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Broadcasting & Cable

The Newsweekly of Television and Radio

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Looking For New Stars In Late Night

Buena Vista's *Keenen* and Columbia's *Vibe* shine tonight; Twentieth's *The Magic Hour* strikes next year

Bottom Line:
Broadcasters Win With Budget Bill

Emmys' Prime Candidates



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TOP OF THE WEEK / 6
BROADCASTING / 21
CABLE / 43
TECHNOLOGY / 50
Telemedia
PAGE 52

ROSE ANNE

NOW CLEARED ON THESE PRESTIGIOUS STATION GROUPS:

**NBC O&O's
CBS O&O's
Hearst Corp.
A. H. Belo Corp.
Scripps-Howard
Post-Newsweek Stations
Meredith Corporation
Tribune Broadcasting Co.
McGraw-Hill Broadcasting
Viacom Inc.**

**Capitol Broadcasting Co.
Argyle Television Inc.
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ROSE ANNE

*August 4th
Update*

Fast Track

Must Reading from

Broadcasting & Cable

August 4, 1997

TOP OF THE WEEK / 6

Competition intense for Telemundo stake Hopes for changes in duopoly laws have boosted interest among major media players—including the Big Four networks—in Spanish-language broadcaster Telemundo. / **6**

ESPN OK paves way for TBS switch to basic cable ESPN's consent to an agreement between TBS and Major League Baseball will allow TBS Superstation to continue carrying its programing backbone, Atlanta Braves games, and to convert to a basic cable station. / **10**

Sparks fly between TCI and Lenfest A clash is erupting over the future of MSO Lenfest Communications, with chairman Gerry Lenfest rejecting a plan by 50%-owner Tele-Communications Inc. to consolidate the Philadelphia market by pushing Lenfest into a joint venture with Comcast. Now sources say Lenfest may be trying to buy TCI out. / **11**

Hall of Fame adds 11 Eleven media luminaries, including a father/daughter team, will be inducted into BROADCASTING & CABLE's Hall of Fame in November. / **12**

Bottom Line: Broadcasters Win With Budget Bill Broadcasters have reason to applaud federal budget legislation that delays the return of analog channels and avoids imposing digital fees. / **14**



President Clinton and congressional leaders last Tuesday lauded the budget compromise. / **14**

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Looking For New Stars

Three new talk shows—all with African-American hosts, all targeting the young, multi-cultural audience—are entering the late-night fray via syndication. The three have big studios behind them and originate from Hollywood. / **21**



Cover illustration by Robert Neubecker/SIS

Siegels' wings clipped again Henry and Paul Siegel are facing bankruptcy procedures again. More than two dozen employees and creditors sued in U.S. Bankruptcy Court in Los Angeles last week, asking that the Siegels' company, SeaGull Entertainment, be placed in involuntary bankruptcy. / **26**



Stern out in Dallas Howard Stern got an early dismissal in Dallas after berating station KEGF(FM) and a PR staffer on the air. / **33**

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Prime Time Emmys

BROADCASTING & CABLE presents a listing of the prime time Emmy nominations, led by HBO's 90 contenders and NBC's 89. / **34**

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America's Health suspends operations

Spurned by hospital giant Columbia/HCA Healthcare Inc., America's Health Network went into virtual shutdown mode last week, laying off 161 employees at least temporarily and filling its air almost entirely with reruns. / **43**



Ascent expects a third-quarter boost from the theatrical release of 'Air Force One' / **45**

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Judge doubles Comark jury award A federal judge added to an award from Harris Corp. to Comark Communications for violating a Comark patent, bringing the total to \$18 million. / **50**

WBBM-TV picks Postbox WBBM-TV, the CBS O&O in Chicago, has purchased four Panasonic Postbox nonlinear editing workstations. It will use them for commercial production, and some dedicated applications in the station's sports and news departments. / **50**

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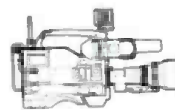
New business models expected to rocket

Internet commerce is hitting new heights, with industry projections putting consumer and business online revenue at more than \$13 billion this year. / **52**

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Acquisition



Transmission

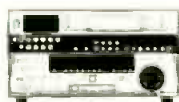
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Majors line up for Telemundo

Possible change in duopoly law raises interest in UHF-laden Spanish broadcaster

By Steve McClellan

At least a half dozen major industry players—including the Big Four broadcast networks—are exploring a partnership with or outright buy of Telemundo, the number-two U.S. Spanish-language broadcast network (behind Univision) and 12th-largest group station owner.

Telemundo's seven top-40 market stations are all UHF's. For a network to buy Telemundo outright, the rules against TV duopoly would have to change, or the FCC would have to issue permanent waivers.

Wall Street sources say Telemundo has been approached by Ron Perelman, former owner of New World Communications Group, and the Seagram Co., owner of Universal Studios. Those sources say Perelman wants to buy the company outright. If one of the networks buys in, it's likely to be a minority stake or possibly an LMA agreement with options to buy the company

if ownership regulations are changed.

The intense interest in Telemundo comes as Congress has sent a strong signal to the FCC that it wants new rules authorizing VHF-UHF duopolies, despite opposition from the White House (below).

If Congress has its way on duopoly,

Wall Street also thinks Paxson Communications could profit from ownership rule changes. Paxson, who has stations covering about half the country, plans to boost his reach to 70% and to sell blocks of time to programers who would create daypart networks on his stations. If that plan fails, Paxson could

make hundreds of millions selling off his TV assets, analysts say. Paxson was unavailable for comment.

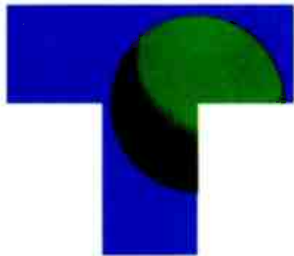
Two weeks ago, Telemundo confirmed it had retained Lazard Freres & Co. to help it find "strate-

gic programing partners." Wall Street analysts, who note the company started its search months ago, interpret that statement to mean potential partner or buyer.

Sources say the asking price—at least the starting point for negotiations—is \$40 per share, which amounts to roughly \$440 million for all of Telemundo's outstanding stock. With about \$200 million in debt, the value of the transaction at that price for the entire company would be about \$640 million.

That's a pretty hefty premium over Telemundo's value last Thursday, when the stock closed at 28-3/4, down 3/8. Over the past year the stock has traded (on the Nasdaq exchange) for as high as 35-3/8 and as low as 18-1/2.

Telemundo has struggled to compete with Univision, the top-rated Spanish-language network in the U.S. Several years ago it reorganized under protection of the U.S. bankruptcy laws, emerging with a new business plan in early 1995. The two largest shareholders in the company are Bastion Capital Fund (18.2% of total common stock) and Apollo Management (15.6%). Apollo's Leon Black is chairman of the board of Telemundo. In the quarter ended March 31, Telemundo reported a net loss of \$12 million, versus a net loss of \$26.9 million for the same period a year ago. Revenue was up 2%, to \$39.1 million. ■



TELEMUNDO

Total coverage: 10.7% of U.S. TV homes		MARKET COVERAGE*	
WNJU(TV) Newark, N.J./New York (ch. 47)	1	3,460	
KVEA(TV) Corona/Los Angeles (ch. 52)	2	2,550	
WSNS(TV) Chicago (ch. 44)	3	1,612	
KSTS-TV San Francisco/Oakland (ch. 48)	5	1,176	
KTMD(TV) Galveston/Houston (ch. 48)	11	.823	
WSCV(TV) Miami/Ft. Lauderdale, Fla. (ch. 51)	16	.704	
KVDA(TV) San Antonio, Tex. (ch. 60)	38	.331	
WKAO-TV San Juan, P.R. (ch. 2)	n/a	n/a	

*Percentage of Nielsen's 96.9 million U.S. TV homes as calculated for regulatory purposes. Coverage of UHF stations (ch. 14-69) is discounted by 50%.

which for now seems unlikely, a new wave of TV industry consolidation probably would follow. HSN Inc. Chairman Barry Diller has indicated a willingness to sell at least one station—Silver King's Baltimore outlet. Many on Wall Street believe he'd sell HSN's entire portfolio of TV stations at the right price, forgoing plans to reformat the Silver King group from home shopping outlets to stations focused on local programing.

Congress seeks duopoly/LMA relief

Lawmakers had something to say about local marketing agreements (LMAs) and local TV combinations in last week's budget deal.

"The conferees expect that the commission will provide additional relief (e.g., VHF/UHF combinations) that it finds to be in the public interest, and will implement the permanent grandfather requirement for local marketing agreements as provided in the Telecommunications Act of 1996," the conference report said.

