowledge of test equipment. This position requires working varied shifts. Two year college degree in Electronics or Computer Science required. FCC first class or SBE certificate required. Send resume and salary requirements to Box 00856 EOE.

Chief Engineer. Houston area. Experienced in UHF transmitter maintenance, studio systems, personnel training and supervision. SBE certification a plus. Send or fax resumes to: Velma Marlin, Community Educational Television, KETH-TV, P.O. Box 721562, Houston, TX 77272. Fax (713)561-9793.

Chief Engineer. Florence-Myrtle Beach, South Carolina VHF affiliate is accepting applications for Chief Engineer's position. Station is part of large, well established group owned corporation run by broadcasters, not an investment company. Capital equipment needs are addressed every year. Willing to consider qualified candidates ready to move up. Send letter with resume to T. Arthur Bone, Bone and Associates, Inc., 6 Blackstone Valley Place, Suite 109, Lincoln, RI 02865, or Fax 401-334-0261. EOE.

Assistant Chief Engineer. WISN-TV, an ABC affiliate, is seeking a person with a positive "team" attitude and 5 years broadcast engineering experience. Engineering degree or equivalent experience required. Must be computer literate with knowledge of LANS and networking. SBE certified or FCC General desired. EOE. No phone calls. Send resumes to: Russ Elkin, Chief Engineer, P.O. Box 402, Milwaukee, WI 53201.

Assistant Chief Engineer: WRDW-TV looking for highly-motivated individual with extensive electronic/TV broadcasting background. Must be energetic, self-starter experienced in component level troubleshooting and maintenance of video, audio and RF equipment. U-matic/Ampex 1" a must, Beta/SVHA, RF and microwave experience a plus. Some weekend/nights required. Minorities/women encouraged to apply. Send resume to Human Resources Officer, WRDW-TV, P.O. Box 1212, Augusta, GA 30903-1212. EOE.

Assistant Chief Engineer needed for Knoxville FOX affiliate. Must have 5 years of studio maintenance experience and exposure to UHF transmitters. This is a hands-on, and on-call position for the Maintenance Engineer who is looking for that step up. If this is you, please fax or mail your resume to Chief Engineer, WTNZ-TV, P.O. Box 43, Knoxville, TN 37901. No phone calls please. WTNZ is an Equal Opportunity Employer.

HELP WANTED NEWS



VICE PRESIDENT NEWS DIRECTOR

If you are a true team player and have excellent management and interpersonal skills, the highest level of integrity, tremendous entrepreneurial and news expertise, then wouldn't you be interested in working for perhaps the top station in the country?

The leader of our #1 news team in one of the best and most competitive news markets will lead a top-notch staff as NBC4 becomes the first HDTV television station.

NBC4 (WRC-TV), an O&O TV station, seeks an experienced News Director who is willing to take part in continuing and growing NBC4's status as the #1 leader of news in the community. If you are interested in joining a team whose commitment is our mission statement to our employees, newscasts and community, please send your resume to:

Anita Coleman
NBC/WRC-TV Employee Relations Department
4001 Nebraska Avenue, N.W.
Washington, DC 20016

NBC is an Equal Opportunity continuously seeking to expand its diversity to better serve its communities.

**To place your classified ad in *Broadcasting & Cable*,
call Antoinette Fasulo (212) 337-7073**

ANCHOR

Brigitte Quinn and Jeff Caplan are the winning combination that WCBS Newsradio 88 listeners have been waking up to for years.

Brigitte is moving on and the search has begun for a replacement.

If you are the person to be the next morning anchor on WCBS radio in New York, we want to hear from you.

Send tape and resume to:

Harvey Nagler, Director, News and Programming
WCBS Newsradio 88

51 West 52nd Street, New York, NY 10019.

Equal Opportunity Employer.

WCBS NEWSRADIO 88

All News. All Day. All Night.

ANCHOR/REPORTER



KSTP-TV's looking for a dynamic Anchor/Reporter to lead our weekday newscasts. If you've got fire and desire, do we have a home for you! Must have superb writing, delivery and live skills. Tapes, resumes and references ASAP. Females and minorities encouraged to apply.

KSTP-TV
Human Resources
3415 University Avenue
St. Paul, MN 55113
Equal Opportunity Employer

TV SPORTS PHOTOJOURNALIST

WTHR-13, a Dispatch Broadcast Group, has an immediate opening for a TV Sports Photojournalist. If you love to shoot sports, show us your stuff. Top Midwest market and one of the country's top sports markets is looking for a creative Photojournalist who can do it all, because we have it all...the NBA, the NFL, baseball, hockey, auto racing and more. Must have 3 years news/sports experience and be willing to travel. You will be working with the largest sports staffs in the region. Interested candidates possessing these skills should submit a letter stating referral source and current resume to the Human Resource Department, PO Box 1313, Indianapolis, IN 46206. Women and minorities encouraged to apply. We are a drug-free and smoke-free environment.

Weather Anchor/Reporter. Informative, upbeat and compelling forecaster needed to anchor Weekend morning newscasts and report during the week. Dominant #1 station with all the tools, in the great southwest. 1-year weather and reporting experience required. Live reporting experience preferred. Knowledge of NewStar and WSI Weatherspectrum 9000 computers helpful. No phone calls! Resume and tape: Pahl Shipley/News Director, KOAT-TV, PO Box 25982, Albuquerque, NM 87125. KOAT-TV is an Equal Opportunity Employer. Drug free workplace.

WVNY-TV, the ABC affiliate in Burlington, VT, is currently looking for the ultimate one-man or woman band to be our Sports Director. The ideal candidate must be able to shoot, edit, produce and anchor...and must also have the drive and energy necessary to take on the rest of the field single-handedly. Must cover any and all sports - from the majors, to the local, to the off-the-beaten-path features. Rush tapes and resumes to John Cavazos, News Director, WVNY-TV, 100 Market Square, Burlington, VT 05401. WVNY is an Equal Opportunity Employer.

WVNY-TV, the ABC affiliate in Burlington, VT is continuing to expand its news operation. We're looking for a full time Anchor/Special Assignment Reporter who can do it all - enterprise great local story ideas, shoot and edit when necessary. We need a full-time General Assignment Reporter/Anchor who must be able to do it all. We're also looking for a part-time on-air meteorologist - a great opportunity for someone full of energy and raring to go. Meteorology degree preferred. Send tapes and resumes to: John Cavazos, News Director, WVNY-TV, 100 Market Square, Burlington, Vermont 05401. WVNY-TV is an Equal Opportunity Employer.

Videographer: Dominant southeast NBC affiliate, looking for an aggressive Videographer with positive, winning attitude. Good journalism and camera skills are necessary. Minimum one year experience. Send resume and tape to: Box 00861 EOE. No phone calls please.

Reporter: KJRH-TV in Tulsa seeking energetic Reporter with strong writing and presentation skills. Send resume to: KJRH-TV, Lori Doudican, 3701 South Peoria, Tulsa, OK 74105. EOE.

Video Journalist. Berks County News a Time Warner Affiliate is looking for an experienced Photojournalist with hard news experience. Candidate must be able to tell a story through the lens. The ability to operate a live truck a plus. Please send non-returnable tape and resume to: BerksCable, Attn: Human Resource Department, 400 Riverfront Drive, Reading, PA 19602. EEO/AA Employer.

Sports Anchor/Reporter. Weekend Sports Anchor/Reporter for #1 station in great sports market. Must be able to tell stories that will keep all viewers interested. 2 years of anchoring and live experience required. Ability to shoot and edit Beta and 3/4", as well as initiative and great attitude desired. No phone calls. Resume and tape: Pahl Shipley/News Director, KOAT-TV, PO Box 25982, Albuquerque, NM 87125. KOAT-TV is an Equal Opportunity Employer. Drug free workplace.

Show Host. We are seeking an energetic program host for a nationally-broadcast travel/magazine show featuring areas of historic interest throughout America. Must have an authoritative on-camera presence, along with good interview skills and the ability to think on your feet. Interest and knowledge of American history a plus. Send tape, resume and salary information to: Kim Forshey, Venture Productions, 16505 NW 13th Avenue, Miami, FL 33169.

Reporter/Fill-In Anchor. Berks County News a Time Warner Affiliate is looking for a dynamic story teller with strong reporting skills. Candidate must be able to work well with others, as well as be a key team player in a growing operation. Candidate must have 3 to 5 years experience in news broadcasting as well as a 4 year degree in Broadcast Journalism or related field. Send non-returnable tape and resume to: BerksCable, Attn: Human Resource Department, 400 Riverfront Drive, Reading, PA 19602. EEO/AA Employer.

Reporter. ABC affiliate in the 35th market seeks experienced self-starter for bureau Reporter position. You must be able to enterprise hard news stories in a rural three-county area. The ideal candidate will be a good writer with excellent "live" reporting skills. If you welcome a challenge and don't wilt under deadline pressure, send non-returnable tape/resume to Alan Mason, News Director, WLOS-TV, 288 Macon Avenue, Asheville, NC 28804. Drug free workplace. EOE.

Remote Cameraman. The Christian Broadcasting Network, one of the world's largest television ministries, is seeking a highly skilled Remote Cameraman to work in its Washington, D.C. News Bureau. The successful candidate will possess the following qualifications: Experience as a news cameraman; videotape editing experience; and ability to work with "live" feeds. Travel required. If you meet the listed criteria and share our vision and purpose, call our 24-hour line (800) 888-7894 to request an application.

Production Editor/Director. WDHN TV 18, an ABC affiliate seeks an experienced Production Director to direct/produce newscasts, commercials and programs. Newscasts will be 5 and 10 PM, Monday thru Friday. Send resume, salary requirements and VHS tape with recent newscast and creative work to WDHN-TV 18, P.O. Box 6237, Dothan, AL 36302. EOE.

WRDW-TV, Augusta's #1 news station, has opening for Videographer to shoot and edit video tape, as well as set up and shoot live remotes for newscasts. Previous TV news experience a must. Resumes and tapes to: Judith M. Tredore, WRDW-TV, P.O. Box 1212, Augusta, GA 30903-1212. EOE.

Producer: KJRH-TV in Tulsa seeking energetic Producer with strong writing skills and ability to make good decisions. Send resume to: KJRH-TV, Lori Doudican, 3701 South Peoria, Tulsa, OK 74105. EOE.

Producer/Web Master. A dominant NBC affiliate in the South Atlantic television market is seeking a Producer for expanding a #1 morning newscast. We are an industry-respected, family-owned group of small-medium market stations. Successful applicant will have solid producing, writing, and editing skills and will create/maintain station's home page on the WWW. We offer an excellent fringe benefits package. EOE-M/F. Send resume and VHS tape to Box 00854 EOE.

Producer/Director: KOTV is seeking a strong hands-on Producer/Director to direct newscasts and specials, edit post sessions, and producer telethons and other projects. We've got great gear: GVG 300 & 200 & Kscope & 141 Editor, Quantel Paintbox & Picturebox, and Digital Betacam. You need a minimum of two years experience as a Producer/Director, a college degree, and good writing skills. You must be a strong leader with a team player attitude, capable of maintaining a positive and productive environment. No Phone Calls Please; Rush letter of Application, Resume, and non-returnable Demo Reel with director track to: Personnel Dept., KOTV, P.O. Box 6, Tulsa, OK 74101. EOE M/F; an A.H. Belo Broadcasting Company.

Producer. ABC affiliate in the 35th market seeks experienced Producer who can take ownership of a competitive 6PM newscast. If you're a creative, innovative storyteller with strong leadership skills and you'd love to live in the beautiful Blue Ridge Mountains, send non-returnable tape/resume and statement of news philosophy to Dale McElrath, Executive Producer, WLOS-TV, 288 Macon Avenue, Asheville, NC 28804. We welcome phone calls for this position. Drug free workplace. EOE.

Producer needed for 6 and 11 p.m. Newscasts in a Sunbelt ABC affiliate in beautiful, sunny Myrtle Beach/Florence, SC. Must be able to produce a very high energy, fast paced, visually compelling show. Send tape and resume to Dave Gilbert, News Director, NewsChannel 15, 3215 South Cashua Drive, Florence, SC 29501-6386. EOE/MF.

Producer Wanted. Aggressive, creative, dynamic Producer position open. Give it your best shot, the first time. Great opportunity for the right person. Only those with experience should apply. Women and minorities are encouraged to apply. Send aircheck (non-returnable tapes) no more than 3 day old, along with anything else you think we need to know to: Al Sandubrae, News Director, KARK-TV, 201 West 3rd Street, Little Rock, AR 72201. M/F. EOE.

Producer - #1 NBC affiliate seeks an excellent writer with solid news judgement and an organized, team player with a passionate concern for quality to produce our morning newscast watched by nearly 50 share of the audience. Send resume, tape and news philosophy to Ken Selvaggi, WSAZ NewsChannel 3, 645 Fifth Avenue, Huntington, WV 25701.

Photographer/Editor. ABC affiliate in the 35th market seeks an experienced visual storyteller. If you can produce solid pieces on deadline, work as a team with reporters and want to shoot in one of America's most photogenic places, send a non-returnable tape/resume to Adam McAnulty, Chief Photographer, WLOS-TV, 288 Macon Avenue, Asheville, NC 28804. Drug free workplace. EOE.

Photographer needed in a Sunbelt ABC affiliate in beautiful, sunny Myrtle Beach/Florence, SC. Must be visual thinker who tells stories with pictures. Live truck experience a plus. Send resume to Rob Rizzo, Chief Photographer, NewsChannel 15, Founders Center, Suite 206, 2411 North Oak Street, Myrtle Beach, SC 29577. EOE/MF.

Newswriter: Pacific Northwest's leading news station is seeking a Newswriter to write news stories for several newscasts; field produce; and assist producers in managing scripts, videotapes, and supers for newscasts. If you are creative with strong writing skills and want to work in a fast paced, competitive environment, please send 2 copies of your resume to: KING 5 TV, HR Department #96R32, 333 Dexter Avenue North, Seattle, WA 98109. EOE-M/F/D/V.