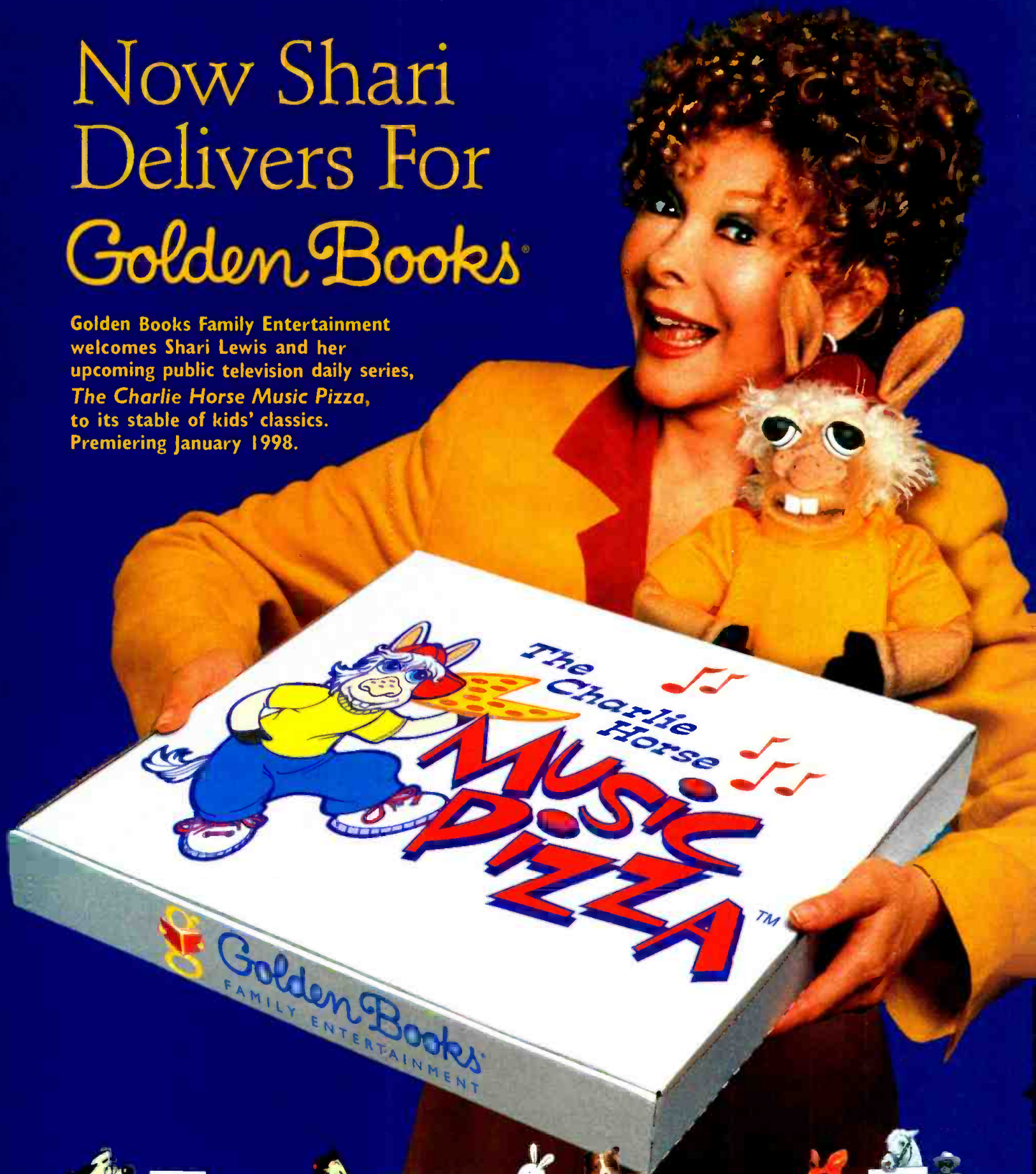
FCC officials are reviewing their rules on TV duopoly and LMAs. A pending proposal would treat the LMAs as "owned" stations and would allow existing deals that violate duopoly restrictions to exist only until the end of their current contracts.

Commissioners also are reviewing their restrictions against common ownership of more than one local TV station. Several broadcasters have been urging the FCC to relax the rules to allow local UHF/UHF and UHF/VHF combinations.

Broadcast industry lobbyists—who pressed lawmakers to include the language—hailed the report as providing commissioners with clear direction in dealing with the duopoly and LMA issues. But others added that the language does not carry the force of law and does not require commissioners to vote one way or another on the duopoly and LMA issues. —CM

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Conversion factors fall into place for WTBS

ESPN OK to Turner/baseball deal paves way for superstation's switch to basic cable

By Donna Petrozzello

The last piece finally fell into place for Turner Broadcasting last week. After months of wrangling and waiting, it can convert superstation WTBS Atlanta to a basic cable network on Jan. 1, 1998.

ESPN's consent to an agreement between TBS and Major League Baseball will allow TBS Superstation to continue carrying its programming backbone—Atlanta Braves games—although the superstation is expected to scale back from 125 to 90 regular-season games next year.

TBS and the major leagues had needed approval from Major League Baseball national rightsholders News Corp.'s Fox Broadcasting and The Walt Disney Co.'s ESPN.

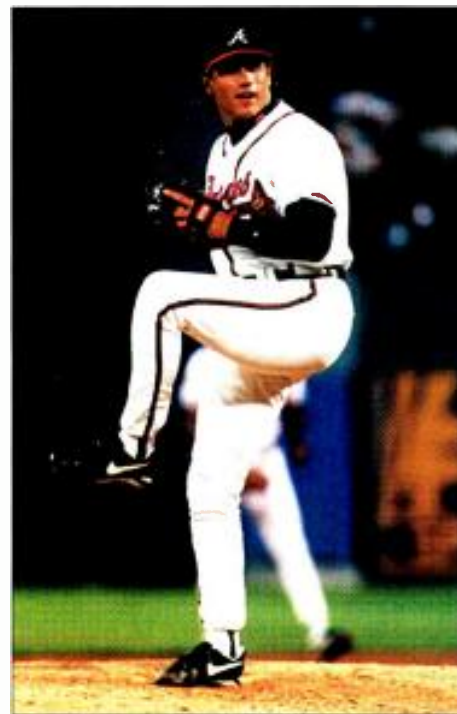
ESPN spokesman Eric Handler said last week that the network had "reached an agreement in principle with Major League Baseball that would allow the TBS Superstation flip to occur." A key element of the agreement is a two-year extension of

the network's existing regular-season rights agreement with MLB, which runs through 2000.

The settlement between Time Warner and Fox parent News Corp. two weeks ago had already eliminated Fox as an obstacle, says TBS Inc. President Terence McGuirk. TBS now can move forward despite continuing negotiations with cable operators over carriage fees.

Currently, cable operators who carry Superstation TBS must pay copyright fees to the studios that provide content, but are unable to sell local ads in those programs. After the conversion, says McGuirk, cable operators will stop paying both the copyright tribunal and their common carrier and will need to pay only TBS. Time Warner subsequently plans to raise carriage fees, since MSOs will gain revenue by eliminating copyright payments and gaining local ad sales.

But last week, McGuirk said that additional cash flow should fall "far short of [the] \$160 million" initially



WTBS gets to keep Braves and lose superstation label.

estimated when the plan was proposed two years ago. "The Street has mentioned \$100 million at some period going out a few years, but that is not a rate that will take place in the beginning."

Although he declined to comment on the range of fees, McGuirk said that TBS will "obviously be more profitable" next year because it will generate revenue from both subscriber fees and ad revenue. ■

Powell gets FCC nomination

President Clinton last Thursday nominated Michael Powell to the FCC.

Several sources last week expected the President also to name FCC nominee William Kennard FCC chairman, although the chairman's designation had not yet arrived on Capitol Hill Friday night.

Additionally, Clinton is expected to nominate New Mexico regulator Gloria Tristani to another Democratic FCC seat, although sources said that nomination will not reach the Senate until administration officials wrap up lingering paperwork.

Powell—whose nomination has been expected for months—will fill the Republican seat now occupied by FCC Commissioner Rachelle Chong. The son of



Powell will fill the seat now held by Rachelle Chong.

retired General Colin Powell, Michael Powell is chief of staff of the Justice Department's antitrust division. Senate Commerce Committee Chairman John McCain (R-Ariz.) since January has been pushing the administration to nominate Powell.

Kennard, meanwhile, still is expected to encounter resistance from Senator Ernest Hollings (D-S.C.), who has led an effort to put his former aide, Ralph Everett, in the chairman's seat. Everett also has won the backing of the Congressional Black Caucus.

Last week, Vice President Gore met with caucus members to discuss a range of issues including the FCC, although one source said the meeting was not aimed at shifting the caucus's support from Everett to Kennard. —CM

Sparks fly between TCI and Lenfest

MSO rejects TCI plan to consolidate in Philadelphia

By John M. Higgins

A clash is erupting over the future of MSO Lenfest Communications, with Chairman Gerry Lenfest rejecting a plan by 50%-owner Telecommunications Inc. to consolidate the Philadelphia market by pushing Lenfest into a joint venture with Comcast.

Sources familiar with the fight say that TCI Chairman John Malone and TCI President Leo Hindery raised the temperature two weeks ago by abruptly resigning from Lenfest Communications' board of directors, charging that Lenfest was not maximizing the value of the company. A rattled Lenfest convinced them to reverse those resignations a week later, but left the restructuring issues unresolved.

The sources say that Lenfest is considering raising money to buy TCI out. Lenfest Communications is worth about \$2.3 billion, but subtracting debt leaves about \$760 million in equity. Half of that already is owned by Lenfest and his family.