Newscast Director. How would you like to direct in one of the largest news gathering organizations in the midwest? WDAF-TV is looking for a highly motivated self-starter to work fast-paced morning shows. Previous experience a must to handle two hours directing per day using ADO 2000, Grass Valley 300, and Chyron Infnit. Send resume and newscast tape w/director track to: John Claybrook, WDAF-TV, 3030 Summit, Kansas City, MO 64108. No telephone calls, please. EOE.

News Videographer. WDTN is looking for an experienced, aggressive Videographer to work in a fast paced news environment. Applicant must have several years experience shooting, editing and operating live truck for a network affiliate. Betacam experience preferred, but 3/4 experience is acceptable. Person must be capable of working alone and with a reporter. Applicant must be able to carry 30 lb. camera and equipment up and down stairs, and have or be able to get a valid Ohio driver's license. Please send resume and non returnable tape to Personnel Adm., WDTN-TV, P.O. Box 741, Dayton, OH 45401. No phone calls please. EOE. M/V/H/D.

News Reporter - Dominant NBC affiliate in 93rd market seeks reporter with live experience. College degree preferred. Resume/tape to Judy Baker, WCBY, 101 Lee Street, Bristol, VA 24201. No Phone Calls. EOE/M/F/H/V.

News Promotion Producer: Creative and innovative dynamo with a commitment to solid news promotion looking to support dominant NBC News operation. Two years of hands-on editing/producing/writing is preferred. Must show strong news series and station image work. Send non-returnable tape, resume and salary expectations to: Mark Wilson, Creative Services Director, WICS-TV, 2680 East Cook Street, Springfield, IL 62703. EOE.

News Producer: CBS affiliate in 40th market seeks experienced Producer to establish content, tone, pacing, and story order for assigned newscasts. 2 years minimum experience producing a major newscast in small to medium-size market preferred. College degree preferred. Must be flexible with working hours. Resume and tape to Barbara Hamm, WTKR-TV, 720 Boush Street, Norfolk, VA 23510. No phone calls. EOE.

News Producer. Feeling boxed in by the same tired news formats day after day? NBC6 in Charlotte is looking for a Producer who's not afraid to try something new. Send tape and resume to Zina Jemison, Human Resources, NBC6, 1001 Wood Ridge Center Drive, Charlotte, NC 28217. No phone calls please. We are an Equal Opportunity Employer. M/F/V/H.

News Producer. Produce short and long form programming, including daily newscasts, specials, and other programs. Select, write, edit and organize news stories for air. Direct reporters, photographers, and editors in gathering and presenting material for newscast. College degree plus previous newsroom experience. Self motivated, work hard and take charge. Computer experience helpful. Reply by cover letter and resume to: Business Office #138, 770 Twin Rivers Drive, Columbus, Ohio 43215. Qualified minorities and women are encouraged to apply. Equal Opportunity Employer. Smoke-free and drug-free workplace.

News Operations Coordinator WKBW-TV, NewsChannel 7 is looking for a News Operations Coordinator who will be responsible for all satellite news gathering as it relates to News. Duties include the coordination of live News remote broadcasts, responsibility for NewStar news computer system and electronic news information systems, and also responsibility for field production of special remote broadcasts. The News Operations Coordinator serves as the New Department's liaison with the Engineering Department. A minimum of three years news experience is required. Send resume by July 8, 1996 to: Nancy Sanders, Assistant News Director, WKBW-TV, 7 Broadcast Plaza, Buffalo, New York 14202. No phone calls please. WKBW-TV is an equal opportunity employer.

News Director: The FOX affiliate of the Year, WTIC-TV, is looking for a highly creative and motivated news leader. Candidate must be proven journalist with excellent management and people skills to take this award winning news operation to even greater success. Send resumes to Personnel Manager, FOX 61/WTIC, One Corporate Center, Hartford, CT 06103. EEO. M/F.

News Director: Are you an assistant or E.P. looking for your first opportunity to run your own shop? WICZ-TV, in the Binghamton, NY market has an immediate opening for an aggressive News Director looking to make a difference. You'll direct news coverage and help determine news policy. You'll also help put together well-written, creative, exciting, and informative local newscast. You should have 3 years producing and/or two years experience as an assistant, E.P. or special projects producer. Rush your resume, tape of last night's newscast and statement of news philosophy to: Mr. Jeffrey Gray, Station Manager, WICZ-TV, 4600 Vestal Parkway East, Vestal, NY 13851. No calls please!

News Anchor: We haven't had a weekday anchor opening in ten years, but we have one now! We are a dominant #1 CBS affiliate in a beautiful, historic, southern coastal city. We are looking for a strong anchor to be a part of our long term future. Must be a super communicator, able to handle all types of live situations and report from the field. Send resume, tape and references to Michael Sullivan, News Director, WTOG-TV, POB 8086, Savannah, GA 31412. WTOG-TV is an Equal Opportunity Employer. Women and minorities are strongly encouraged to apply. Final candidates will be asked to submit to a drug screen.

News Anchor/Assignment Editor. Wanted: Weekend Dynamo. NBC affiliate in the 78th DMA looking for an Anchor/Assignment Editor. Responsibilities include anchoring and producing weekend shows as well as running the desk on the weekends. If working 40 hours in three days appeals to you, and if you live and breathe news, send tape, resume and cover letter to: Dan Steele, Operations and Program Manager, WPSD-TV, 100 Television Lane, Paducah, KY 42003. No beginners and no phone calls. EOE. M/F. ADA.

Meteorologist... NBC affiliate in top 100 market is seeking that special communicator who is excited by weather - and conveys it to our viewers. You must have three years weathercasting experience and should have an AMS Seal. If you're that special talent who can take over a market, send us your resume. Reply to Box 00859 EOE.

Managing Editor. Qualifications: Cincinnati news leader seeks an aggressive candidate for Managing Editor. Responsibilities include day-to-day management of reporting staff, and implementation and execution of long-term planning. 3-5 years management experience preferred. No phone calls. EEO. Please send resumes and any pertinent information to: WKRC-TV, 1906 Highland Avenue, Cincinnati, Ohio 45219, Attn: Business Office-NME.

Executive Producer. We're searching for an EP with management experience who is interested in taking a superior news team to a higher level. You have producing, writing and graphic experience and you work well with others. We're a Southeast network affiliate with a good looking show. You can make it better. Tape, resume and letter of interest to Box 00860 EOE.

Evening Newscast Producer - KGUN 9 (ABC) in Tucson, Arizona. Tell us why viewers will want to watch a newscast produced by you? Send us two of your newscasts from this week along with your background. Non-returnable tapes and no phone calls please. Carmen Thomas, KGUN 9, P.O. Box 17990, Tucson, AZ 85731.

Editor, leader. Are you both? NewsChannel 5 has a unique challenge for a qualified Videotape Editor. Supervise the editing department at the top station in Nashville. Must be an experienced videotape editor with a basic knowledge of computers. A teamplayer, with strong organizational skills a must. Send non-returnable tape and resume to: Mike Cutler, WTVF-TV, 474 James Robertson Parkway, Nashville, TN 37219. WTVF is an Equal Opportunity Employer.

Co-Ancor/Producer. WDAY-TV has an immediate opening for a Co-Ancor/Producer. This is a Monday through Friday, Six and Ten O'Clock position on the top rated station in the market, with a long tradition of award winning television news excellence. We are looking for a strong writer and communicator who understands what news is. ENG/SNG/locally owned. No beginners please. Send non-returnable tape and resume to: Al Aamodt, News Director, WDAY-TV, Box 2466, Fargo, North Dakota 58108. EOE.

Chief Meteorologist: From tornadoes to hurricanes, come work prime time in our busy weather market. Triton i7 Graphics System. AMS Seal preferred. Tapes and resumes to EEO Officer, KBMT-TV, P.O. Box 1550, Beaumont, Texas 77704.

Assignment Editor: Seeking organized person for assignment desk. Must deal effectively with 50-person staff. Requires a team player, with aggressive approach to news coverage and sound news judgement, who can make quick decisions. Prefer at least one year of TV news experience. Send non-returnable tape to: News Director, WTVC, 410 West 6th Street, Chattanooga, TN 37402. No phone calls. Equal Opportunity Employer.

Assignment Editor. Experienced Assignment Editor sought for statewide television newscasts. If you're enthusiastic about the rewards of breaking news and love working the desk, please send resume, non-returnable tape, salary requirements and news philosophy to: Bill Jobes, News Director, NJN - The New Jersey Channel, 25 Stockton Street, Trenton, NJ 08625. EOE.

Anchor: Progressive, growing news organization looking for confident, credible, enthusiastic journalist to showcase our weekday newscasts. Minimum 4 years experience on the anchor desk. If you're a winner, send your resume and tape to Box 00851 EOE.

A.M. Meteorologist. Top rated upper midwest ABC affiliate is looking for a Meteorologist for our morning newscast. We have the Genesis weather computer system, complete with 3D animation and Fly-Through Radar and Satellite. Person must be upbeat and animated for our 6 a.m. to 7 a.m. newscast! Reporting skills would be a plus, but not necessary. Send resume, tape and references to: Randy Winter, News Director, WAOW TV-9, 1908 Grand Avenue, Wausau, WI 54403-6897. EOE/Women and minorities are encouraged to apply.

2 News Photographer/Editors. 2 positions open for expanding #1 station in Albuquerque. KOAT-TV needs 2 top notch shooters who can tell stories through the lens. We're asking alot: great pictures and sound; creative editing skills; ability to assist Reporters in finding the best video for the story; knows current events; driven by breaking news; live truck and chopper experience; a fantastic attitude; minimum 3 years experience in TV news; college degree in TV/Journalism preferred. Resume and tape: Dave Mathews/ENG Manager, KOAT-TV, 3801 Carlisle Boulevard NE, Albuquerque, NM 87107. KOAT-TV is an Equal Opportunity Employer. Drug free workplace.

2 - News Co-Ancor/Reporters. 2 sparkling, energetic communicators needed to write and co-anchor weekend morning newscasts on #1 ABC affiliate in the great southwest. General assignment reporting during the week. Ability to enterpris news stories, work a beat and handle live anchoring/reporting required. At least 1 year experience along with great work ethic desired. First class news operation with all the tools. No phone calls! Resume and tape: Pahl Shipley, News Director, KOAT-TV, PO Box 25982, Albuquerque, NM 87125. KOAT-TV is an Equal Opportunity Employer.

Weekday News Producer: Top 60 NBC station in the Flint/Saginaw, Michigan market looking for a take charge person to produce and lead our 11 o'clock news staff. Show us your best, creative work. Send resume, writing samples and non-returnable 3/4" or VHS tape to: David Eisen, News Director, WEYI-TV, 2225 West Willard Road, Clio, Michigan 48420. Or call, 810-687-1000. M/F. EOE.

HELP WANTED PROMOTION

Promotion Producer. Assist in maintaining a quality broadcast image of the Nebraska ETV Network station breaks by effective copy-writing and production of promotional announcements. Bachelor's with major in broadcasting or related field plus one year experience in television required; equivalency considered. \$21,248 minimum annual salary plus excellent benefits. Submit cover letter of application and resume postmarked by July 31 to Personnel Coordinator, University Television, P.O. Box 83111, Lincoln, NE 68501. UNL is committed to EEO/AA and ADA. If you need assistance under the ADA please contact the Personnel Coordinator.

Promotion Producer. KSDK, NBC St. Louis affiliate seeks a self-motivated news topical Writer/Producer. High energy is a must! If you work to win, we want you on our team. Degree. If that's you send tape and resume to KSDK-TV, Warren Canull, Director of Human Resources, 1000 Market Street, St. Louis, MO 63101. No calls please. EOE.

HELP WANTED RESEARCH

Manager of Information Resources and Research. The Association of America's Public Television Stations (APTS) has an immediate opening for a full-time Manager of Information Resources and Research. The Manager will be responsible for collecting and disseminating information and data concerning public television needed to support the legislative, legal, regulatory and communications activities of the association; for coordinating data collection with other national and regional public broadcasting organizations; and for conducting and supervising the organization's research. The successful applicant will have at least five years experience in public policy research, basic statistical and analytical skills; strong writing and communication skills; and skills in electronic research and computer-based quantitative analysis. SPSS and EXCEL are required. APTS is a nonprofit membership organization, located in Washington, DC, established to support the continued growth and development of America's noncommercial public television service. APTS offers a competitive salary and excellent benefits. Submit a letter of interest, resume and writing sample to Administrative Coordinator, APTS, 1350 Connecticut Avenue, NW, Suite 200, Washington, DC 20036. APTS is an Equal Opportunity Employer. Women, minorities and disabled candidates are strongly urged to apply.

Research Manager - WMAR-TV is seeking an experienced team player to write sales presentations, analyze ratings data, support qualitative research, maintain TVScan system and work with a dynamic group of winners. Send resume to: Personnel, WMAR-TV, 6400 York Road, Baltimore, MD 21212. WMAR-TV is an Equal Opportunity Employer. Women and minorities encouraged to apply.

Group Research Manager. Leading NYC representative company seeks hands-on manager to generate sales and marketing support materials for a list of TV stations (sales promotion audience analysis, etc.) and to supervise research analyst. The successful candidate should have excellent analytical, quantitative, communication and leadership skills. Must have knowledge of PC applications (Lotus, WP, experience working with Nielsen ratings). A minimum of 2-3 years experience required. TV/Rep industry background a+. We offer a competitive salary and excellent benefit program. For consideration please send your resume with salary requirements to Petry, Inc., Human Resources Department, 5th Floor, 3 East 54th Street, NY, NY 10022. No phone calls please. EOE.

HELP WANTED PUBLIC RELATIONS

Public Relations Professional needed for PR department of dynamic Connecticut-based satellite communications company. Requires superior writing skills and ability to handle multiple projects under tight deadlines. Knowledge of broadcasting, cable and/or telecommunications industries and multilingual skills preferred. 1-3 years PR/IR/Journalism experience required. Title and salary commensurate with experience. Please fax or mail resume with writing sample to PR Department, PanAmSat Corporation, One Pickwick Plaza, Greenwich, CT 06830. Fax #203-622-9163. No phone calls please. EOE.