The deal advanced by TCI would give Lenfest, 66, a piece of a larger and conceivably much more profitable operation. But the chairman doesn't want to surrender the company that he built over the past 23 years. "They can't have it all," Lenfest recently declared to one associate.

TCI started backing Lenfest in 1982, acquiring a 14% stake. As Lenfest needed cash to expand during the next decade, TCI stepped up. "They've got an agenda, he's got an agenda," says one cable executive familiar with the fight.

TCI sees Lenfest Communications as a chess piece in its strategy to combine its systems with other operators' to create the largest possible local clusters, even ceding management control if that is what it takes to create greater value.

TCI is ready to hand over systems in such markets as suburban New York, Miami, Houston and Northern California to joint ventures with other operators to create large clusters. In a few cases, such as Portland, Ore., TCI is looking to create joint ventures in which it would run the resulting cluster.

In this case, Comcast is at the other end of the deal. Comcast controls systems serving 300,000 subscribers in the

Philadelphia market. Lenfest Communications' presence is even larger, with the bulk of its 1.2 million subs located in the Philadelphia/Wilmington, Del., area. In addition, Comcast and Lenfest have a 50-50 venture, Garden State Cable, that serves 232,000 subscribers.

TCI and Comcast want to merge the operations to create one cluster covering more than 50% of the market. They expect consolidation to generate substantial economies of scale in operations, local ad sales and promotion of new products such as cable modems and digital cable.

The proposal calls for Comcast to run most of the systems, with Lenfest running some properties in the suburbs for three years before turning them over to Comcast.

Lenfest Vice President of Finance Maryanne Bryla dismissed word of the friction as "rumor." Last Wednesday she and TCI executives said that Malone and Hindery are still on the Lenfest Communications board. However, neither side would comment when asked whether Malone and Hindery resigned and then reenlisted. Comcast also wouldn't comment.

It's not clear what went wrong in the negotiations. Sources say TCI executives thought they had worked out general terms of a deal with Lenfest's attorney about three weeks ago.

But Lenfest called Malone and



TCI's Malone and Hindery reportedly resigned from Lenfest board in protest, then rejoined it.

rejected the deal, saying he wanted to continue to go solo. Sources say that after some heated exchanges, Malone and Hindery sent a letter July 21—while Lenfest was out of the country—resigning from the board.

By phone, Lenfest persuaded Malone and Hindery to come back one week later. Some of the issues are expected to be hashed out in a board meeting in two weeks.

The resignations are primarily symbolic, but sources say the move could rattle bankers and bondholders. "It's never fun to have a 50%-owner mad at you," says one industry executive.

Lenfest's next move may be to attempt to buy out TCI. Sources say Lenfest has contacted Wall Street investment bankers to see if he can raise equity or sell enough debt to pull it off. But one financial executive notes that with Lenfest's debt already at 7.5 times cash flow, Lenfest might be able to borrow only another \$200 million. ■

The word on captioning

Broadcasters and cable operators will have a decade to put closed captions on most of the older shows in their libraries under a plan that regulators were wrapping up last week.

Sources say FCC officials were working on a plan that would give the industry 10 years to caption 75% of library material. The provision is part of a rule that also will require most new programming to be captioned within eight years. The commission will approve the new caption rules at its meeting Thursday.

The treatment of older programs is one of several issues regulators have been seeking to resolve in time for an Aug. 8 deadline set by the 1996 Telecommunications Act. In a proposed rule issued in January, regulators asked whether the rules should apply to various types of programming, including sports programming, foreign language programming, cable access shows, home shopping programming and music videos.

In the January proposal, the commission said broadcasters, cable operators and other program distributors would bear responsibility for complying with the captioning requirements. But the FCC also said it expects program producers to provide most of the captions. —CM

HALL OF FAME ADDS 11



Top row, l-r: Tom Brokaw, Dan Burke, Bob Johnson, Peter Lund; bottom row, l-r: Lowry Mays, Akio Morita, Marlo Thomas, John Chancellor, William Conrad, Sheldon Leonard, Danny Thomas



Eleven media luminaries, including a father/daughter team, will be inducted into BROADCASTING & CABLE'S Hall of Fame this November, bringing the total to 161 so honored.

The newest names on the honor roll of the Fifth Estate: Tom Brokaw, *NBC Nightly News* anchor; Dan Burke, former Capital Cities/ABC president; Bob Johnson, Black Entertainment Television founder and president; Peter Lund, former CBS president; Lowry Mays, chairman, Clear Channel Communications; Sony founder Akio Morita, and four-time Emmy-winning actress and producer Marlo Thomas. To be honored posthumously are John Chancellor, whose career as reporter, anchor and commentator with NBC spanned

nearly 50 years; William Conrad, radio and television actor, producer and director, whose roles included TV's *Cannon* and radio's *Gunsmoke*, and Sheldon Leonard, prolific actor, director, writer and producer, whose credits include *The Dick Van Dyke Show* and *I Spy*. Leonard collaborated with the fourth posthumous inductee, singer, comedian, actor and producer Danny Thomas (father of Marlo), on such shows as *Make Room for Daddy/The Danny Thomas Show* (for which Leonard won two directing Emmys and Danny Thomas an acting Emmy) and *The Andy Griffith Show*.

The seventh annual Hall of Fame induction will be celebrated with a black-tie dinner at New York's Marriott Marquis Hotel Nov. 10.

—SB

NBC, Paramount swap stations

In trade, wvtt(TV) goes for cash plus rights to two other players

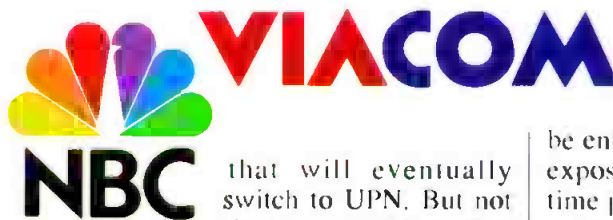
By Steve McClellan

NBC and Viacom's Paramount Stations group confirmed last week that they would swap stations. NBC acquires wvtt(TV) Hartford, Conn. Viacom gets cash plus the rights to acquire LMA stations wwho(TV) Columbus, Ohio, and wlwc(TV) Providence, R.I.

The cash amount that NBC will pay Viacom was not disclosed, but Viacom said it would put it toward the purchase of KPWB-TV Sacramento, Calif., the Pappas-owned WB affiliate that Paramount agreed to acquire three weeks ago.

wvtt generates about \$37 million in annual revenue, while wwho does about \$5 million in revenue. wlwc has been on the air only since April 15.

Both LMA stations are WB affiliates



that will eventually switch to UPN. But not right away—the current WB affiliate contracts run another two and a half years, to the end of 1999.

WB chief Jamie Kellner, who says he will expect Paramount to abide by the agreements, also says that he has no problem with the fact that the stations will be owned and operated by the competition.

Paramount Stations Group President Tony Cassara says the group will honor the WB affiliate agreements. He also says that both the Columbus and the Providence stations will serve

as secondary UPN affiliates through the end of 1999. Cassara says that in both cases the UPN position will be enhanced: The network has had no exposure in Providence and will get a time period upgrade in Columbus.

In Sacramento, KPWB-TV will become a UPN affiliate no later than January 1998. Sources in the market say Paramount went after the Pappas station because its own affiliate there, KQCA(TV), controlled by Kelly-owned KCRA-TV through an LMA, was not renewing its UPN affiliation. Cassara couldn't confirm that, and says he sought Sacramento without knowing the network's long-term position there. Kelly Broadcasting head John Kelly couldn't be reached for comment, but is expected to sign KQCA as a WB affiliate.

NBC, 20th look for out

Chafe at partnership inherited in New World buy

By Joe Schlosser

NBC is trying to get out of its odd partnership with Twentieth Television in New World Communications. NBC President Robert Wright has gone on record saying Twentieth will likely sell or give NBC its share in the partnership that links two of the top network competitors. Twentieth Television officials had no comment.

The partnership originated last year when News Corp. bought New World Communications. In acquiring New World, News Corp. also acquired its half of a 10-year deal with NBC. In 1995, New World and NBC entered into the deal that has so far produced only syndicated magazine show *Access Hollywood*, which a Twentieth spokesperson insisted would not be affected by the potential parting.

A source at Twentieth Television says Fox and NBC working together made little strategic sense: "It is not a partnership that we should be in."

Bill Carroll of Katz Media says the two media giants clearly have different priorities. "The priorities at New World were more in sync with what NBC was trying to do than Fox," he says. "It does not surprise me at all that it would come to something like this."

NBC has also been trying to land a new partner on the syndication side for over a month now, sources say. PolyGram Television, Universal Television and Warner Bros. all have been mentioned as possible partners. The new partner would likely become the distributor for *Access Hollywood*.

The head of a top Hollywood syndication unit says NBC recently called to ask if he had any interest in just that. "Why would I get into a show that is losing that much money?" the syndicator said.

Carroll counters that it is unclear how much money *Access Hollywood* is losing, if any, and that many shows in that genre often take years to break even. *Access Hollywood* has clearances in most major markets for at least one more season, he adds. "[*Access Hollywood*] has been successful in the major markets," Carroll says. ■

Closed Circuit

HOLLYWOOD

Stars come out

The debut of two Los Angeles-based late-night talkers tonight (Aug. 4) is bringing out the stars. The opening week of Columbia TriStar's *Vibe* will see the likes of Mel Gibson and Denzel Washington. And on the competition—Buena Vista's *Keenen Ivory Wayans Show*—the opening week will include singer/musical producer Babyface, Samuel L. Jackson, Pamela Lee, Selma Hayek, Brendan Fraser ("George of the Jungle"), Eriq LaSalle and band Foo Fighters.

WASHINGTON

Hitch in wiring

New FCC rules for cable inside wiring may be on hold. Earlier this summer, regulators were working on a set of rules aimed at giving new video distributors a leg up in gaining access to apartment buildings. Based largely on a submission from the Independent Cable & Telecommunications Association, the proposal would give incumbent operators a limited time to negotiate deals allowing new providers to use inside wires. Sources say the commission may now invite a new round of comments on the plan rather than release it as a rule.

DENVER

Vogel watch

It's been nearly six months since former EchoStar Communications Corp. President Carl Vogel departed the DBS company, and speculation is growing about what his next move might be. Since leaving EchoStar, Vogel has been working from the offices of Denver investment-banking firm Janco Partners. Vogel, who held a variety of executive spots at Jones Intercable before becoming Charlie Ergen's second-in-command, maintains a close relationship with two former Jones Intercable executives—Al Angelich and Ted Henderson—who are at Janco. Vogel has also stayed tight with his

former boss Glenn Jones, doing some consulting work for the MSO. In fact, Vogel and Jones had a dicey moment recently when the east-bound plane they were aboard had its landing gear crumple upon arrival at Westchester County Airport in New York, a source said. If Vogel, who is widely respected on Wall Street, returns to Jones, "it could help promote the stock," said one source. Others suggested Vogel will keep a low profile the rest of this year.

NEW YORK

Road Runner relaunch

As the cable modem market continues to gain momentum, Time Warner Cable's Road Runner high-speed Internet service hopes to make tracks with a major revamp later this year. That's the word from executives at Excalibur, the TW unit that oversees Road Runner operations. A lot of video streaming is in the offing, some of it multicasting in the same vein that another high-speed Internet service, @Home, has in mind. "We're right in the middle of lining up new program distribution deals with major brands," says Karl Rogers, Excalibur senior vice president of programming. Last week, @Home announced plans to join with Progressive Networks to test broadband multicast audio/video with @Home subscribers in Fremont, Calif.

Seeking Sinclair

Word has it that BHC Communications, the New York-based group owner and 50% partner with Paramount in UPN, tried to buy an interest in Sinclair Broadcast Group as a way to keep Sinclair from defecting to WB (B&C, July 21). Talks are said to have broken off over price. Meanwhile, Acme Broadcasting may announce a deal this week to acquire WB affiliate KPLR-TV St. Louis from Koplar Communications. Neither Acme head Jamie Kellner nor Koplar head Ted Koplar could be reached for comment at deadline.

Budget bill brings broadcasters benefits

Delays returning analog channels, avoids digital fees

By Paige Albinak

Many Americans last week cheered passage of legislation that promises to balance the federal budget by 2002, but broadcasters had extra reason to applaud.

Buried within the massive bill, which is expected to be signed into law this week, are provisions that will help secure broadcasters' analog and digital future in television.

The provisions will enable broadcasters to begin digital service and to continue offering their analog TV service for years to come.

To facilitate the transition from analog to digital TV, the FCC earlier this year voted to give each TV station a second channel so that it could begin offering digital TV service while maintaining its analog service. But to the dismay of broadcasters, the FCC targeted 2006 for the return of the analog channels.

The budget legislation delays the return of the channels until 85% of a station's viewers can receive its digital



President Clinton and congressional leaders last Tuesday lauded the compromise that promises to balance the budget by 2002.

service either off air or through satellite or cable TV.

It also relaxes the FCC ownership restrictions so that a TV station in a large market may keep its digital channel and bid for one of the returned analog channels in the same market.

Broadcasters also managed to dodge fees on their use of the digital channels. The administration and some lawmakers had argued that such fees were needed to meet revenue targets and ensure that broadcasters use their channels promptly and efficiently.

Broadcasters also persuaded lawmakers to nix a provision that would have codified the FCC's tight schedule for introduction of digital service. "Some of the best parts of the bill are what didn't happen," says Association of Local Television Stations President Jim Hedlund.

"By not going down silly paths, a lot was gained," says Phil Jones, president of Meredith Broadcasting.

Congress allowing extra time for the return of analog channels is common sense, Jones says. "This whole thing is going to be determined by consumers, not by people sitting around trying to figure out how to move money around."

Public interest and consumer groups are criticizing the broadcast provisions. "I would have wanted to see a more reasonable standard where it was more likely than not that the spectrum would be given back," says Gigi Sohn, of the Media Access Project. "The notion that this protects the consumer is a lot of bunk."

In the end, broadcasters' only loss was some of the 2 GHz spectrum they use for electronic newsgathering (ENG), and even here they didn't fare as badly as some had feared (see story next page).

Hedlund thinks the provision relaxing ownership rules was broadcasters' most important victory. Broadcasters' allies on Capitol Hill fought off several attempts to remove it in conference. There also were threats on the Senate floor to pull the provision on the basis of the Byrd rule, which forbids language in budget legislation that is not relevant to taxes or spending. ■

Budget bill's digital deal

Return of analog channels: Requires the FCC to reclaim broadcasters' analog channels by Dec. 31, 2006, unless:

- One or more TV stations affiliated with the four major broadcast networks in a market are not broadcasting digital TV signals. The FCC must ensure that the stations have "exercised due diligence" in trying to convert to digital.
- Fewer than 85% of the TV households in a market subscribe to a multichannel video service (cable, wireless cable, DBS) that carries at least one digital channel from each of the local TV stations.
- Fewer than 85% of the TV households in a market can receive digital TV signals off air either with a digital TV set or with an analog set equipped with a digital-to-analog converter box.

Auction of analog channels: Requires the FCC to complete the auction of the analog channels by Sept. 30, 2002, even though the agency is not obliged to reclaim the

channels until Dec. 31, 2006. The FCC may grant extensions (see above) beyond that date.

Reallocation of channels 60-69: Requires the FCC to reallocate four channels in the upper portion of the UHF TV band (chs. 60-69) for police, ambulances and other public safety uses. Requires the FCC to reallocate the six other channels in the band for "commercial use," including broadcasting, and to auction them.

Relaxed ownership restrictions: Relaxes the "duopoly rule," which prohibits ownership of two TV stations in a market, so that a TV station in a city of 400,000 people or more (according to the 1990 census) may keep its digital channel and bid on one of the returned analog channels. For the same purpose, the legislation also relaxes the rule prohibiting ownership of a TV station and a daily newspaper in the same market. —PA

Contested licenses headed for auction

Budget legislation could clear more than 1,500 dormant radio and TV applications

By Chris McConnell

Auctions are on their way for new analog broadcast stations.

The budget legislation now awaiting the President's signature would let the FCC settle scores of contested proceedings for new radio and TV licenses by putting the licenses on the auction block.

The new authority—which does not extend to digital TV channels—would allow FCC officials to clear a backlog of more than 1,500 radio and TV license applications.

For many applicants, the auctions will end a long wait for FCC action on their bids for new stations. Since 1993, regulators have been without a procedure for resolving cases in which two or more applicants seek a broadcast license. Officials held comparative hearings to choose license winners until the U.S. Court of Appeals in Washington threw out the FCC's criteria for selecting the winner.

"It will move things along," Washington communications lawyer David Silverman says of the plan to replace the comparative hearings with auctions.

Others representing the radio and TV applicants agree, citing the long absence of any process for the applications. "Many people feel we need to do something," says communications lawyer John Pelkey.

"It's a good way to resolve these cases," adds communications lawyer David Oxenford.

Oxenford and others say they are particularly pleased with a provision that will give applicants six months to settle competing applications for licenses before the bidding starts.

"It's the least Congress could do," communications lawyer Gary Smithwick says of the settlement window. He notes that existing applicants already have paid legal fees to file.

The FCC offered applicants a similar opportunity in 1995, opening a 90-day window for settling competing applications. During the window, commission officials waived rules that limit applicants' payments to others for dropping competing applications.

The initiative resulted in more than 15 agreements to settle competing TV license applications. Lawyers expect a

"It's a good way to resolve these cases."

David Oxenford

six-month settlement window to yield many more agreements.

"You put a hammer over people's heads to settle," Oxenford says. Communications lawyer Jeffrey Timmons, whose firm filed 10 such settlement agreements during the 1995 window, also predicts that several applicants will seek payment to remove their applications rather than bid for the licenses.

The bidding for most licenses will be limited to those with applications on file with the commission. Budget legislation would limit bidding eligibility to the existing applicants in cases where the applications were filed before July 1, 1997.

The legislation also requires the commission to accept competing applications in cases where a company has applied for a broadcast license but the FCC has not yet accepted competing applications.

FCC officials have counted more

than 570 pending TV license applications covering 118 markets. The commission stopped accepting applications for new analog TV stations last fall as part of its effort to establish rules for digital TV. On the radio side, more than 950 applications are pending for more than 230 licenses.