HELP WANTED PRODUCTION

WVNY-TV, the ABC affiliate in Burlington, VT, is currently seeking a full-time Director to join our progressive news production team. Prior directing experience required. WVNY is also seeking full and part-time Production Assistants. Responsibilities will include news videography, studio cameras, and production. Directing experience helpful. Send resume to John Seymour, Production Manager, WVNY-TV, 100 Market Square, Burlington, Vermont 05401. WVNY is an Equal Opportunity Employer.

Video Photographer/Editor. Time Warner Cable of Bakersfield, California has an immediate opening for the position of Video Photographer/Editor. This position is responsible for all phases of video production for commercial spots and contracted video projects. Candidate must have 2 to 4 years experience in all phases of video production, good knowledge of photogenic composition, practical knowledge of computer graphic and paint systems, digital FX, and both linear and non-linear editing systems, and excellent communication and customer relations skills. No phone calls please. Send resume to: Time Warner Cable, 3600 North Sillcutt Avenue, Bakersfield, CA 93308. EOE. M/F/D/V.

Television Production Manager. WDHN TV, a small market ABC affiliate has an immediate production opening. This position will oversee all production and production staff. Successful candidate will be experienced in all aspects of live studio and local commercial production. Excellent opportunity to move up to supervisory position. Send resume, VHS tape and salary requirements to WDHN-TV 18, P.O. Box 6237, Dothan, AL 36302. EOE.

Production. Growing network of Christian TV stations in Arkansas seeks full-time Editor with at least one year experience with linear and non-linear editing and graphics equipment. Duties also include directing live and taped programs. Call David Osburn, Production Director, Victory Television Network, Little Rock, AR (501) 223-2525, M-F, 8:30a-4:30p Central Time. EOE.

Producer/Director. NBC-affiliate, needs a candidate with news background to direct weekend newscasts, shoot and edit commercial production; familiarity with studio and post-production procedures; technical directing and news production experience a plus; must possess excellent communication and people skills. Benefit package offered with possible promotional opportunities. Send resume and tape to: Russell Spencer, Production Manager, KYMA-TV, 1385 South Pacific Avenue, Yuma, Arizona 85365 or fax to (520)782-5401. EOE.

Producer/Director: Plan, shoot, write, direct and produce diverse video projects, including VNRs. A key member of a two person production team. Excellent communications skills and a thorough knowledge of all aspects of video production required. AVID editing experience helpful. Successful candidate will have appropriate bachelor's and at least one year experience in video production. Salary low 20s. Excellent benefits. Position open August 1. Applications will be reviewed beginning July 8 until position is filled. Send application letter, resume and three references to Personnel Services, Purdue University, Freehafer Hall, West Lafayette, IN 47907-1126. Affirmative Action/Equal Opportunity Employer.

Orbis Broadcast Group needs another brilliant Producer to help program the American Airlines In-flight Video Network. If you are creative, experienced, like to travel and have produced wonderful magazine style segments, send tape and resume to: Orbis Broadcast Group, 100 South Sangamon, Chicago, IL 60607, Attn: Amy James. No phone calls!

Magazine-Show Videographer/Editor. Energized NBC affiliate, expanding local production to include a weekly magazine show, seeks talented, hardworking videographer with strong lighting and field production skills. Dynamic composition, an understanding of good sound, a progressive shooting style, and compelling editing are a must. You will join a creative team having fun producing a great product each week. Tell us how you fit our need in the letter that accompanies your tape and resume to Station Relations, WLEX-TV, PO Box 1457, Lexington, KY 40591. EOE.

Looking for an opportunity to move south? Expanding ad agency needs experienced shooters/editors with strong Beta Cam skills. Looking for a team player, fast editor, Video Toaster experience required, and non-linear knowledge a plus. Send resume and VHS tape to: The Firm, Attn: H. Haughey, P.O. Box 309, Citra, FL 32113.

Former Network T.V. News Producer sought for lucrative (\$75K+) NYC, SanFran, LA or DC-based position as a consultant to an expanding, high-powered TV publicity firm with national contacts. We do publicity to high journalistic standards. We require the same commitment plus a good working relationship with influential contacts at the network TV news level. Work from your home year-round, on easy schedule. Send resume plus general outline of areas of media influence to: New Century Communications, Inc., 1632 South Bayshore Court, #502, Miami, FL 33133.

Award-winning daily newscast seen by eight million viewers seeks outstanding Editor/Technical Director. Candidate will be responsible for daily studio wrap-arounds and post production of program, including live 2 way remotes and extensive graphic builds. Must have strong working knowledge of the following equipment: GVG 200 Switcher, GVG 141 Edit Controller, A-62 DDR, A-53 DVE. Possession of strong editing and technical background a must. Ability to work in a high pressure environment is essential. Competitive salary and excellent benefits package. For consideration, please send your resume and salary history to: Channel One, P.O. Box 74911, Los Angeles, CA 90004 or fax to (213)960-4002 atn: Patrick Murphy. No phone calls, please. Channel One is an Equal Opportunity Employer.

HELP WANTED PROGRAMMING

Manager, Programming & Research Leading TV rep firm seeks highly motivated Manager, Programming and Research Executive to produce and oversee all programming research and information. The successful candidate should be a team player with excellent interpersonal and communication skills. Must specialize in analyzing programming trends, metered market and NTI data. Candidate must create and oversee all written programming reports that are distributed internally and externally. A TV research background along with a broad-based knowledge of the TV industry. College degree required. Excellent oral and written communication skills required. Knowledge of Windows, WordPerfect 6.0, and Lotus 1-2-3. Industry software (SNAP and Micronode) a plus. We offer an excellent salary and benefits package. Send resume, including salary history to: Box JAA-298BC, 180 Varick Street, 2nd Fl., New York, NY 10014. EOE.

PROCESS SURVEYS

Star-Day Productions: Process TV Commercial Survey. Make \$20 per survey! EZ-\$. For info call (718) 857-4571.

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PROGRAMMING SERVICES



National Weather Network

"Kid's Weather Club" and custom local TV Weathercasts via satellite daily at most economical cash/barter rates. A virtual moneymaker for independent stations nationwide. Call Edward St. Pe' for market clearance and pricing info.
601-352-6673

RESUME TAPES

Career Videos prepares your personalized demo. Unique format, excellent rates, coaching, job search assistance, free stock. Great track record. 847-272-2917.

VIDEO SERVICES

Need video shot in the New York metropolitan area? Experienced crews, top equipment. Call Camera Crew Network (CCN). 800-914-4CCN.

HELP WANTED TECHNICAL

BROADCAST ENGINEER

Home Shopping Network, Inc., located on Florida's west coast, is seeking a Broadcast Engineer to maintain and repair TV and broadcast equipment. A minimum of two years in component level repair of digital video/audio equipment and FCC or SBE certification is required. Experience with Ikegami cameras, digital switchers, and Sony beta carts preferred. Please send your resume to:

Home Shopping Network, Inc.
Human Resources,
P.O. Box 9090
Clearwater, FL 34618
or Fax to: (813) 572-5801.

EOE. M/F.

CABLE

HELP WANTED NEWS

ESPN NEWS

The Sports News Network

24 HOUR TELEVISION NETWORK TO LAUNCH NOVEMBER 1

ESPNEWS will feature continuous scores, highlights, analysis, interviews, live press conferences, statistics, breaking news and the first sports marriage between online (ESPN SportsZone) and on-air. It will be a distinct service with its own on-air and production staff presenting new and innovative formats, but in the well-established tradition of ESPN and its flagship news shows. The following positions are based at our Bristol, CT location:

- Coordinating Producers • Producers
- Directors • Assignment Editors

The most important requirement is a passion for excellence in sports news reporting and production. Beyond that, a college degree, three to ten years of hands-on, major market experience, and a reputation as the best sports mind in your market. You must also be able to work on a team, and motivate peers and subordinates. If you have strong experience in Sports news and TV/Cable skills, or are at home in the control room, this is your shot!

We offer an attractive salary and benefits package, in addition to a stimulating work environment. Qualified candidates should send resumes, in confidence, to: **ESPN, Inc., ESPN Plaza, Bristol, CT 06010-7454, Attn: Human Resources, Ad# 1000, or Email to: JonesJ@espn.com.** No phone calls, please.

Equal Opportunity Employer M/F/D/V.

Attention: Cable Advertisers

Please contact Antoinette Fasulo @ 212.337.7073
or Fax 212.206.8327 for BROADCASTING & CABLE'S
CABLE CLASSIFIED DISPLAY AD RATES!

HELP WANTED SALES

Ad Sales Engineer. Degreed professional to serve needs of Cable Advertising operations. Knowledge of analog video, local area networking, and cable headend operations required. Specific knowledge of windows NT Networking and Digital insertion systems preferred. Opportunities in multiple locations. Resume to CableRep Engineering, c/o Cox Communications, Inc., 1400 Lake Hearn Drive, Atlanta, GA 30319. Fax: 404-843-5992. Cox Communications, Inc. is an Equal Opportunity Employer.

Advertising Sales Manager (Local). Oversee and supervise all sales activities of all A/E's, Sales Supervisor and office staff. Works under general supervision. Will assist Regional Manager. Recruit, hire, train, evaluate, staff. Previous sales management experience preferred. Baccalaureate degree or equivalent, plus 4 to 8 years media sales experience, preferred. Knowledge of cable television and advertising industry. Knowledge of competing media, cable programming, co-op advertising, media research, media promotions, and related legal issues. Prefer knowledge of traffic and billing and commercial insertion systems. Must possess high interpersonal competence, personable, approachable, enthusiastic, motivated, fair, firm, but calm, flexible, innovative and professional at all times. Must be able to operate the usual office equipment. Minor lifting involved. Frequent and extended periods of driving required. Valid driver's license. Successful applicant must pass drug/alcohol/physical screening, must submit to a criminal/DMV records inquiry. Applications/resumes to Adelphia Cable Communications, c/o Ana Reina, Human Resources, 830 Rte 37W, Toms River, NJ 08755. EOE.

Fax your classified ad to
B&C
Broadcasting & Cable
(212) 206-8327

HELP WANTED PRODUCTION



ESPN, the leader in sports programming, is seeking motivated professionals who will work in a high energy environment at ESPN Plaza in Bristol, CT in one of the following opportunities:

PROMO PRODUCER

This position requires 3-5 years' major market/network sports promo experience. Travel required. Management skills helpful, Spanish required. Ad# 1001

ASSOCIATE PRODUCER

Knowledge of international sports, plus two years of major market/network sports promotion experience. The ability to create, write and edit promotions are required. Spanish helpful. Ad# 1002

BROADCAST OPERATIONS TECHNICIANS

Minimum of one year experience in one or more of the following areas: master control room operations, videotape, basic editing, commercial processing, switching and audio operations. Ad #1004

COMMERCIAL TRAFFIC COORDINATOR

The successful candidate will have a basic understanding of commercial log scheduling and advertising account maintenance, as well as proven success in client service. Attention to detail and ability to keep up in a fast-paced, deadline-oriented environment are critical. Candidate must have a college degree in communications or similar field, as well as 2-3 years experience in a commercial traffic/advertising environment. Basic computer skills are necessary. Ad# 1005

Attractive salary and benefits package, plus a stimulating work environment. Qualified candidates should send resume and nonreturnable VHS tape, indicating Ad#, to: **ESPN, Inc., ESPN Plaza, Bristol, CT 06010-7454, Attn: Human Resources**, or Email to: JonesJ@espn.com.

Equal Opportunity Employer M/F/D/V.

If you want a fast-paced, action-packed career, come to Denver, CO and be part of the television technology of tomorrow. TCI's National Digital Television Center is seeking experienced individuals for Quality Control and Tape Operator positions. Interested applicants with related experience may submit a resume to: NDTC, 4100 Dry Creek Road, Office #115, Littleton, CO 80122. Fax: (303)486-3891. Resumes accepted until 07/05/96. Applicants must assume responsibility for all travel and lodging expenses. A drug test and criminal background check is required. EOE.

ALLIED FIELDS

HELP WANTED NEWS

Office Manager. News Bureau. National news gathering company is seeking a dedicated professional to manage West Coast bureau. Qualification include a degree in communication or administration and at least five years practical experience in news room situation. Applicant must have a history of solid client service and managerial experience. EOE. Send resume and salary history to Box 00858 EOE.

EMPLOYMENT SERVICES

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Inside Job Openings, Nationwide
PRESS ① Radio Jobs, updated daily
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 for more about how you can get daily updated job information call
800-237-8073
 Since 1986

TV Reporters, Anchors and Producers!!! You deserve the best chance to achieve your career goals. Call Tony Windsor at **NEWSDirections** (423) 843-0547 or leave toll-free voice mail at (800) 639-7347.

National Sports Jobs Weekly, PO Box 5725 Glendale AZ 85312, <http://www.sportsjobs.com> (602) 933-4345, 4 issues for \$39, 13 for \$89.

Just For Starters: Entry-level jobs and "hands-on" Internships in TV and radio news. National listings. For a sample lead sheet call: 800-680-7513.

Entry level TV News Reporters, MCS offers the hottest leads in the industry. Excellent placement rate. 12th year. 619-788-1082.

FINANCIAL SERVICES

Loans By Phone: Lease/finance new or used broadcasting equipment. Flexible payment plans. Flexible credit criteria. Call Jeff Wetter at Flex Lease, Inc. 800/699-FLEX.

EDUCATIONAL SERVICES

On-camera coaching: Sharpen TV reporting and anchoring/teleprompter skills. Produce quality demo tapes. Resumes. Critiquing. Private lessons with former ABC News correspondent. 914-937-1719. Julie Eckhart, ESP.

WANTED TO BUY EQUIPMENT

Used videotape: Cash for 3/4" SP, M2-90's, Betacam SP's. Call Carpel Video 301-694-3500.

FOR SALE EQUIPMENT

CLEARLY PRUDENT.

For video duplication, demos, audition reels, work tapes, our recycled tapes are technically up to any task and downright bargains. All formats, fully guaranteed. To order call:
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Lowest prices on videotape! Since 1979 we have been beating the high cost of videotape. Call Carpel for a catalog. 800-238-4300.

AM and FM transmitters, used, excellent condition, tuned and tested your frequency. Guaranteed. Financing available. Transcom. 800-441-8454, 215-884-0888, Fax 215-884-0738.

11 meter satellite transmit/receive antenna motorized, 2 port feed. 315-683-5669.

PUBLIC NOTICE

**BANKRUPTCY AUCTION SALE
PHOENIX AZ RADIO STATIONS**

KVVA-AM 860khz 1 kw (directional night only)
KVVA-FM CLASS C-3* upgrade to
25,000 Watts ERP at 2014 Ft MSI.
*under construction, target air date August 1, 1996

Preliminary bidding rounds commence July 9,
1996 All bidders must be prequalified
Final bidding round in US Bankruptcy Court,
Phoenix, AZ July 24, 1996

Any parties wishing additional information with respect to the stations, the sale procedures, or how to become a qualified bidder, may contact the stations' consultant
Don N. Nelson

C/O James E. Cross, Esq., Dillingham Cross, P.L.C. 5080 N. 40th Street, Suite 335 Phoenix, Arizona 85018

Phone (602) 234-0073 Fax (602) 468-0442

FOR SALE STATIONS

WANTED:
Dark or Failing AM/FM
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Contact:
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FOR SALE

Full-day, individual seminar for radio investors, given privately to you. Group owner/operator with 28 years experience and ex-NAB General Counsel explain station search, negotiation, financing, FCC rules, takeover, and many other topics you choose. Learn how to buy in today's environment. Call Robin Martin or Erwin Krasnow today for details and a brochure.

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**Florida, FULL POWER TV MAJOR
GROWTH MARKET, CASH FLOW.
PRICE; CALL BROKER**
HADDEN & ASSOC.
PH 407-365-7832 FAX 407-366-8801

Smaller market Tennessee Class A FM. This 6 kw Class A is ideal for an owner-operator. Cash flow positive with excellent image in the community. Priced attractively at \$650,000-only 6.5 times cash flow! Fax reply of interest to 410-531-3728.

Small combo, Georgia mountain vacation area; Combo, FM upgradable, Central Texas; Suburban AM, major Florida market; Others. Mayo Communications 813-971-2061.

WANTED TO BUY STATIONS

Wanted to purchase or lease with optional small market AM or FM from 50k-250k with real estate or G.M. position with direct buyout. Ted 914-357-4861, 914-357-9425.

AWARDS

Second Annual Medill School of Journalism/Strong Funds awards for best Midwestern coverage of business and financial news for the investor. Open to dailies, weeklies, monthlies and broadcast outlets in Illinois, Indiana, Iowa, Michigan, Minnesota, Missouri, North Dakota, Ohio, South Dakota, Wisconsin, for work published from July 1, 1995 through June 30, 1996. Sponsors: Medill School of Journalism, Northwestern University, and Strong Funds, a Milwaukee-based group of mutual funds. A \$2,500 prize for the best entry in each of seven categories: 1) Overall coverage of news for the investors by a daily, weekly, or monthly news organization. 2) Financial columnist (send 3 columns); 3) Spot news reporting on a personal finance topic affecting investors. Daily newspaper only; 4) Feature or column on a personal finance topic affecting investors. Daily, weekly or monthly; 5) Profile on a publicly-traded Midwestern company that offers useful information for investors. Daily, weekly, or monthly; 6) General markets coverage, feature or series, that helps investors understand stock, bond or other financial markets. Daily newspaper only; 7) Broadcast feature or series useful to investors. Deadline July 15. Applicants should submit original and one copy to Jan Boudart, c/o Medill School of Journalism, Fisk 204, Northwestern University, Evanston, IL 60208. Attention: Strong Funds/Medill awards.

FCC/EEO COMPLIANCE

Take a proactive approach to EEO Compliance. Compliance Surety Inc. can help you cut costs while improving and simplifying your EEO compliance efforts. Fax your request for free information to CSI at 719-592-9673. Include your station/company name, contact, address and phone number, or through Internet: www.erols.com/csinc

BROADCASTING & CABLE'S CLASSIFIED RATES

All orders to place classified ads & all correspondence pertaining to this section should be sent to BROADCASTING & CABLE, Classified Department, 245 West 17th Street, New York, NY 10011. For information call (212) 337-7073 and ask for Antoinette Fasulo.

Payable in advance. Check, money order or credit card (Visa, Mastercard or American Express). Full and correct payment must be in writing by either letter or Fax (212) 206-8327. If payment is made by credit card, indicate card number, expiration date and daytime phone number.

Deadline is Monday at 5:00pm Eastern Time for the following Monday's issue. Earlier deadlines apply for issues published during a week containing a legal holiday. A special notice announcing the earlier deadline will be published. Orders, changes, and/or cancellations must be submitted in writing. NO TELEPHONE ORDERS, CHANGES, AND/OR CANCELLATIONS WILL BE ACCEPTED.

When placing an ad, indicate the EXACT category desired: Television, Radio, Cable or Allied Fields; Help Wanted or Situations Wanted; Management, Sales, News, etc. If this information is omitted, we will determine the appropriate category according to the copy. NO make goods will run if all information is not included. No personal ads.

The publisher is not responsible for errors in printing due to illegible copy—all copy must be clearly typed or printed. Any and all errors must be reported to the Classified Advertising Department within 7 days of publication date. No credits or make goods will be made on errors which do not materially affect the advertisement. Publisher reserves the right to alter classified copy to conform with the provisions of Title VII of the Civil Rights Act of 1964, as amended. Publisher reserves the right to abbreviate, alter or reject any copy.

Rates: Classified listings (non-display). Per issue: Help Wanted: \$1.95 per word, \$39 weekly minimum. Situations Wanted: 1.05¢ per word, \$21 weekly minimum. Optional formats: Bold Type: \$2.25 per word, Screened Background: \$2.40, Expanded Type: \$2.95 Bold, Screened, Expanded Type: \$3.35 per word. All other classifications: \$1.95 per word, \$39 weekly minimum.

Word count: Count each abbreviation, initial, single figure or group of figures or letters as one word each. Symbols such as 35mm, COD, PD etc., count as one word each. A phone number with area code and the zip code count as one word each.

Rates: Classified display (minimum 1 inch, upward in half inch increments). Per issue: Help Wanted: \$173 per inch. Situations Wanted: \$87 per inch. Public Notice & Business Opportunities advertising require display space. Agency commission only on display space (when camera-ready art is provided). Frequency rates available.

Blind Box Service: (In addition to basic advertising costs) Situations Wanted: No charge. All other classifications: \$25 per issue. The charge for the blind box service applies to advertisers running listings and display ads. Each advertisement must have a separate box number. BROADCASTING & CABLE will now forward tapes, but will not forward transcripts, portfolios, writing samples, or other oversized materials; such are returned to sender. Do not use folders, binders or the like. Replies to ads with Blind Box numbers should be addressed to: Box (number), c/o Broadcasting & Cable, 245 W. 17th Street, New York, NY 10011

Confidential Service. To protect your identity seal your reply in an envelope addressed to the box number. In a separate note list the companies and subsidiaries you do not want your reply to reach. Then, enclose both in a second envelope addressed to CONFIDENTIAL SERVICE, Broadcasting & Cable Magazine, at the address above.

Changing Hands

continued from page 43

Myers (Joseph C. Schwartzel, president/owner). Schwartzel is VP/GM, Fort Myers Broadcasting Co., which owns WINK-TV-AM-FM Fort Myers/Naples.

Seller: Palmer Communications Inc., Des Moines, Iowa (Joseph Lentz, president); is selling WHO-TV Des Moines and KFOR-TV Oklahoma City. PCI is general partner of Palmer Broadcasting LP, which owns WHO(AM)-KLYF(FM) Des Moines and WMT-AM-FM Cedar Rapids, Iowa

Facilities: WNOG(AM): 1270 khz, 5 kw; WARO: 94.5 mhz, 100 kw; WNOG-FM: 93.5 mhz, 3 kw, ant. 299 ft.

Formats: WNOG(AM): big band; WARO: soft AC; WNOG-FM: news/talk

KSAL(AM)-KYEZ(FM) Salina, Kan.

Price: \$3 million cash plus cancellation of debt

Buyer: DLR Communications Corp., Fond du Lac, Wis. (Donald L. Rabbitt, president/owner). Rabbitt and his wife, Janet, own 46.5% of KWOA-AM-FM Worthington, Minn.

Seller: Independence Broadcasting Corp., Kenosha, Wis. (Peter Sulick, president); owns WLIP(AM)-WILL(FM) Kenosha and KOEL-AM-FM Oelwein, Iowa

Facilities: AM: 1150 khz, 5 kw; FM: 93.7 mhz, 100 kw, ant. 510 ft.

Formats: AM: news/talk; FM: country

WCCW-AM-FM Traverse City, Mich.

Price: \$2.2 million

Buyer: Midwestern Broadcasting Co., Traverse City (Ross A. Biederman, president/52.5% owner); owns WTCM-FM Traverse City, WKJF-AM-FM Cadillac, WATZ-AM-FM Alpena and WBCM(FM) Boyne City, all Mich.; has applied to build FM in Traverse City

Seller: Fabiano-Strickler Communications Inc., Mount Pleasant, Mich. (James C. Fabiano, president/60% owner); owns WSOO(AM)-WSUE(FM) Sault Ste. Marie, Mich. (Note: Fabiano-Strickler bought stations in 1984 for \$755,000.)

Facilities: AM: 1310 khz, 5 kw; FM: 107.5 mhz, 840 w, ant. 518 ft.

Formats: AM: MOR; FM: classic hits

WRNY(AM)-WSKS(FM) Rome and WADR(AM)-WUUU(FM) Remsen, N.Y.

Price: \$1.5 million

Buyer: Dame Media Consultants Inc., Harrisburg, Pa. (J. Albert Dame, president/83% owner); owns WGY(AM)-WRVE(FM) Schenectady, N.Y.;

The following station-sale applications were made public last week by the FCC:

■ **KCAL-TV Los Angeles** Price: \$385 million. Buyer: Young Broadcasting Inc. (Vincent J. Young, chairman/38.5% owner. Seller: Walt Disney Co. (Michael D. Eisner, chairman). Broker: Bear, Stearns & Co. Inc. (seller).

■ **Three-party deal involving KISW(FM) Seattle, WDSY-FM and WNRO(FM) (to be WJJJ) Pittsburgh and KTBZ(FM) Lake Jackson/Houston.** Value: \$105 million. Entertainment Communications Inc. (Entercom; Joseph M. Field, president/70.3% owner) is trading WDSY-FM and WNRO(FM) to Secret Communications LP (Frank E. Wood, president); Secret is paying Entercom \$20 million. Nationwide Communications Inc. (Steve Berger, president) is trading KISW to Entercom and giving Entercom \$12.5 million. Secret will trade rights to acquire KTBZ (current owner: Shamrock Broadcasting Inc.) to Nationwide. Broker: Gary Stevens.

WRAC(AM)-WKSJ(FM) Williamsport, WHP(AM)-WRVV(FM) and WKBO(AM) Harrisburg, WNTJ(AM)-WMTZ(FM) Johnstown, WRKK(AM) Hughesville and WRKK-FM Salladasburg, all Pa.; also is buying WUTQ(AM)-WOUR(FM) Utica (see next item)

Seller: Norma Eilenberg, Rome; no other broadcast interests

Facilities: WRNY: 1350 khz, 500 kw day, 60 w night; wsks: 102.5 mhz, 27 kw, ant. 649 ft.; WADR: 1480 khz, 5 kw day, 50 w night; WUUU: 93.5 mhz, 6 kw, ant. 300 ft.

Formats: WRNY: sports; wsks: CHR; WADR: sports; WUUU: new adult contemporary

WUTQ(AM)-WOUR(FM) Utica, N.Y.

Price: \$1.5 million

Buyer: Dame Media Consultants Inc. (see item, above)

Seller: Bendat Communications and Broadcasting Inc., Schenectady, N.Y. (Paul N. Bendat, 50% owner); owns WKLI(FM) Albany and WKBE(FM) Warrensburg, N.Y. Paul Bendat also owns 50% of WABY(AM) Albany and WEMX(FM) Ravena, N.Y.

Facilities: AM: 1550 khz, 1 kw; FM: 96.9 mhz, 16 kw, ant. 790 ft.

Formats: AM: classic MOR; FM: rock/AOR

WKLA-AM-FM Ludington, WMTE(AM) Manistee and WKZC(FM) Scottville, all Mich.

Price: \$1,130,068 (includes \$225,068 noncompete agreement)

Buyer: Lake Michigan Broadcasting Inc., Midland, Mich. (Roger K. Baerwolf, president/65% owner); no other broadcast interests

Seller: Chickering Associates Inc., Ludington (John E. Chickering, president); has applied to build FM in Reed City, Mich.

Facilities: AM: 1450 khz, 1 kw; FM: 106.3 mhz, 6 kw, ant. 400 ft.; WMTE: 1340 khz, 1 kw; wkzc: 94.9 mhz, 17 kw, ant. 400 ft.

Formats: AM: easy listening; FM: adult contemporary; WMTE: classic rock; wkzc: contemporary country

KAAB(AM) Batesville-KWOZ(FM) Mountain View, Ark.

Price: \$1.05 million for stock

Buyer: WRD Entertainment Inc., Batesville (Preston W. Grace Jr., president/86.2% owner); owns KBTA(AM)-KZLE-FM Batesville, Ark.

Sellers: John Dan Kemp, Daniel E. Thomas, Guy W. Moseley, Mountain View (before sale own 74.6% of FM, 51% of AM; after sale own 0% of both)

Facilities: AM: 1130 khz, 1 kw day; FM: 103.3 mhz, 100 kw, ant. 987 ft.

Formats: AM: religion; FM: C&W

WKWM(AM) Kentwood-WMHG(FM) Muskegon, Mich.