During the past few weeks, FCC officials have been working out proposals to deal with the backlog. The plan now advanced calls for auctioning the licenses once Congress gives the FCC authority to award broadcast licenses through competitive bidding.

Sources say the FCC will consider issuing the licenses by lottery if Congress does not grant it auction authority. FCC officials and others say the alternative of developing new comparative criteria likely would keep the license applications in limbo.

"I'm not so sure the FCC could ever craft something that could pass court scrutiny," Smithwick says.

But he adds that many lawyers will miss the business that comparative hearings have generated. "Not having comparative hearings is going to hurt a lot of law firms," Smithwick says. ■

Broadcasters lose some ENG spectrum

Broadcasters' only loss in the negotiations over the federal budget package is some of their electronic newsgathering spectrum.

The bill puts 20 mhz of broadcasters' ENG spectrum in the 2 ghz band on the auction block. Broadcasters get to keep another 85 megs in the band for now, but could lose another 15 mhz later.

In addition to claiming the 20 mhz of ENG spectrum, Congress told the FCC to auction an additional 15 mhz. Those wild-card frequencies could come from the ENG channels or from mobile satellite spectrum.

Broadcasters say the remaining ENG channels may not be enough to cover the conversion to digital, although an administration source says that depends on what broadcasters decide to do with their digital channels.

"The worst-case scenario is that we get 70 mhz of ENG. That would be crippling, but at least that is not mandated by this budget bill," says Jim Hedlund, president of ALTV.

Broadcasters use the frequencies to send live news reports or sports back to their stations. Even though broadcasters also use higher frequencies, they want to keep as much of the 2 ghz spectrum as possible because of its superior propagation.

Spectrum in that band has been protected from auction because broadcasters share it with the National Aeronautics and Space Administration (NASA) and the National Oceanic and Atmospheric Administration (NOAA).

Broadcasters had been gearing up to move some of the ENG operations to a higher frequency—2110 mhz to 2150 mhz—but the administration has decided to auction that, according to the budget legislation. —PA

Cable competitors claim disadvantage

Video providers want expanded program-access rules

By Paige Albiniak

Multichannel video providers asked lawmakers for expanded program-access rules last week, calling current rules outdated, unfair and stifling to their attempts to compete with cable.

"Significant impediments remain to obtaining access to popular quality programming, particularly sports programming, at nondiscriminatory rates and on nondiscriminatory terms and conditions," said Deborah Lenart, president of Ameritech New Media, testifying before the House Telecommunications Subcommittee.

While Lenart—and executives from BellSouth, Boston Edison and CellularVision—asked for expanded pro-

gram-access rules to ease their entry into the market, many members of the subcommittee said they would prefer to give the Telecommunications Act of 1996 time to work before they consider new legislation. The authors of the act intended that law to deregulate the industry in order to increase competition.

Decker Anstrom, president of the National Cable Television Association, countered that "as soon as competition is emerging, the answer from the competitors is 'let's have more regulation and more FCC micromangement.'"

"I am hesitant to tinker with what has already been done [in the Telecom Act]," said Representative Anna Eshoo (D-Calif.).

The program-access rules in the

1992 Cable Act require cable operators who own programming to make it available to direct broadcast satellite providers. But the rules do not cover emerging alternative video distributors such as telephone, wireless or utility companies. Some vertically integrated cable operators, such as Viacom, have divested their cable distribution operations since the 1992 Cable Act, making more and more programming exempt from the rules.

Thus cable operators and DBS companies can sign exclusive contracts for such popular networks as Viacom's MTV and Nickelodeon, keeping consumers from that programming.

Non-integrated News Corp. subsidiary Fox Broadcasting, which owns regional sports networks, FX and Fox News Channel, is buying The Family Channel. NBC owns CNBC and runs MSNBC in partnership with Microsoft Corp. And CBS, which owns interests in The Nashville Network and Country Music Television, has launched its own cable network, CBS Eye on People.

The FCC's inside wiring rules, which govern the ownership of wires in apartment buildings and condomin-

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iums, are keeping would-be cable competitors from gaining access to 35% of U.S. consumers, said Shant Hovnanian, president of CellularVision. The FCC is rewriting those rules.

DBS provider DIRECTV would like

to see the Satellite Home Viewer Act amended so that satellite companies can transmit local signals into markets, said DIRECTV President Eddy Hartenstein.

The issue will be examined when

House Telecommunications Subcommittee Chairman Billy Tauzin (R-La.) holds a series of hearings on program access this fall.

"Cable, in the end, will have to face competition," Tauzin said. ■

Video distributors' legislative dreams

Video distributors trooped up to Capitol Hill last week to present the House Telecommunications Subcommittee with a wish list of legislative wants. Here's what they asked for:

Ameritech New Media President Deborah Lenart: Revise the program-access rules in the 1992 Cable Act to include telephone companies. Revise rules to include open program access for non-satellite delivered programming, such as signals delivered over fiber optic cable. Resolve program-access complaints to FCC more quickly. Scrutinize the pending Primestar Inc. deal closely.

DIRECTV President Eddy Hartenstein: Continue the program-access rules and strengthen their terms. Make the satellite compulsory copyright permanent and apply it to the retransmission of local broadcast channels. Allow DBS providers to rebroadcast local signals. Require cable operators to offer a low-cost "local broadcast only" package so that customers can get local channels from cable and other channels from DBS. Prohibit cross-subsidization by business entities owning cable systems and DBS providers, such as the proposed Primestar venture. Improve access to apartments and condominiums for noncable video distributors. Allow DIRECTV to launch six-satellite expansion system.

BellSouth Group President William Reddersen: Grant open access to programming services. Include fiber-optic transmissions in open program-access requirements. Do not allow broadcast network affiliates to require that cable operators also carry network-owned cable channels in order to secure retransmission consent.

CellularVision Chairman Shant Hovnanian: Ensure program access for all video distributors. Assign at the commission a specific date for local multipoint distribution service (LMDS) auctions. Consider a tax credit for investors who want to fund LMDS ventures. Offer wireless cable providers the local, excise and franchise tax credits that DBS providers receive. Complete quickly the inside wiring rulemaking at the FCC.

Boston Edison Vice President Richard Hahn: Grant programming access to all video distributors. Legislate a uniform process for municipal negotiations. (Many cities are asking for ownership or interest in Boston Edison's joint venture with cable company RCN in return for allowing Boston Edison to provide local, long-distance and cable service.) Rule that open video system providers do not have to share their networks with other services.

NCTA President Decker Anstrom: No new legislation.

—PA

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DIRECTV fires at Primestar

Congress asked to examine antitrust issues

By Paige Albiniak and Price Colman

Video programing distributors told lawmakers last week to take a close look at the antitrust implications of the pending Primestar merger.

"The proposed DBS alliance between an entity controlled by the nation's five largest cable operators and a company that calls itself 'the world's most vertically integrated media company' will serve only to strengthen cable's dominance and to weaken its competitors..." said Eddy Hartenstein, president of DIRECTV, speaking at a hearing before the House Telecommunications Subcommittee.

"This unprecedented level of concentration of ownership of critical cable programing assets among TCI, Time Warner/Turner and News Corp.

greatly increases the potential for extracting higher prices from cable operators to carry their programing," said Deborah Lenart, president of Ameritech New Media.

House Telecommunications Subcommittee Chairman Billy Tauzin (R-La.) said Congress will have to look at how Primestar's plans will affect competition between the satellite and cable industries and how it will affect program access.

"A merger between two systems that were thought to be antagonistic to one another...that deserves some thought," Tauzin said.

Competitors are starting to draw lines in Washington as Primestar revs up its lobbying machine and begins filing the requisite documents for regulatory approval of its rollout and purchase of News Corp.'s ASkyB assets.

Primestar is taking its battle to regulatory agencies in steps. The first fight: getting FCC permission to transfer TCI Satellite Entertainment's 11 transponders at the 119-degree full continental U.S. (CONUS) orbital slot to Primestar.

At a press conference two weeks ago at the SBCA show in Nashville, Tenn., Primestar President Jim Gray repeated statements made in June that the company is willing to dispose of the 119 slot if necessary. But he indicated that so far there have been no substantive discussions with potential buyers.

Primestar attorneys, who include Phil Verveer at Washington firm Wilkie Farr & Gallagher, say the request to the FCC is necessary to roll up the new company, Primestar Inc., and does not foreshadow Primestar's business intentions. Antitrust lawyers say competitive concerns make it unlikely Primestar will get to keep the TSAT channels.

Primestar also announced in Nashville that it would be launching in the fourth quarter a high-power DBS service on the 11 channels at 119. The strategy is to get the 120-channel service up and running at 119 and then transfer those customers to News Corp./ASkyB/MCI's 28 channels at the 110 orbital slot if the FCC requires Primestar to divest the TSAT channels.

And Jim Olson—former chief of the FCC's competition division—says Primestar "absolutely will have to divest those [TSAT] channels." Now an antitrust lawyer at Washington's Howrey & Simon, Olson says that "there are strong competitive concerns about the transaction, especially given the fact that there's so little competition to cable right now."

ASkyB had planned to launch a satellite at 110 as early as this November, but a launch window is more likely to open up in January or February 1998, TSAT spokeswoman Larae Marsik confirms.