Price: \$680,000 (\$625,000 for WMHG; \$55,000 for wkwm)

Buyer: Goodrich Radio & Theaters Inc., Kentwood (Robert Emmett Goodrich, president); owns WODJ(FM) Greenville/Grand Rapids, WMRR(FM) Muskegon Heights and WSNX(AM)-WSNX-FM Muskegon

Seller: Richard L. Culpepper, Muskegon; owns WKWM(AM) Kentwood and 50% of company applying to build FM in Oscoda, Mich.

Facilities: AM: 1140 khz, 5 kw day FM: 107.9 mhz, 2.6 kw, ant. 348 ft.

Formats: Both urban contemporary

WACQ(AM) Tallahassee-WACQ-FM Tuskegee/Tallassee, Ala.

Price: \$300,001 (includes \$1 noncompete agreement)

Buyer: Tiger Communications Inc., Tallahassee, Ala. (Fred Randall Hughey, CEO); is buying WBIL-FM Tuskegee, Ala. (see item, below)

Seller: Tuskegee Communications Co. Inc., Montgomery, Ala. (Lee Holmes, president)

Facilities: AM: 1130 khz, 1 kw; FM: 99.9 mhz, 2.95 kw, ant. 466 ft.

Formats: AM: news/talk, sports; FM: oldies

Swap of KKLS(AM)-KKMK(FM) Rapid City for KSOO(AM)-KMXC-FM Sioux Falls, S.D.

Price: Tax-free exchange

Owner, KKLS-KKMK: Southern Minnesota Broadcasting Co., Rochester, Minn. (Gregory D. Gentling Jr., president/4.4% owner; Marquette Trust Co., 78.2% owner); owns KXRB(AM)-KKLS-FM Sioux Falls and KIKN(FM) Salem, S.D., and KROC-AM-FM Rochester and KYBA(FM) Stewartville, Minn. Gentling has applied to build FMs in Rapid City.

Owner, KSOO-KMXC-FM: T.E.I. Broadcasting of Sioux Falls Inc., Orono, Minn. (Thomas E. Ingstad, president/owner). Ingstad owns KIMM(AM), KFYS(FM) and KOUT-FM Rapid City (for other holdings see "Changing Hands," May 20) and has time brokerage agreement with KIXX(FM) Canton, S.D., which he will turn over to Southern Minnesota Broadcasting.

Facilities: KKLS: 920 khz, 5 kw day, 100 w night; KKMK: 93.9 mhz, 100 kw, ant. 650 ft.; KSOO: 1140 khz, 10 kw day, 5 kw night; KMXC-FM: 97.3 mhz, 60 kw, ant. 221 ft.

Formats: KKLS: oldies; KKMK: adult contemporary; KSOO: news/talk; KMXC-FM: country

RADIO: FM

WTKS(FM) Cocoa Beach/Orlando, Fla.

Price: \$25 million

Buyer: Paxson Communications Corp., West Palm Beach, Fla. (Lowell W. "Bud" Paxson, chairman/owner); owns WJRR(FM) Cocoa Beach/Orlando and WWNZ(AM) Orlando; is buying WDIZ(FM) Orlando; has LMA with WIRB(TV) Orlando; has time brokerage agreement with nearby WIRB(TV) Melbourne, Fla. (for other holdings see "Changing Hands," June 3)

Seller: Press Broadcasting Co., Neptune, N.J. (Robert McAllan, president); owns WKCF-TV Clermont/Orlando, and WBUD(AM)-WKXW-FM Trenton and WBSS-FM Millville/Atlantic City, N.J.

Facilities: 104.1 mhz, 100 kw, ant. 1,609 ft

Format: Talk

KKPS(FM) Brownsville and KFRQ(FM) Harlingen, Tex.

Price: \$6.1 million (includes \$600,000 noncompete agreement)

Buyer: Sunburst Radio Inc., Dallas (John M. Borders, president/89.5% owner); is buying KVLV(FM) Edinburg, Tex. Borders owns 84% of KGMV(FM) Aurora, KGBX(FM) Nixa and KGMV(AM)

Springfield, all Mo.; 69.1% of KYKZ-FM Lake Charles, La., and company buying KXZZ(AM)-KBIU(FM) Lake Charles.

Seller: Rio Grande Partners LP, Austin, Tex. (Dick Oppenheimer, president); no other broadcast interests

Facilities: KKPS: 99.5 mhz, 100 kw, ant. 1,034 ft.; KFRQ: 94.5 mhz, 100 kw, ant. 1,158 ft.

Formats: KKPS: Spanish music; KFRQ: adult rock

Broker: Americom

WSSZ(FM) Greensburg, Pa.

Price: \$2.4 million

Buyer: Sheridan Broadcasting Corp., Pittsburgh (Ronald R. Davenport Sr., chairman/joint owner with Judith M. Davenport); owns WAMO-FM Beaver Falls, Pa.; WAMO(AM) (formerly WYJZ) Pittsburgh and WUFO(AM) Amherst/Bufalo, N.Y.; is selling frequency of WAMO-FM Pittsburgh

Seller: WHJB Corp., Greensburg (Melvin A. Goldberg, president); owns WHJB(AM) Greensburg

Facilities: 107.1 mhz, 1.6 kw, ant. 450 ft.

Format: Classic hits

KXAC(FM) and KXAX(FM) St. James, Minn.

Price: \$800,000

Buyer: Minnesota Valley Broadcasting Co., Mankato, Minn. (Donald Linder, president/48.8% owner); owns KARP(FM) Glencoe, KTDE(AM) Mankato-KDOG(FM) North Mankato, KMHL(AM)-KKCK(FM) Marshall, KARL(FM) Tracy and KITN(FM) Worthington, all Minn.; 80% of KWOM(AM) Watertown, Minn. Linder has interest in KKSJ(FM) Eddyville, Iowa.

Seller: Rogers Broadcasting Inc., St. James (Richard Rogers, principal); no other broadcast interests

Facilities: KXAC: 100.5 mhz, 50 kw, ant. 433 ft.; KXAX: 104.9 mhz, 3 kw, ant. 289 ft.

Formats: KXAC: lite hits; KXAX: modern country

KCNA(FM) Cave Junction, Ore.

Price: \$750,000

Buyer: Opus Broadcasting Systems Inc., Irvine, Calif. (Henry L. Flock, president/80% owner); is buying KYJC(FM) Grants Pass and KRTA(AM) Medford, Ore.

Seller: Charles R. Knerr, Grants Pass, Ore.; no other broadcast interests

Facilities: 102.7 mhz, 100 kw, ant. 1,976 ft.

Format: Oldies

WBIL-FM Tuskegee, Ala.

Price: \$450,000

Buyer: Tiger Communications Inc., Tallahassee, Ala. (Fred Randall Hughey, CEO); is buying WACQ-AM-FM Tallahassee (see item, above)

Seller: George Clay, Cornelius L. Hopper, Ellis Hall, Tuskegee; owns WBIL(AM) Tuskegee

Facilities: 95.9 mhz, 3 kw, ant. 320 ft.

Format: Urban contemporary

WCCA-FM Shallotte, N.C.

Price: \$400,000

Buyer: Rodwell Family Associates LP, Durham, N.C. (Roy O. Rodwell, co-owner); no other broadcast interests

Seller: Sound Business of Coastal North Carolina Inc., Elizabethtown, N.C. (Arthur S. DeBerry, principal). DeBerry owns WAGR(AM)-WJSK(FM) Lumberton, N.C.; 50% of WBLA(AM)-WGQR(FM) Elizabethtown.

Facilities: 106.3 mhz, 6 kw, ant. 328 ft.

Format: Oldies/beach music

Broker: Gordon Rice Associates

RADIO: AM

WHKW-AM and intellectual property of WHKW-FM Louisville

Price: \$1 million

Buyer: Clear Channel Communications Inc. (L. Lowry Mays, president); owns/is buying WHAS(AM)-WAMZ(FM) and WWKY(AM)-WTFX(FM) Louisville (for other holdings see page 27)

Seller: Regent Communications Inc., Covington, Ky. (Terry S. Jacobs, president); is buying WVEZ(FM) Louisville; owns WFSR(FM) (formerly WHKW-FM) Corydon, Ind./Louisville; WDJX-FM, WHKW(AM) (formerly WRES-AM) and WFIA-AM, all Louisville; KUDL-FM and KMXX(FM) Kansas City, Mo.; KKDD(AM) North Las Vegas and KSNE-FM and KFMS-FM Las Vegas; WEZL(FM) and WXLV(FM) Charleston, S.C., and KKAT(FM) Ogden/Salt Lake City and KALL(AM)-KODJ(FM) Salt Lake City; is selling WLQT(FM) Kettering/Dayton and WDOL(FM) Englewood/Dayton, Ohio

Facilities: 1080 khz, 10 kw day, 1 kw night

Format: Country

KSIR(AM) Brush, Colo.

Price: \$665,000

Buyer: JMS Broadcasting LLC, Garden City, Kan. (Kevin M. Shaffer, president/33.3% owner)

Seller: New Directions Media Inc., Greeley, Colo. (Robert D. Zellmer and spouse Marjorie M., owners); owns KRDZ(AM)-KATR-FM Wray, Colo.; has applied to build FM in Brush. Robert Zellmer owns KSIR-FM Brush.

Facilities: 1010 khz, 25 kw day, 28 w night

Format: Talk/news, sports

—Compiled by Elizabeth A. Rathbun

For the Record

"For the Record" compiles applications filed with and actions taken by the FCC. Applications and actions are listed by state; the date the application was filed or the action was taken, when available, appears in *italics*.

Abbreviations: AOL—assignment of license; ant.—antenna; ch.—channel; CP—construction permit; D.I.P.—debtor in possession; ERP—effective radiated power; khz—kilohertz; km—kilometers; kw—kilowatts; m.—meters; mhz—megahertz; mi—miles; TL—transmitter location; w—watts. One meter equals 3.28 feet.

NEW STATIONS

Filed/Accepted for filing

Lisman, Ala. (BPH-960606MD)—K. Darryl Jackson (P.O. Box 566, Butler, AL 36904) for FM at 107.7 mhz, ERP 6 kw, ant. 100 m., .75 mi. E of center of Butler on SH 10. Jackson owns 49% of WPRN(AM) and WOGL(FM) Butler and has applied for FM in DeKalb, Miss. *June 6*

Rome, Ga. (BPED-960510MB)—Immanuel Broadcasting Network Inc. (Ed Tuten, president/14.29% owner, P.O. Box 1000, Cartersville, GA 30120) for FM at 91.3 mhz, ERP 1 kw, ant. 227 m., WOTU-FM tower atop Horseleg Mtn. Immanuel owns WCCV(FM) Cartersville and WJCK(FM) Cedartown, Ga. *May 10*

St. Martinsville, La. (BPED-960607MD)—American Family Association (Donald E. Wildmon, president, P.O. Drawer 2440, Tupelo, MS 38803) for FM at 91.9 mhz, ERP 50 kw, ant. 149 m., 1830 Gullot Rd., Youngsville. Family owns FMs in Tupelo, Cleveland and Forrest, Miss., Wichita and Topeka, Kan., an AM in Forrest, Miss., and has CP for an FM in Clovis, N.M., and has applied for FMs in Selma, Ala.; Forrest City, Ark.; Dublin and Waycross, Ga.; Flora, Kankakee and Pana, all Ill.; Salina and Independence, Kan.; Muskegon, Mich.; McComb and Natchez, Miss.; Kennett, Mo.; Hubbard, Neb.; Steubenville, Ohio; Ardmore, Durant and Stillwater, Okla.; Clarkesville and Shelbyville, Tenn., and Huntsville, Victoria and

Odessa, Tex. *June 7*

Stonewall, Miss. (BPH-960610ME)—Broadcasters & Publishers Inc. (G. Dean Pearce, president, 4307 Highway 39 North, Meridian, MS 39301) for FM at 106.9 mhz, ERP 6 kw, ant. 100 m., .95 km E of US Hwy 45, on N side of CR 473 in Clarke Co. owns WZMP(FM) Marion, WJDO(FM) and WMGP(AM) Meridian, and WWKZ(FM) New Albany, and is buying WZKS(FM) Union, all Miss. Houston L. Pearce, owner of the company, owns WTSK(AM) and WTUG(FM) Tuscaloosa and is buying WTID(FM) Reform, all Ala.; 40% of WXYK(FM) Pascagoula, Miss.; 50.86% of WARF(AM) Jasper and WFFN(FM) Cordova, Ala., and 33% of KHLA(FM) and KLCL(AM) Lake Charles, La. *June 10*

Stonewall, Miss. (BPH-960610MF)—Stonewall Broadcasters Inc. (Mary C. Glass, president/25% owner, 100 22nd Ave. South, Ste. A, Meridian, MS 39301) for FM at 106.9 mhz, ERP 6 kw, ant. 100 m., off Clarke CR 470, 1.3 mi. E of Hwy 45. *June 10*

Stonewall, Miss. (BPH-960610MC)—East Mississippi Broadcasters Inc. (Clay E. Holladay, president/owner, P.O. Box 1699, Meridian, MS 39302) for FM at 106.9 mhz, ERP 2.55 kw, ant. 155 m. Holladay owns KRUV(FM) Bastrop, La., 90% of WYBZ(FM) Mary Ester, and WKSM(FM) and WFTW-AM Fort Walton Beach, Fla., and 80% of WDJR(FM) Enterprise, Ala., and has applied for FM in DeKalb, Miss. *June 10*

Durant, Okla. (BPED-960610ML)—American Family Association (Donald E. Wildmon, president, P.O. Drawer 2440, Tupelo, MS 38803) for FM at 91.1 mhz, ERP 1 kw, ant. 28 m., 2017 East Hwy. Family owns FMs in Tupelo, Cleveland and Forrest, Miss., Wichita and Topeka, Kan., an AM in Forrest, Miss., and has CP for an FM in Clovis, N.M., and has applied for FMs in Selma, Ala.; Forrest City, Ark.; Dublin and Waycross, Ga.; Flora, Kankakee and Pana, all Ill.; Salina and Independence, Kan.; St. Martinsville, La.; Muskegon, Mich.; McComb and Natchez, Miss.; Kennett, Mo.; Hubbard, Neb.; Steubenville, Ohio; Ardmore and Stillwater, Okla.; Clarkesville and

Shelbyville, Tenn., and Huntsville, Victoria and Odessa, Tex. *June 10*

Barnesboro, Pa. (960520MI)—B.S. Broadcasting Inc. for FM at 93.5 mhz. *May 20*

Brookville, Pa. (BPH-960521ML)—Priority Communications Inc. (Jay M. Philippone, president/owner, 51 W. Long Ave., DuBois, PA 15801) for FM at 103.3 mhz, ERP 15 kw, ant. 130 m., 2 mi. S of Coolspring, Pa. Philippone owns WDSN(FM) Reynoldsville and WLEM(AM) and WOXY(FM) Emporium, Pa. *May 21*

Brookville, Pa. (9605020MC)—Robert M. Stevens (1005 Treasure Lake, Dubois, PA 15801) for FM at 93.3 mhz. Stevens and his wife, Ashley R., own WAIU(FM) Galetton and are selling WXVE(FM) Spangler and WKVE(FM) St. Mary's, all Pa. Stevens has applied for FM in Barnesboro, Pa., and has a 51% interest in an application for FM in Lakewood, N.Y. *May 20*

Brookville, Pa. (BPH-960520MD)—Vernal Enterprises Inc. (Larry L. Schrecongost, president/51% owner, P.O. Box 371, Kittanning, PA 16201) for FM at 103.3 mhz, ERP 4.5 kw, ant. 229 m. Vernal owns WTYM(AM) Kittanning, and has applied for FM in Barnesboro, Pa. *May 20*

Clarkesville, Tenn. (BPED-960607MC)—American Family Association (Donald E. Wildmon, president, P.O. Drawer 2440, Tupelo, MS 38803) for FM at 88.3 mhz, ERP 9 kw, ant. 150 m., 1030 Cunningham Rd., Cumberland Furnace, Tenn. Family owns FMs in Tupelo, Cleveland and Forrest, Miss., Wichita and Topeka, Kan., an AM in Forrest, Miss., and has CP for an FM in Clovis, N.M., and has applied for FMs in Selma, Ala.; Forrest City, Ark.; Dublin and Waycross, Ga.; Flora, Kankakee and Pana, all Ill.; Salina and Independence, Kan.; St. Martinsville, La.; Muskegon, Mich.; McComb and Natchez, Miss.; Kennett, Mo.; Hubbard, Neb.; Steubenville, Ohio; Ardmore, Durant and Stillwater, Okla.; Clarkesville and Shelbyville, Tenn., and Huntsville, Victoria and Odessa, Tex. *June 7*

Comanche, Tex. (BPH-960605MB)—Charles Haddon Strickland (P.O. Box 1652, Stephenville, TX 76401) for FM at 94.3 mhz, ERP 29.5 kw, ant. 196.6 m. Strickland owns KSTV(AM) Stephenville and is buying KSTV-FM Dublin, Tex. *June 5*

Victoria, Tex. (BPED-960610MK)—American Family Association (Donald E. Wildmon, president, P.O. Drawer 2440, Tupelo, MS 38803) for FM at 88.5 mhz, ERP 1 kw, ant. 61 m. Family owns FMs in Tupelo, Cleveland and Forrest, Miss., Wichita and Topeka, Kan., an AM in Forrest, Miss., and has CP for an FM in Clovis, N.M., and has applied for FMs in Selma, Ala.; Forrest City, Ark.; Dublin and Waycross, Ga.; Flora, Kankakee and Pana, all Ill.; Salina and Independence, Kan.; St. Martinsville, La.; Muskegon, Mich.; McComb and Natchez, Miss.; Kennett, Mo.; Hubbard, Neb.; Steubenville, Ohio; Ardmore, Durant and Stillwater, Okla.; Clarkesville and Shelbyville, Tenn., and Huntsville and Odessa, Tex. *June 10*

BY THE NUMBERS

BROADCAST STATIONS

Service	Total
Commercial AM	4,906
Commercial FM	5,285
Educational FM	1,810
Total Radio	12,001
VHF LPTV	561
UHF LPTV	1,211
Total LPTV	1,772
FM translators & boosters	2,453
VHF translators	2,263
UHF translators	2,562
Total Translators	7,278

Service	Total
Commercial VHF TV	559
Commercial UHF TV	622
Educational VHF TV	123
Educational UHF TV	240
Total TV	1,544

CABLE

Total systems	11,660
Total subscribers	62,231,730
Homes passed	91,750,000
Cable penetration*	65.3%

*Based on TV household universe of 95.9 million
Sources: FCC, Nielsen, Paul Kagan Associates

GRAPHIC BY BROADCASTING & CABLE

—Compiled by Jessica Sandin

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THIS WEEK

July 1—Deadline for entries for the *South Carolina Broadcasters Association* State Television and Radio (STAR) Awards, which honor outstanding achievements in South Carolina broadcasting. Contact: Sunny Jewell, (803) 777-6783.

JULY

July 10-12—WCA '96, *Wireless Cable Association* annual convention. Denver Convention Center, Denver. Contact: Sherry Crittenden, (202) 452-7823.

July 12-13—*Oklahoma Association of Broadcasters* summer meeting. Shangri-La Resort, Afton, Okla. Contact: Carl Smith, (405) 848-0771.

July 13-17—*National Association of Broadcasters* executive management development seminar for radio broadcasters. University of Notre Dame, South Bend, Ind. Contact: B.J. Cohen, (202) 775-3510.

July 14-16—*Florida Cable Telecommunications Association* annual convention. Registry Resort, Naples, Fla. Contact: Cindy Doheny, (904) 681-1990.

July 14-16—35th annual *New York State Broadcasters Association* executive conference. Rye Town Hilton, Rye Brook, N.Y. Contact: Mary Anne Jacon, (518) 456-8888.

July 14-17—CTAM '96 national marketing conference, presented by the *Cable Television Administration and Marketing Society*. Boston Marriott Copley Place, Boston. Contact: (703) 549-4200.

July 15—*Alliance for Community Media* international conference and trade show. Hyatt Regency Crystal City, Arlington, Va. Contact: (202) 393-2650.

July 17-20—Deadline for entries for the *National Breast Cancer Awareness Month Profiles in Progress Awards*, which honor excellence in reporting on the subject of breast cancer. Contact: Gail Leicht, (312) 464-7901, ext. 230.

July 18—Electronic data interchange (EDI) workshop for network cable TV buyers and sellers, presented by the *Electronic Commerce Committee*. Offices of Price Waterhouse, New York. Contact: Elizabeth Carr, (212) 258-8163.

July 20-23—49th annual *California Broadcasters Association* convention. Doubletree Hotel, Monterey, Calif. Contact: (916) 444-2237.

July 23—*National Association of Broadcasters* radio license renewal seminar. Doubletree Hotel at Fisherman's Wharf, Monterey, Calif. Contact: Christina Griffin, (202) 775-3511.

July 24-25—Andina Link '96, conference on Andean-region pay TV, presented by *Television Digital de Colombia* and *Global Exposition Holdings*. Cartagena Convention Center, Cartagena, Colombia. Contact: Gerard Herrador, (713) 342-9826.

July 25—*National Association of Broadcasters* radio license renewal seminar. Orange County Airport Hilton, Irvine, Calif. Contact: Christina Griffin, (202) 775-3511.

July 25-27—*Public Radio News Directors Inc.* annual conference and awards banquet. Washington Marriott Hotel, Washington. Contact: Debbie Elliott, (334) 981-5519.

July 25-27—*Southwest National Religious Broadcasters* annual conference. Dallas/Fort Worth Marriott, Dallas. Contact: (318) 783-1560.

July 27—*California-Nevada TV-Radio Association of Canada* regional seminar. KEYT-TV, Santa Barbara, Calif. Contact: Rachel Ambrose, (213) 626-1200.

July 28-30—*Oregon Cable Telecommunications Association* 25th annual convention and trade show. Inn of the Seventh Mountain, Bend, Ore. Contact: (503) 362-8838.

AUGUST

Aug. 10-13—*Association for Education in Journalism & Mass Communication/Association of Schools of Journalism & Mass Communication*

79th annual convention. Anaheim Hilton, Anaheim, Calif. Contact: (803) 777-2005.

Aug. 11-13—Joint summer meeting of the *North Carolina Cable Telecommunications Association* and *South Carolina Cable Television Association*. Radisson Hotel, Myrtle Beach, S.C. Contact: (919) 834-7113.

Aug. 14-17—*Asian American Journalists Association* 9th annual national convention. Radisson St. Paul, St. Paul. Contact: (415) 346-2051.

Aug. 15—Electronic data interchange (EDI) workshop for network cable TV buyers and sellers, presented by the *Electronic Commerce Committee*. Offices of Price Waterhouse, New York. Contact: Elizabeth Carr, (212) 258-8163.

Aug. 15-17—50th annual *West Virginia Broadcasters Association* Greenbrier meeting. Greenbrier Resort, White Sulphur Springs, W.Va. Contact: (304) 744-2143.

Aug. 19-21—48th annual meeting and management retreat of the *Michigan Association of Broadcasters* and *Michigan Public Broadcasting*. Grand Hotel, Mackinac Island, Michigan. Contact: (800) 968-7622.

Aug. 21-25—*National Association of Black Journalists* 21st annual convention. Stouffers Renaissance, Nashville. Contact: (703) 648-1270.

SEPTEMBER

Sept. 7-9—*National Association of Broadcasters* Television Hundred Plus Exchange. Hyatt Grand Cypress Hotel, Orlando, Fla. Contact: Carolyn Wilkins, (202) 429-5366.

Sept. 8—48th annual Primetime Emmy Awards, presented by the *Academy of Television Arts & Sciences*. Pasadena Civic Auditorium, Pasadena, Calif. Contact: (818) 763-2975.

Sept. 10-12—6th regional *Audio Engineering Society* convention. World Congress Centre, Melbourne, Victoria, Australia. Contact: (212) 661-8528.

Sept. 10-15—*National Association of Black-Owned Broadcasters* 20th annual fall broadcast management conference. Sheraton Washington, Washington. Contact: (202) 463-8970.

Sept. 11—"Hollywood Meets DRTV—The Direct Response Television Conference for Entertainment Marketers," presented by *Advantstar Expositions*. Universal Sheraton, Los Angeles. Contact: (714) 513-8481.

Sept. 11-12—Canada Link '96, presented by *Evert Communications Ltd.* and *Global Exposition Holdings*. Toronto Hilton & Towers, Toronto. Contact: Debby Lawes, (613) 728-4621.

Sept. 11-15—CANITEC '96, exhibition and convention presented by *Camara Nacional de la Industria de Television por Cable (Mexican National Cable Television Association)*. Expover, Boca del Rio, Veracruz, Mexico. Contact: Aurora Silva Rosales, (525) 682-02-98.

Sept. 12-13—"Telco 101: Cable Meets Telephony," course presented by *Women in Cable & Telecommunications*. Offices of Robins, Kaplans, Miller & Ciresi, Minneapolis. Contact: Molly Coyle, (312) 634-2353.

Sept. 13-17—1996 *International Broadcasting Convention*. Amsterdam, Holland. Contact: 011 44 171 240 3839.

Sept. 16-17—*Corporation for Public Broadcasting* annual meeting. CPB Headquarters, Washington. Contact: Jeannie Bunton, (202) 879-9687.

Sept. 18-20—*Women in Cable & Telecommunications* executive development seminar. Inverness Hotel and Golf Club, Denver. Contact: Christine Bollettino, (312) 634-2335.

Sept. 19—*International Radio & Television Society Foundation* newsmaker luncheon. Waldorf-Astoria, New York City. Contact: Marilyn Ellis, (212) 867-6650.

Sept. 19—Electronic data interchange (EDI) workshop for network cable TV buyers and sellers, presented by the *Electronic Commerce Committee*. Offices of Price Waterhouse, New York. Contact: Elizabeth Carr, (212) 258-8163.

Sept. 19-21—77th national convention of the *Society of Professional Journalists*. Hyatt Regency, Crystal City, Va. Contact: (317) 653-3333.

Sept. 20-22—*Maine Association of Broadcasters* annual meeting and convention. The Asticou Inn, Northeast Harbor, Me. Contact: Suzanne Goucher, (207) 623-3870.

Sept. 24—Broadcasting & Cable Interface X conference, co-sponsored by *BROADCASTING & CABLE* and the *Federal Communications Bar Association*. New York Grand Hyatt, New York City. Contact: Joan Miller, (212) 337-6940.

Sept. 25-27—*Broadcast Technology Society* 46th annual broadcast symposium. Washington Hotel, Washington. Contact: (919) 752-7181.

Sept. 27-29—*Oregon Association of Broadcasters* 56th annual fall conference. Inn of the Seventh Mountain, Bend, Ore. Contact: (541) 343-2101.

OCTOBER

Oct. 1-4—Eighth annual *Electronic Industries Association/Consumer Electronics Manufacturers Association* digital audio and video workshop. Holiday Select Inn, Philadelphia. Contact: Cynthia Upson, (703) 907-7674.

Oct. 3-4—"Managing Change in an Evolving Industry," course presented by *Women in Cable & Telecommunications*. TCI Building, Denver. Contact: Molly Coyle, (312) 634-2353.

Oct. 3-5—SCaT/India Link, conference on Indian cable and pay TV presented by *Global Exposition Holdings* and *Satellite and Cable TV Magazine*. Nehru Exhibition Center, Bombay, India. Contact: (713) 342-9826.

Oct. 5-6—MIPCOM Junior, youth programing convention and exhibition, presented by the *Reed Midem Organisation*. Palais des Festivals, Cannes, France. Contact: Madeline Noel, (203) 840-5301.

Oct. 5-8—*Association of National Advertisers* 87th annual meeting and business conference. Ritz Carlton, Amelia Island, Fla. Contact: (212) 697-5950.