But even if Primestar launches a satellite and a service, it still must gain Department of Justice and FCC approval of Primestar Inc.'s purchase of the News Corp. assets—which consist largely of MCI's \$682.5 million in satellite licenses. Primestar Inc. on July 18 filed at Justice an antitrust review of the asset acquisition required by the Hart-Scott-Rodino Act.

The complaints should grow loudest when Primestar Inc. asks the FCC for the ownership transfer of MCI's 28 channels. Primestar was expected to file this paperwork by the end of July, although at press time this paperwork

NAB honors children's TV

Even at their own awards event, broadcast lobbyists could not escape complaints about TV violence last week. Bob Keeshan, better known as Captain Kangaroo, told the National Association of Broadcasters that "violent programing spawns violence." He was receiving an award for lifetime achievement in children's television at a Capitol Hill reception last Tuesday night. "Television is the greatest influence on culture ever to have descended upon American society, so we have the greatest responsibility to our nation of any other industry," Keeshan said. He has long championed lessening violence on television.

In another unexpected twist at the NAB awards, Norma Krasinski of WAPA-TV San Juan, P.R., said the FCC deserves credit for her award for having required stations to air three hours of educational children's TV each week. Krasinski won a Service to Children's Television award for her program *Chicola y la Ganga—The Adventure of Saving a Forest*. —PA



Joining Bob 'Captain Kangaroo' Keeshan are winners of the NAB's "Best of the Best" children's television awards. (l-r): Paul Shipley, Dianne Anderson and Liz Mercer, KOAT-TV Albuquerque, N.M.; Chris Schueler, KRQE(TV) Albuquerque; Keeshan; Jenia Parker and Mary Cannon, KMOV(TV) St. Louis; Robert Belinoff, KRQE; Yvette Perez, KOAT-TV, and Dr. Charles Sherman, NAB.

had not yet been seen at the FCC.

"My impression is that the more complicated part of deal—and the part that raises substantial concerns—is the second part of the deal," says Peter Cowhey, chief of the FCC's International Bureau.

But Primestar is optimistic that the entire deal will win approval. "It's something I think the government would look at and say 'Gee, this is prob-

ably the way you should have organized in the first place,'" Gray says.

The FCC has no hard-and-fast rule disallowing one company from owning channels in two full-CONUS slots: it made a one-time rule for the auction of the DBS spectrum in January 1996.

But that logic will still hold as the FCC scrutinizes this deal. "We would be concerned if any entity ended up controlling two full-CONUS orbital

slots," says one FCC source.

According to FCC figures, cable companies own 89% of multichannel video programming distribution, with direct broadcast satellite providers presenting the only significant competition. With only three full-CONUS slots available, antitrust regulators may be hard pressed to cede parts of one or two of them to a DBS company run by cable operators. ■

FCC issues revised forfeiture guidelines

By Chris McConnell

The FCC last week unveiled its new list of fines for violations of commission rules.

Penalties in the revised "forfeiture guidelines" are generally lower than those specified in the commission's old guidelines. The standard penalty for broadcast indecency, for instance, has gone from \$12,500 to \$7,000, while the fine for failure to permit station inspection has decreased from \$18,750 to \$7,000.

The FCC says the lower numbers result from a decision to establish one schedule of fines for all services, instead of maintaining separate lists for broadcast, cable and common carrier companies. The commission said that for larger companies, actual fines may be higher than those published in the new guidelines.

"We intend to take into account the subject violator's ability to pay in determining the amount of a forfeiture to guarantee that forfeitures...are not considered merely an affordable cost of doing business," the FCC said.

The commission also said that while the guidelines are aimed at letting potential violators know what they can expect to pay, officials will review the unique facts of each case in determining actual fines.

The new guidelines follow a 1994 court decision to throw out the old fine guides. The U.S. Court of Appeals threw out the old schedule because the commission had not accepted public comment on the guidelines.

The commission accepted comments on the new schedule but has not included fines for violations of Equal Employment Opportunity (EEO) policies in the new guidelines. Officials are addressing the EEO fines in another rulemaking effort that the commission has not yet completed. ■

Fine Guide	
Violation	Fine
Construction/operation without authorization	\$10,000
Failure to comply with prescribed lighting/markings	\$10,000
Violation of public file rules	\$10,000
Violation of political rules (reasonable access, lowest unit charge, equal opportunity, discrimination)	\$9,000
Unauthorized substantial transfer of control	\$8,000
Violation of children's television commercialization or programming requirements	\$8,000
Emergency Alert System equipment not installed or operational	\$8,000
Alien ownership violation	\$8,000
Failure to permit inspection	\$7,000
Transmission of indecent/obscene materials	\$7,000
Interference	\$7,000
Importation/marketing of unauthorized equipment	\$7,000
Exceeding of authorized antenna height	\$5,000
Fraud by wire, radio or television	\$5,000
Use of unauthorized equipment	\$5,000
Exceeding power limits	\$4,000
Failure to respond to FCC communications	\$4,000
Violation of sponsorship ID requirements	\$4,000
Unauthorized emissions	\$4,000
Using unauthorized frequency	\$4,000
Failure to engage in required frequency coordination	\$4,000
Construction/operation at unauthorized location	\$4,000
Violation of requirements pertaining to broadcasting of lotteries or contests	\$4,000
Violation of transmitter control/metering requirements	\$3,000
Failure to file required forms or information	\$3,000
Failure to make required measurements or conduct required monitoring	\$2,000
Failure to provide station ID	\$1,000
Unauthorized pro forma transfer of control	\$1,000
Failure to maintain required records	\$1,000
Failure to implement rate reduction or refund order	\$7,500
Violation of cable program access rules	\$7,500
Violation of cable leased-access rules	\$7,500
Violation of cable crossownership rules	\$7,500
Violation of cable broadcast carriage rules	\$7,500
Violation of pole attachment rules	\$7,500
Failure to maintain directional pattern within prescribed parameters	\$7,000
Violation of main studio rule	\$7,000
Violation of broadcast hoax rule	\$7,000
AM tower fencing	\$7,000
Broadcasting telephone conversations without authorization	\$4,000
Violation of enhanced underwriting requirements	\$2,000

Chong rails against 'avalanche' of government intrusion

By Chris McConnell

FCC Commissioner Rachelle Chong last week warned broadcasters to stand firm against an "avalanche of government intrusion" into content.

"The rock slide is about to roar over you and bury you," Chong—who will soon depart the commission—told a gathering of the California Broadcasters Association in Monterey, Calif. She pointed to FCC Chairman Reed Hundt's push for free political airtime, public ser-

vice announcements and an FCC inquiry into hard-liquor advertising.

Discussing the initiatives, Chong said Congress—and not the commission—should decide which content issues require FCC attention.

"You must tell everyone why unelected government officials must not be allowed to mandate what free Ameri-

cans can and cannot see on TV," Chong said. Her speech followed a similar attack in June on Hundt's First Amendment record by Commissioner James Quello.

Joining the call to arms against regulation was National Association of Broadcasters President Eddie Fritts, who did not limit his criticism to the FCC. "We've been wondering what ratings C-SPAN would give the House and Senate," Fritts said. "Do you think congressional dialogue is suitable for all audiences?"

Fritts told the California broadcasters that government intervention in the industry has reached unprecedented levels. "Television and radio are more than ever Washington's most convenient targets for reforming society," he said. ■



Chong tells broadcasters to stand firm.

Stern fined again

FCC officials are hitting CBS stations with a fine stemming from a pair of Howard Stern broadcasts. Last October, the commission fined WVGO(FM) Crewe, Va./Richmond, \$10,000 for the Stern broadcasts. Past FCC practice has been to assume that any indecent Stern broadcasts also air on other CBS-owned stations that carry the show. Last week, the commission sent a \$6,000 "notice of apparent liability" to WXRK(FM) New York for the same broadcasts that generated the Richmond fine.

In other enforcement actions, the commission fined WANE-TV Fort Wayne, Ind., \$8,000 for exceeding limits on commercials during children's programming. The FCC also ordered WESA-AM-FM Charleroi, Pa., to pay a \$15,000 fine for violation of FCC equal employment opportunity rules.

The friends he left behind

FCC Chairman Reed Hundt is "anti-broadcast," the majority of general managers say in a new survey of local TV station attitudes toward the FCC and other issues. Assembled by Media & Entertainment Strategies Inc., the survey found the majority of local TV station executives view Hundt as inflexible and only 3% depict him as visionary. The survey covered 71 local stations from all six networks.

Dear Les, Norm, and whom it may concern:

The White House at midweek still had not assembled the complete list of advisers who will tackle the issue of digital broadcast public interest obligations. But that was not stopping House members from pushing the two known advisers to recommend that stations provide free airtime to candidates. "Your commission now has the opportunity to effect significant reform that can reduce the cost of campaigns and slow down the money chase before the next election," a group of 11 House members wrote in a July 24 letter to Norman Ornstein and Les Moonves, co-chairs of

the planned advisory committee. Representatives signing the letter included Louise Slaughter (D-N.Y.) and David Bonior (D-Mich.).