Oct. 7-11—MIPCOM '96, international communications convention and exhibition, presented by the *Reed Midem Organisation*. Palais des Festivals, Cannes, France. Contact: Madeline Noel, (203) 840-5301.

Oct. 9-12—World Media Expo, comprising the *National Association of Broadcasters Radio Show* (contact: [800] 342-2460); *Radio Television News Directors Association* international conference (contact: Rick Osmanski, [202] 467-5200); *Society of Broadcast Engineers* annual conference (contact: John Poray, [317] 253-1640); *Society of Motion Picture and Television Engineers* 138th technical conference (contact: [914] 761-1100), and *Television Bureau of Advertising* first annual forecasting conference (contact: [212] 486-1111). Los Angeles Convention Center, Los Angeles. Contact: (202) 775-4970.

NOVEMBER

Nov. 11—*Broadcasting & Cable* 1996 Hall of Fame Dinner. Marriott Marquis Hotel, New York City. Contact: Steve Labunski, (212) 213-5266.

DECEMBER

Dec. 11-13—The Western Show, presented by the *California Cable Television Association*. Anaheim Convention Center, Anaheim, Calif. Contact: (510) 428-2225.

JANUARY 1997

Jan. 13-16—*National Association of Television Programming Executives* 33rd annual program conference and exhibition. Ernest Morial Convention Center, New Orleans. Contact: (310) 453-4440.

Major Meeting dates in red

—Compiled by Kenneth Ray
(ken.ray@b&c.cahners.com)

The challenge of making things work

As a young child, Andy Setos already was displaying a penchant for engineering. "I always focused on how things worked and how they could be taken apart," he says.

While that boundless curiosity may have driven his mother "a little crazy," it serves him well as News Corp.'s executive vice president of the News Technology Group. Today, Setos must know the inner workings of myriad television operations, including Fox Television, the Fox Television Stations group, the new Fox cable news channel, the DBS start-up ASkyB, and News Corp.'s multiple satellite ventures in Europe, Asia and Latin America.

Setos's early technical bent led him to study electrical engineering at Columbia University's School of Arts and Sciences. But what turned him on to the broadcast world was WKCR-FM, the student-run college radio station. "It was a real important shaping part of my life, of what was fun and exciting and relevant," he says. "I could use my engineering skills, and it all clicked."

By his senior year, Setos was the station's general manager. But before that, he interned at the ABC TV network in 1970, providing "summer relief" to vacationing technicians.

"I got two important experiences there," Setos says. "One, not only was radio broadcasting exciting but television broadcasting was even more exciting. But the real icing on the cake was that I was given an opportunity to work on the crew for the rehearsals of *Monday Night Football*. That was the premiere season, so I got a marvelous experience of the excitement of doing something brand new and working with a great bunch of people."

After graduating in 1971, Setos ended up at local PBS station WNET. There he got to work on innovative programming such as *Live from Lincoln Center* and *The MacNeill/Lehrer Report*, and work with new technology such as portable cameras, stereo television and small-format videotape. He was named chief engineer, design and quality, in 1975.

Setos was excited to jump into the new world of cable, and his experience with stereo television was the hook that got him there. In 1980 he moved to Warner Amex Satellite Entertainment, "a little company that had an idea of doing something called MTV," which was followed



"Production is like a factory, and the cost of production and distribution is critical."

Andrew George Setos

Executive VP, news technology group, News Corp., New York, and fellow, Society of Motion Picture and Television Engineers; b. April 29, 1949, New York; BS, electrical engineering, Columbia University, 1971; WNET (TV) Newark, N.J.: design and quality engineer, 1971-75; chief engineer, 1975-80; Warner Amex Satellite Entertainment Co., New York: senior VP, engineering, 1980-81; senior VP engineering/operations, 1981-86; Viacom Networks Group, New York: senior VP, engineering/operations, 1986-88; Fox Inc., senior VP, broadcast operations and engineering, 1988-95; current position since January 1996; m. Lisa Harbach, June 23, 1984; son, George Andrew, 3.

by Nickelodeon, Viewer's Choice and The Movie Channel.

After starting at Warner Amex as vice president of engineering, Setos quickly added operations to his responsibilities, giving him broad involvement in production, post-production, playback and transmission, particularly in the emerging world of satellite distribution.

"The most important contribution I made to the company was organizing satellite capacity, which was both expensive and in short supply," he says. "The maneuverings, which had a business and a technology bent, were really the trick."

"My paradigm is that production is like a factory; we make things, and the cost of production and distribution is critical. The cost and surety of distribution using satellites is critical. I'm always looking for technologies that are going to provide us with new features—which a lot of people tend to focus on—but equally important is when, all of a sudden, things are less expensive because of a new tool."

In 1988 Setos was wooed to Fox Inc. as its senior vice president of broadcast operations and engineering. His initial tasks were to oversee operations for the fledgling television network and to manage the technical upgrade of Fox's eight owned stations. His duties soon broadened into the production realm as he took on the operational management of 20th Century Fox and Twentieth Television. His experiments in 1989 with fiber backhauls for *America's Most Wanted* led to Fox's extensive use of fiber transmission when it launched its NFL coverage in 1994.

With the huge task of overseeing Fox's entry into sports broadcasting behind him, Setos soon found Rupert Murdoch heaping more work on his desk in 1995 with News Corp.'s aggressive satellite expansion abroad and its plans for a 24-hour cable news channel. In January, he decided to relinquish his responsibilities for Fox's studio operations while retaining his domestic television duties and move into a broader technology role within News Corp. He is now hard at work designing DBS birds for ASkyB, the domestic DBS venture of News Corp and MCI.

"History repeats itself," he says. "While I'm still involved in all phases of the corporation, distribution continues to be the real strategic part of my portfolio." —GD

Fates & Fortunes

BROADCAST TV

Rena Salzman, director, retail marketing research, The Television Bureau of Advertising, joins WCVB-TV Boston as sales marketing manager.

Bill Eldred, regional sales manager, KOVR(TV) Stockton/Sacramento, Calif., named local sales manager.

Arnie Routson, local sales manager, WKRC-TV Cincinnati, joins WDSU(TV) New Orleans in same capacity.

Bill Christman, chief engineer, WDEF-TV Chattanooga, and **Jim Brady**, chief engineer, WTVQ-TV Lexington, Ky., named directors, engineering, Region I and II, respectively, Park Communications, Lexington.

Appointments at KING-TV Seattle: **Sammi Mendenhall**, promotions writer/producer, WRIC-TV Petersburg, Va., joins as marketing writer/producer; **Akemi Takei**, sports reporter/anchor, WDKY-TV Danville, Ky., joins as sports reporter; **Cheryl Lynne Blackwill**, senior promotions producer, named creative director.

Gail Huff, part-time reporter, *EyeOpener* newscast, WCVB-TV Boston, named full-time reporter/producer.

Paul Shipley, assistant and interim news director, KOAT-TV Albuquerque, N.M., named news director.

David Conant, director, Broadcast Center Services, CBS Operations and Engineering Division, New York, named director, broadcast operations and engineering, WCBS-TV there.

Grant Kuwada, account executive, KAYU-TV Spokane, Wash., named local sales manager.

Al Klensch, weekend anchor/reporter, WBIR-TV Knoxville, Tenn., joins WJHL-TV Johnson City, Tenn., as weekday 6 and 11 p.m. anchor.

Debra Morgan, anchor/reporter, WRAL-TV Raleigh, N.C., named co-anchor, 5:30 and 11 p.m. newscasts.

Susan Sullivan, news director, KNXV-TV Phoenix, joins WTTG(TV) Washington in same capacity.

David Cassidy, news director, WVEC-TV Hampton, Va., named Washington bureau chief, A.H. Belo Corp.'s broadcast division. Belo's broadcast division Washington bureau will be formed by consolidating the bureaus of its three

largest stations in Dallas, Houston and Seattle. The bureau will include a production studio and is scheduled to open in January 1997.

Raymond James Cardoza, assignment editor, WNJT(TV) Trenton, N.J., joins WNBC(TV) New York as weekend assignment desk supervisor.

Karla Nelson, marketing director, KJRH(TV) Tulsa, Okla., joins WTVJ(TV) Miami as VP, creative services.

Bruce Cummings, general sales manager, KULR-TV Billings, Mont., named GM.

Bob Schaefer, managing editor, KHOU-TV Houston, named assistant news director.

PROGRAMING



Barkley-Lewis

Appointments at Turner properties: **Constance Barkley-Lewis**, marketing director, original programming, TBS Originals, Atlanta, named VP, marketing; **Kelly Cole**, associate creative direc-

tor, on-air promotion, TBS Superstation, Atlanta, named VP/creative director; **Johnathan Harris** and **Andre Carey**, senior directors, business affairs, Turner Broadcasting, Los Angeles, named VPs.

Appointments at Alliance Television, Toronto: **Lisa Pierce**, director, marketing, Alliance International, named VP, marketing, Alliance Television; **Tony Cianciotta**, VP/GM, Alliance Releasing (theatrical distribution division), named senior VP/GM, distribution.

Susan Rogers, director, educational technology center of academic services and computing, Rochester Institute of Technology, joins WXXI-TV Rochester, N.Y., as VP/COO, public broadcasting council.

Charles Hirschhorn, executive VP, Hollywood Pictures, Burbank, Calif., adds president, Walt Disney Telefilms, to his responsibilities; **Peter Aronson**, consultant to Walt Disney Television during pilot season, named senior VP, creative affairs.

Gene Steinberg, director, program development and operations, KPHO-TV Phoenix, joins Warner Bros., Burbank,

Calif., as executive in charge of station marketing, marketing and advertising services.



Gould

Bert Gould, executive VP, marketing, promotion and program strategy, Fox Children's Network, joins Marvel Comics Group, New York, as executive VP, marketing.

Appointments at Your Choice TV, Bethesda, Md.: **Katie Daniels** named director, program services; **Pauline Pettitclerc**, consultant, named marketing manager, sales and distribution; **John Reesch**, consultant, named operations and traffic manager; **Amy Outman**, contractor, named manager, program evaluation.

Peter von Gal, executive VP, worldwide sales, Hallmark Entertainment, New York, named executive VP/COO.

RADIO



Eli

Appointments at ABC Radio Networks, Dallas: **Rafael Eli**, manager, marketing communications, AT&T, New York, joins as managing director, international business development; **John Buckley**, GSM, KTCK(AM) Dallas, joins as director, market development; **Jeff Steele**, account executive, named advertising sales manager, Southwest.

Dan Daniel, on-air host, WYNY(FM) Lake Success, N.Y., joins WCBS-FM New York in same capacity.

Jim Meltzer, senior VP, radio, Price Communications, Buffalo, N.Y., joins Secret Communications' WFLN-FM Philadelphia as GM.

Sean Shannon, national sales manager, Fisher Radio, Seattle, joins KWJJ-AM-FM Portland, Ore., as GSM.

Laura Dixon, anchor/reporter/editor, Minnesota News Network, joins KSTP(AM) St. Paul/Maplewood, Minn., as on-air newscaster.

Matt Bruno, creative director/acting program director, KYCW(FM) Seattle, named program director.

CABLE

Randy Wilkes, program director, KHTV(TV) Houston, joins CMT: Country Music Television, Nashville, as operations director.

Terry Kalagian, market research manager, DIMAC DIRECT, St. Louis, joins Cartoon Network, Atlanta, as director, research.

Chris Van Name, VP, marketing and public affairs, Staten Island Cable, New York, joins Time Warner Cable, Palisades Park, N.J., as GM.

Appointments at Jones Communications (division of Jones Intercable): **Irene Picard**, GM, Tampa, Fla., system, named GM, Savannah, Ga., cable system. She will be responsible for completion of upgrade in system, which has about 65,000 customers. She also will oversee orientation and integration of newly acquired system; **Wayne Davis**, senior director/technical operations, and **David Feldman** to senior director, technology. Davis will direct all technical operations for operating teams in Corporate Engineering department. Feldman will continue to provide leadership in technology at Jones Intercable, focusing on technology specification and standardization relating to company's marketing and news business development efforts.

Appointment at TCI: **Terence Lenaghan**, Siebel Systems (independent software developer), named VP, TCI's Transformation Project, which is developing new accounting structure. Lenaghan will be responsible for leading and integrating accounting and Advanced Information Technology functions in designing, building and implementing TCI's new financial system.

Appointments at Comedy Central: **Ira Brooks**, free-lance producer/director, joins New York office as director, production management; **Debra Drimmer**, talent executive, *Late, Late Show with Tom Snyder*, joins Los Angeles office as executive in charge of talent; **Bob Sitrick**, manager, operations and post-production, named director; **Maria Arianas** named director, affiliate and revenue finance.

Mark McIntire, director, ad sales development, fX Networks, New York, joins VH1 there as VP, ad sales marketing.

Appointments at MSNBC, New York: (A live, one-hour news and talk program will debut in July. The following appointments are for that program.) **Phil Griffin**, senior broadcast producer, NBC News's *Nightly News with Tom Brokaw*, named executive producer; **Linda Wolf**, producer, *Larry King Live*, named senior producer; **Soledad O'Brien**, reporter, KRON-TV San Francisco, joins as co-host; **John Seigenthaler**, anchor, WKRN-TV Nashville, joins as anchor, daytime programming; **Kip Whitlock**, managing editor, WTVJ(TV) Miami, joins as senior editor.

MULTIMEDIA

Philip Kent, president, Turner Home Entertainment, named managing director, Turner Broadcasting System Limited, London.

Appointments at Speer Communications Ltd., Nashville: **John Pence**, president, Home Shopping Network Mail Order Inc., joins as president, Speer Merchandising; **Steve Tello**, president, Professional Video Services International Media Center, joins in same capacity.

Philip Kent, president, Turner Home Entertainment, named managing director, Turner Broadcasting System Limited, London.

Appointments at International Family Entertainment Inc., Virginia Beach, Va.: **Paul Newton**, managing director, The Family Channel's sister network in the UK, joins as senior VP, international business development; **Bill Abbott**, director, Eastern sales, **John Carrozza**, director, sales planning, and **David McCoy**, director, national sales, named VPs.

Rick Kelman, director, operations, The Image Group, New York, named director, online broadcasting.

ALLIED FIELDS

Kimberley Silvers, regional human resources manager, Payless Cashways Inc., joins U.S. Computer Services, Sacramento, Calif., as director, human resources.

Jennifer Pritchard, manager, marketing, The Harvey Entertainment Co., Santa Monica, Calif., named director, marketing and development.

John Nunziata, VP, sales, Mid-Atlantic region, Frontier Communications, Rochester, N.Y., named VP, general business sales.

Chris Hengeveld, senior editor, National Video Center, New York, named director, post-production editorial, and technical consultant.

Appointments at ASI Entertainment, Glendale, Calif.: **Elizabeth McCormick**, director, operations, named chief of staff; **Mike McCarns**, VP, Interviewing Services of America, joins as director, research operations; **Maggi Shaw**, focus group moderator, Lieberman Research Worldwide, joins as qualitative services manager.

Alison Smith, assistant VP, performing rights, BMI, New York, named VP.

ASSOCIATIONS/LAW FIRMS

John Belindo, consultant, American Indian community services, joins Native American Public Telecommunications, Lincoln, Neb., as manager, American Indian Radio on Satellite network (AIROS).

J. Patrick Michaels, chairman/CEO, Communications Equity Associates Inc., Tampa, Fla., elected to board of directors, the National Cable Television Center and Museum, Denver, and appointed to the advisory board of the Annenberg School for Communication.

Wayne Hall, VP, engineering, Harron Communications Corp., Frazer, Pa., appointed to the engineering committee, The Society of Cable Telecommunications Engineers.

DEATHS

Fred Anderson, 59, television and radio newscaster, died June 23 in Glendale, Calif., after undergoing triple bypass surgery. Anderson had been with KABC-TV Los Angeles since 1969 specializing in human-interest features. Before that he held positions at United Press International, Roanoke, Va., and ABC and CBS radio networks. Anderson is survived by three daughters, his parents, a brother and a sister.

Owen Fliehr, 57, general sales manager, died June 22 in Kimberling City, Mo., of heart failure. Fliehr had been with KOLR-TV Springfield, Mo., for the past three years. Before that, he worked in media sales at KHQA-TV Hannibal, Mo., and WKBT(TV) and wxow-TV, both La Crosse, Wis. Fliehr is survived by his wife, Kay; three sons, and two grandchildren.

—Compiled by Denise Smith
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AlphaStar Digital Television will be the newest entry in the DBS arena

with the launch today (July 1) of its direct-to-home TV service. The launch of AlphaStar, a subsidiary of Tee-Comm Electronics Inc., comes after delays as the Stamford, Conn., company worked out bugs in the system. AlphaStar projects 150,000-180,000 subscribers by year's end and 400,000-450,000 by the end of the first year of operation. The service launches with a 90-channel lineup costing \$29.99. Hardware, including dish antenna and digital set-top converter, is sold separately and starts at \$599. The company plans to expand to 200 channels by 1997, including video, audio, information and, eventually, interactive services. AlphaStar will offer its hardware, made primarily by Tee-Comm, through TVRO dealers and distributors, the Real Estate Network and the Professional Farmers of America. AlphaStar signals initially will come from transponders on AT&T's 402R satellite.

MCA is unable to expand its interests in the U.S. cable market until its lawsuit against Viacom over the USA Networks partnership is

resolved, MCA's new Chairman Frank Biondi said last week. "Right now, we're prisoners to the USA Networks partnership. We can't do anything else in the domestic U.S. cable business" until the litigation is resolved. The two companies are headed to court Oct. 1. MCA claims that Viacom's launch of the Nick at Nite's TV Land channel violated a noncompete clause in MCA and Viacom's original agreement on USA Networks. In the meantime, MCA is focusing on launching international services, Biondi said.

Westinghouse Chairman Michael Jordan and Infinity President Mel Karmazin visited FCC commissioners last week to discuss Westinghouse's \$4.9 billion acquisition of Infinity. Westinghouse will be asking the FCC for temporary and permanent waivers of ownership restrictions as part of the deal.

The FCC last week mandated that phone customers be able to keep their telephone numbers if they switch service providers. The commission's rule sets performance criteria for "number portability" technology and requires local exchange carriers to deploy the tech-

FBI nabs cable pirates

Nine people have been charged in what FBI officials are calling the largest cable television piracy ring in history, covering four states and involving \$10 million worth of stolen goods, including 16,000 cable converter boxes. The 92-count federal indictment brought against the nine also included bribing an undercover agent (posing as a cable industry worker) with \$140,000 and a Porsche sports car, and money laundering by the chairman of the board of an offshore bank in the Cayman Islands. The sting operation, "Operation Cabletrap," was based in New Jersey and posed as a nationwide distributor of converter boxes.

In another piracy action, DBS service DIRECTV filed a civil suit against an alleged international piracy ring of 22 people and companies accused of compromising the DSS encryption system. The 22 are alleged to have conspired to develop, market, distribute and sell counterfeit access cards, computer chips and other devices to enable them to illegally receive DIRECTV. —MK

nology in the 100 largest metropolitan areas by Dec. 31, 1998. "We are pleased that the commission has indicated its performance standards will require true number portability," NCTA President Decker Anstrom said of the action.

The Commerce Department says television and radio minority ownership is too minor.

According to a study from the Department's National Telecommunications and Information Administration, minorities, which make up 27% of the country's population, own less than 3% of all U.S. TV and radio sta-

tions. That figure has remained relatively the same for the past three years.

NBC and the National Basketball Association are broadening their relationship to include an

11-week package of Saturday afternoon games from the NBA's newly formed women's summer league. The five-year deal to telecast the Women's NBA (WNBA) on NBC involves no rights fees. NBC will provide airtime and production costs; the NBA will handle marketing and ad sales. The partners say the agreement marks the first

Teleport raises \$1.3 billion from IPO, bonds

Teleport Communications Group Inc., one of the nation's largest competitive-access telephone providers, raised more than \$1.3 billion in a combination initial public offering and bond sale last week. Teleport, which is owned by cable powerhouses Cox, Tele-Communications Inc., Comcast and Continental, sold 23.5 million shares—a 15% stake—at \$16 each to raise money for expansion and to repay debt. The IPO puts Teleport's market capitalization at roughly \$2.65 billion. The bond offering raised \$300 million in 10-year notes yielding 9.875% and \$625 million in 11-year senior discount notes with a face value of \$1.07 billion.

It raised 54% more than Teleport had planned, as investors appeared eager to take a stake in the company.

Although Teleport shares rose 10% in the first day of trading, climbing to \$17.625 from the \$16 opening, analysts said the IPO might have done better had Teleport conducted it two weeks ago. A glut of IPOs, a weak stock market and mutual fund managers reluctant to invest in new companies at the end of the quarter apparently dampened interest. Teleport has operations in 48 metropolitan markets, including 17 of the nation's 20 largest markets. —PC

women's team sports-league package on a broadcast network. The WNBA will feature eight as-yet-unnamed teams that will be owned by the NBA and operated by each NBA team in its respective market. NBC begins its telecasts on June 21, 1997, and expects to reach a 3-plus rating by year three, says NBC Sports President Dick Ebersol. He adds that NBC-owned cable network CNBC will not carry the games. Potential cable partners are said to include ESPN, Lifetime and NBA cable partner Turner Broadcasting.

Pacific Bell Video Services was awarded a cable TV franchise by the city council of San Jose, Calif., last week. PacBell expects to begin offering video services in San Jose later this summer over a hybrid fiber/coaxial network. It will be competing with a Tele-Communications Inc. cable system in the market.

The Sundance Channel has named **Rob Sussman** its new chief financial officer and enterprises director. Sussman previously was Showtime Networks' VP for corporate development. Sundance also named **Susan Levovsky** director of business planning and development. Before joining Sundance, she was a consultant to Showtime Network's business development division.

Just five months after expanding his duties to oversight of CNBC and NBC Cable ad sales, **Bill Bolster** is giving up

responsibility for flagship WNBC-TV New York to concentrate on the cable side. Replacing Bolster as president/GM of the TV station is **Dennis Swanson**, a 20-year ABC veteran who earlier this year left his position as president of ABC Sports. Bolster, who leaves his WNBC-TV post after five years, will focus on CNBC as well as ad sales for all NBC cable properties.

MCA TV's veteran sales executive **Jim Kraus** is leaving the company. Kraus, who joined MCA as northeast division sales manager in 1982, was named executive VP, director of sales and marketing in 1990.

Basic cable networks received a record 35 share during prime time viewing hours for the week ending June 23, according to the Cabletelevision Advertising Bureau. That figure is up nearly 13% over the same week last year. NBC, ABC, CBS and Fox brought in a 53 share, down 7% from the same week last year.

Pacific Telesis Group has purchased wireless cable channel rights for the Los Angeles area from Heartland Wireless. Last year Pacific Telesis acquired other Los Angeles wireless rights when it purchased Cross Country Wireless for \$175 million. Pacific Telesis will use the combined rights to offer 120 channels of video service early next year in Southern California.

Two high school students were recipients of \$20,000 scholarships

BA/Nynex restructure merger

To avoid a potential hurdle in the form of congressional approval, Bell Atlantic and Nynex are changing their proposed \$20.55 billion merger to an acquisition of Nynex by Bell Atlantic.

"We're trying to save a lot of time in getting the merger approved," says Eric Rabe, a BA spokesman. Rabe says there are not enough legislative days left in this congressional term to approve the merger.

The change allows Bell Atlantic and Nynex to sidestep an obscure District of Columbia law from 1913 that requires congressional approval of any change in ownership affecting a utility in the city. The companies hope the move will enable the deal to move through more quickly, but it still needs FCC and Justice Department approval as well as OKs from 13 states and the District of Columbia.

Instead of a merger that would have placed both companies as subsidiaries of a new holding company, Nynex now will become a wholly owned subsidiary of Bell Atlantic.

Despite the restructuring, the financial aspects of the deal remain unchanged for shareholders, employees and customers of the two telcos. Nynex shareholders still will get .768 share of BA stock for each Nynex share.

—MK

from the National Academy of Television Arts and Sciences. Corey Campbell of Littleton, Colo., and Adam Sharp of Pound Ridge, N.Y., were selected from nearly 700 applicants who submitted essays on televi-

sion and their career aspirations. Campbell will attend New York University to study writing and television and movie production, while Sharp will attend Northwestern to study journalism and computer engineering.



Drawn for BROADCASTING & CABLE by Jack Schmidt

"The boss said he doesn't care if you stop for a burger when you're remote, but he wants you to take the crown off before you do your spot."

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Nay-sayers to yea-sayers

Digital television received another vote of confidence last week. Five of them, really. From Trent Lott, Ernest Hollings, Newt Gingrich, Tom Bliley and John Dingell, who directed the FCC to get on with the assignment of digital licenses.

Their letter, in effect, rescinded one sent last January to the commission by former majority leader Bob Dole, who had instructed the FCC not to make any such assignments before January 1997. (Although by week's end Lott was having some second thoughts on procedural and protocol issues regarding the letter, he confirmed that he "agreed absolutely" with its content.)

In one regard, the new letter delays things further; it gives the FCC until April 1 next year to complete its work on advanced television, but at the present pace of progress that won't be a problem.

There will always be a "Perils of Pauline" aspect to the digital worry. Someone or something will always threaten it until the last station is on the air. But the momentum is clearly with the future. Any broadcaster not ready for digits is clearly behind the curve.

On keeping one's light under a bushel

We are not alone in having mixed feelings about a new image campaign for the television industry, although ours may be less mixed than some. Essentially, we're against it. We've never seen a media campaign for the media that didn't backfire or peter out. Certainly, the National Association of Broadcasters' last TV effort—to try to close in on the digital spectrum—came close to being a cropper. It was not only too late but almost too much, in that it turned off

the U.S. Congress while trying to turn on the electorate. Any campaign that leads off with the slogan "You don't have to turn us on to feel our power" should be throttled in the crib. That's all television has to do to destroy itself—try to convince anyone how powerful it is. That's the whole problem. People think TV has too much power and is doing too little good with it.

What the television industry should do is broadcast the best television people have ever seen. And let the PR take care of itself.

Radio on a roll!

Westinghouse's decision to buy Infinity simply put an exclamation point on the above headline. As a story in the same issue pointed out (BROADCASTING & CABLE, June 24, page 42), leading radio stocks have been outperforming the Dow by 50% and the S&P by almost double.

The most obvious reason for the 1996 flurry—documented in this week's cover story on the top 25 radio groups—is the FCC's rewrite of the radio ownership rules, which has allowed owners to begin amassing large holdings. The size of some of those groups—Clear Channel, for instance, has more than 100 stations when you count LMAs (local marketing agreements) and JSAs (joint sales agreements)—exceeds even many radio executives' expectations before the rules were revised.

According to one executive, when group heads got together a year ago to decide what to ask Republicans for in the telco bill, expanding the national caps wasn't among the highest priorities. "There didn't seem to be any sentiment that there would be a desire to expand beyond 50 stations. Now look what happened."

Or, more to the point, what is still happening. By all accounts, other big radio deals are imminent (see page 7). Put another way: "Everybody is talking to everybody." Sounds like the new definition of talk radio.

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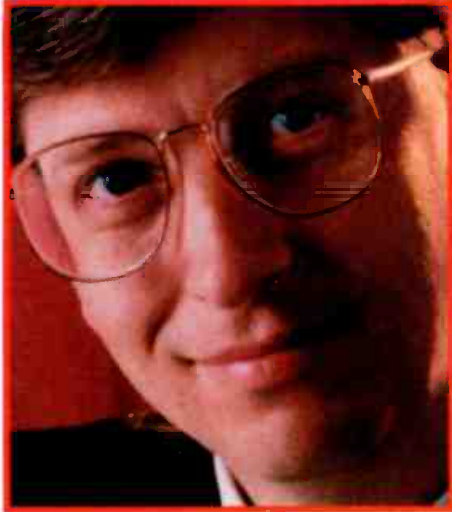


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