UHF still a question for digital rules

Broadcasters are still battling each other over digital TV rules. Late last month, the Association of Local Television Stations urged the FCC not to consider requests forwarded by the Association for Maximum Service Television without considering the impact on UHF stations. ALTV charged that MSTV had failed to address the issue of UHF power in its petition, which requested a series of changes aimed at reducing interference.

The same day, MSTV filed its own petition opposing an ALTV request that the FCC alter its interference rules to allow UHF stations to boost

the power of their digital signals. "Disenfranchisement of existing viewers' service due to new DTV-generated interference would be contrary to commission policy and detrimental to the public interest," MSTV told the FCC.

NAB official predicts ratings litigation

An NAB official predicted last week that TV producers would likely challenge the TV ratings system in court. "Then we will see how far government can go in this area," Chuck Sherman told a group of broadcasters in Washington. Unlike some producers, the NAB supports the eight-month-old ratings system, including the content warnings that were added earlier this month. The association agreed to the content ratings "in order to be able to move on to other issues in our time," Sherman said. Sherman defended NBC's decision not to go along with the content warnings. It's "easy to berate" NBC, he said. But the system is voluntary and the network has the right to go its own way, he added.



Edited by Chris McConnell

Broadcasting

August 4, 1997

COVER STORY

New stars for late night?

With two shows launching today and another on the way, Jay and Dave get competition

By Joe Schlosser

In January 1989, Paramount Domestic TV unveiled a late-night talk show geared to an audience that had gone virtually untouched since the birth of television. The late-night scene at the time centered on NBC's *Tonight Show*, as it had for nearly 30 years.

But Paramount's *Arsenio Hall Show* took Johnny Carson and Doc Severinsen and turned them upside down—transforming late-night television into a hip place for young adults. Hall, the first African American to host a late-night show, grabbed the young, urban demographic and rewrote the rules of the genre. He even got President Clinton to play the saxophone with his band.

The show remained on the air for more than five years before bowing out in fall 1994. Now, three years after the final episode, a group of formidable replacements is preparing to fill the void.

Three shows. All with African-American hosts. All targeting primarily the same young, multicultural audience. All, at least for now, entering the fray via syndication. All with big studios behind them. And all originating from Hollywood.

The three contestants eager to take over where Hall left off are former basketball great Magic Johnson. Keenen Ivory Wayans of *In Living Color* fame



Robert Neubecker/SIS

and Chris Spencer, a Los Angeles comedian who has legendary television and music producer Quincy Jones behind him.

Wayans and Spencer's shows debut tonight (Aug. 4) in what is being called by some in Hollywood a "good old-fashioned summer shootout." Johnson is targeting early 1998.

Buena Vista Television's *Keenen Ivory Wayans Show* kicks off on the Fox owned-and-operated stations after a har-

ried four months of transforming a concept into a television show. Less than six months ago, Buena Vista was shopping former NBA player John Salley as the host of its late-night talk show vehicle, but dumped him for Wayans after getting cold feet at the NATPE convention in January.

On March 25, Buena Vista announced it was going with Wayans, and over the past few months it has raced to put the final pieces in place. An English production company, Planet 24, known for its wacky, London morning TV programs, was brought in. An all-female band and a large fish tank were added. *Wayans* is cleared in 140 markets with nearly 90% of the nation covered.

Also set to start tonight is Columbia TriStar's *Vibe*, which

was shopped at NATPE via a pilot. The variety show, described as "hip TV for a hip generation," is produced by Quincy Jones and David Salzman. The show will not be affected by the veteran producers' decision to split up their team, according to Columbia TriStar officials. Salzman and Jones produce the show under the separate *Vibe* Productions and not the QDE banner. The two will continue to work together on *Vibe* and on a number of upcoming

movies already in the works, but will no longer accept new projects together. The two award-winning producers formed Quincy Jones-David Salzman Entertainment four years ago and have since teamed on shows including *The Fresh Prince of Bel-Air*. Salzman and Jones also teamed up to produce the 68th Annual Academy Awards. Jones reportedly wants to spend more time on his musical career and less in the Hollywood movie and television business.

While *Wayans* is on the Fox stations in many of the major markets, *Vibe* generally is on the less-watched UPN stations. Jones assembled an all-star band and an elaborate set that includes a large elevator for what Spencer calls "grand entrances." *Vibe* is cleared in more than 97% of the country on 202 stations. Many of those stations were outlets that carried Hall during the early 1990s.

Los Angeles Laker-turned-businessman Magic Johnson has decided to try his hand at something new—enter-

taining. For Johnson, who was known to turn it up a notch on the basketball court when the lights were shining, the move isn't much of a stretch. After conferring with a number of Hollywood lots, including Universal, Johnson was welcomed by officials at Twentieth Television.

Johnson has '80s pop star Sheila E lined up to lead his band and has been working with a number of former and current television hosts in preparation (see box, page 25). Set to launch as a midseason replacement in early 1998, *The Magic Hour* is in an interesting situation. Two weeks ago, Fox programming head Peter Roth told reporters that Fox might be interested in bringing Johnson to the network next fall. If Johnson were to go to Fox, Wayans could be left out in the cold if he isn't a quick hit. With Wayans's show in syndication and mainly on Fox stations, *The Magic Hour* might fit nicely into those same time periods in which *Wayans* is launching.

"We are finally at the point where we can start to observe in real terms whether or not there is a next Arsenio," says Bill Carroll, Katz vice president and director of programming. "There is always room for successful shows, but...no matter how well produced, no matter how much clearance a show may get, the success ratio for syndicated shows is about 1 in 10."

Let the new and improved late-night wars begin

With *The Late Show with David Letterman*, *The Tonight Show with Jay Leno*, ABC's two late-night entries (*Nightline* and *Politically Incorrect*) and a host of reruns to compete with, the most compelling question facing the new shows is the obvious one: is there any room? Is the nation ready for two and possibly three shows of a similar nature?

"I don't think there is room for two, let alone three," says one television executive. "They are going after one

FALLING STARS

THE PAT SAJAK SHOW

(Jan. 1989–April 1990)—Sajak, who is still rolling in *Wheel of Fortune*, wasn't the late-night answer for CBS. Sajak hit the air in 1989 with a 90-minute talk show, which quickly was reduced to an hour; in spring 1990 the show was canceled. The rap on Pat was that he drew fewer viewers to CBS than the action/adventure reruns he replaced.



THE DENNIS MILLER SHOW

(Jan.-Sept. 1992)—Miller, who is still alive and kicking on HBO, didn't make it a full year in syndication. Tribune Entertainment stopped producing episodes after six months, and Miller reruns aired until September in most markets. His witty, R-rated style works better on cable, critics say. Others say he's too hip for the room.



THE CHEVY CHASE SHOW

(Sept.-Oct. 1993)—This Fox show is commonly referred to in Hollywood as the biggest debacle in late-night history. Critics say Fox and Chase spent too much time worrying about the set's fish tank and the naming of the Chevy Chase Theater. Monologues were too much for the former *Saturday Night Live* star.



THE JON STEWART SHOW

(Sept. 1994–Sept. 1995)—Stewart was considered a hot property in the late-night scene after hosting his own MTV show, which Paramount Domestic Television tried in syndication. Stewart was to be Arsenio Hall's replacement. It didn't work.



THE DENNIS PRAGER SHOW

(Sept. 1994–Sept. 1995)—Multimedia brought Prager—another Los Angeles radio talk show host—to NATPE in 1994. Considered Rush Limbaugh lite, the conservative talker was too low-key for syndication.



STEPHANIE MILLER

(Sept.-Dec. 1995)—Buena Vista took a Los Angeles radio talk show host and tried her in late night. The daughter of Bill Miller—the other half of the 1964 GOP presidential ticket with Barry Goldwater—didn't make it either. Critics say Miller's witty comments worked better on radio and in her weekly *Los Angeles Times* column. —JS



audience. I could see another *Arsenio*, sure, but two and maybe a third is really pushing it."

Others aren't so sure. Mort Marcus, president of Buena Vista Television, says it's a tough one to call. He says success depends on how much of the *Letterman*, *Leno* and *Nightline* audience the shows can attract: "My gut says two of them can make it. But it will get a little thin out there."

Columbia TriStar Domestic Television President Barry Thurston says there is room for both *Wayans* and *Vibe*. In seven of the top 10 markets the two will not go head to head, he notes; in Los Angeles and New York both will air at 11 p.m., but in seven of the remaining eight largest cities, that will not be the case. *Vibe* will air in certain cities in prime time, in a few markets at 9 p.m. and in others at 10.

"Everyone wants to say there is this big war between *Vibe* and *Wayans*," Thurston says. "It just isn't true. If we both concentrate on what we're doing and do a good job at it, I think there will be plenty of room."

Rick Jacobson, president of Twentieth Television, says that *Vibe* and *Wayans* are trying to attract a more hip-hop niche audience than Johnson's show. Jacobson says *The Magic Hour* will transcend all color barriers and age groups: "We are also going for that 18-to-49 demo, but because of who Magic is, I think you will see a huge crossover audience. This guy is universally loved. He's almost an ambassador."

Another hot topic is the matter of who gets the hottest stars first. With *Letterman* and *Leno*, it generally comes down to where the star is, Katz's Carroll says. If the star is in New York first, it's *Letterman*. In L.A., it's *Leno*. After appearing on one, stars pitching a new movie or TV show usually wind up doing the other show the following week.

"There is sort of a gentleman's agreement there," Carroll says. "Will there be a gentleman's agreement among these folks? I'm not so sure."

With *Leno* already in Los Angeles and the possibility of three new late-night shows in town, the booking wars are heating up. "It's unbelievably competitive," *Vibe*'s Salzman says. "Particularly the shows which are on the air—they're already playing the strong hand of 'we've been here for years and you don't know what is going to happen with a new show, so you should do our show first.'"

Salzman says he doesn't keep a scorecard, but *Vibe* is going to try to get "as

Wayans gets it together

Just outside the door of the main control room for Keenen Ivory Wayans's late-night talk show sits a sign that says "Gallery." The sign was put there by the British production team Planet 24, which was brought in by Buena Vista Television to produce the show.

The English team has been having a little trouble with the vocabulary differences. A control room to the Brits is the gallery, a stage manager is a floor manager and so on. The little hitches encountered by the English team are indicative of what has been going on behind the scenes of the Wayans show since it was announced last March.

Two weeks ago, the show's top talent executive, Todd Yasui, walked off the set for good. Buena Vista officials quickly hired someone from within the company to replace him. Rumors that Wayans and his production staff can't get along also have been circulating. But Charlie Parsons, who heads Planet 24 and is the show's executive producer alongside Wayans, says nothing abnormal is going on.

"I've been involved in a load of talk shows in Britain," Parsons says. "It's no different. We're building a team. Keenen and I are both very demanding people, and in that we share a lot of characteristics. That works with some people and it doesn't with others."

Mort Marcus, Buena Vista Television president, also has heard a lot of rumors, and he has been checking to see if there is any truth to them.

"I go over there all the time; it just doesn't exist," Marcus says. "Anytime you hire 80 people and put them in the same room, you are going to have some fallout. I don't have any problem with that."

If the show has been something of a work in progress, that is understandable. Less than a year ago, Buena Vista was preparing to go ahead with former NBA player John Salley as the host of a late-night talk show. But Salley was dropped after Buena Vista officials felt he wasn't ready. Wayans was thrown into the mix in late March, and starting tonight, his show hits the air.

"We liked John Salley. He's a great guy. We just felt he needed a little more time," Marcus says. "We thought Keenen was ready now. We also felt time was of the essence, with *Vibe* and everything else out there." Salley is no longer under contract to Buena Vista, but sources say he has been talking with several Hollywood studios about hosting a daytime talk show.

Marcus doesn't think the show is being rushed to air, but as with any other television show, he wishes it could get a little more time. After a good set of run-throughs last week in Los Angeles, he and Parsons say the show is ready.

What exactly is the Wayans show going to be like? There will be celebrity guests, an all-female band, sketch comedy and a large fish tank. The studio audience will be invited to join in a number of different games and skits with Wayans. Parsons says the background colors for the set will be a lot lighter than those of the average late-night show. No more blacks and purples, he says—more yellows and brighter colors.

Parsons says the band—which has yet to be named—has had 10 days to prepare for their first show. He describes them as a cross between The Spice Girls and The Fly Girls from Wayans's former show *In Living Color*. —JS



Wayans and company say they're ready to weigh in with their new late-night offering.

many firsts" as possible. "I think our bookings are going to be very strong," he says. "Is it a war? To me that old expression means that all is fair in love and war, which means you can play dirty and go for the kill. We certainly haven't, and to the best of my knowledge the other guys haven't either. But we'll have to see."

Charlie Parsons, who heads Planet 24, the production team brought in from England to produce Wayans's show, says the booking game is different and tougher in the U.S.: "Of course it's tough, but America is full of stars. There's a lot of competition, but we don't mind that. We like that, actually. In Britain, television is much more of a cottage industry. It is an important industry, but at the end of the day it's sort of smaller. Here there are hundreds of productions and things going on." ■

It's Jay, Ted, then Dave in network ratings race

Fox is still targeting 1998 for its entry in the derby

By Lynette Rice

When it comes to late-night competition among the broadcast networks, David Letterman saw to it that the joke was on him.

In New York's Times Square, an NBC billboard proudly trumpets *The Tonight Show with Jay Leno* as the number-one show in late night. No skin off Letterman's nose: He responded with his own nearby billboard that

reads "*The Late Show with David Letterman*, No. 3 in late night."

It's less a sign of surrender by Letterman than a statement about the late-night wars, sure to get uglier with the surge of new shows from the syndicated world.

Leno and *Letterman* will not likely experience significant drops in the ratings, but fragmentation of an already premium audience is likely: As of the May sweeps, roughly 37 million households tuned in from 11:30 to

The 'Vibe' was right

Columbia TriStar Domestic Television President Barry Thurston says he has been looking to bring another late-night show to air ever since *Arsenio Hall's* departure three years ago.

He says Columbia TriStar has weighed a few ideas and put some into development, but the confidence level and the right ingredients were not there. That was before David Salzman and legendary music and television producer Quincy Jones walked into his office.

"Both of them had the same appetite as I did for a late-night show," Thurston says. "We [Columbia TriStar] knew we could market a show of this type. We knew we could get the stations [and] the time periods and promote it. But what we really wanted was somebody on the production side that shared the same vision we had."

The three came out of the meeting with an idea that has turned into *Vibe*. The show, which gets its name from Jones's youth-centered magazine, is aimed at adults 18 to 49.

"*Vibe* magazine has demonstrated there is a new generation out there with a different sense of humor and a different set of values," Salzman says. "Conventional TV doesn't serve up a lot of things that audience is looking for. So we're going to try and provide something for the young and urban crowd to enjoy."



Chris Spencer (r) may be a new name, but producer Quincy Jones has a reputation that opens doors and time periods.

After what Salzman says was a lengthy search, comedian Chris Spencer was tapped as the show's host. Spencer has been given the task of carrying a late-night show without any previous experience. For Spencer, the job itself may be easier than trying to sell his name next to the likes of Keenen Ivory Wayans and Earvin "Magic" Johnson.

"No matter what you have done in the past, this is a pretty awesome task," Salzman says of Spencer's leading role. "It is something you really can't prepare for other than just doing it. He has shown real progress during our tapings, and I feel he's up for this."

The show will be taped in front of a live studio audience on the CBS lot in Los Angeles. Jones assembled what he bills as an all-star band and says that music will play a big part in each show.

The set includes the standard interview areas and open space for musical guests, but also includes a little surprise. Just behind the center of the stage is an elevator from which Spencer will make his entrance to start each show. Salzman says he hopes the doors on the elevator work better than they did on one recent practice run.

"One time during a run-through they just didn't open up very easily for Spencer," Salzman says. "It was a perfect way for [Spencer] to have to work quickly on his feet and he did."

—JS



Leno



Letterman



Koppel

midnight. That number dropped to 29 million from midnight to 12:30 a.m.

From Sept. 16 through July 18, *Leno* continued to reign over late night with a 4.9 rating/15 share (all numbers are Nielsen Media Research figures) in households, along with a 2.2 rating among viewers ages 18-34 and a 2.7 in the 18-49 demo. *Nightline* with *Ted Koppel* followed in the number-two spot with a 4.5/12 in households, along with a 1.4 in 18-34 and a 1.9 in 18-49. *Letterman* held on to its number-three position with a 3.5/10 HH and a 1.9 in 18-34 and 2.1 in 18-49.

The competition picked up in January with the addition of *Politically Incorrect* with *Bill Maher*, which has averaged a 2.7/9 HH, a 1.1 in 18-34 and a 1.3 in 18-49. The show's strong rollout already has ensured it a place on the late-night schedule next fall.

In the 12:30 a.m. block, *Late Night with Conan O'Brien*—re-upped this year through 2000—has earned a 2.1/10 HH, a 1.1 in 18-34 and a 1.3 in 18-49. *The Late Late Show with Tom Snyder* follows with a 1.5/7 HH, a 0.7 in 18-34 and a 0.8 in 18-49.

How Fox decides to enter the fray is uncertain. It's still promising affiliates it will have a late-night offering as early as September 1998. Entertainment President Peter Roth acknowledges that *The Magic Hour* remains a possibility, but the syndicated strip must pass muster on Fox O&Os before it plays with the big boys at the network level.

"We're talking [about potential shows], but there are certainly no formalized plans," Roth said at the annual gathering of TV critics in Pasadena, Calif., last week. ■

Magic's TV move



Magic has gotten a little help from his friends Jay Leno and Arsenio Hall.

How is a former basketball player going to pull off hosting his own late-night talk show? Maybe with a little help from his friends.

Earvin "Magic" Johnson, the former Los Angeles Laker, is receiving more than his share of help as he prepares for a mid-season launch of Twentieth Television's *The Magic Hour*. Before Johnson taped the show's pilot two weeks ago, Jay Leno and Arsenio Hall walked the former NBA star through various steps to help him make the transition to late night.

"The reason I'm doing as well as I'm doing is because of both of them," Johnson said last week at a Los Angeles party to celebrate his signing with Fox. "Jay helps me with one thing, Arsenio helps me over here. They're just a huge help. That just shows you it's not about competition, it's about friends helping each other out."

Twentieth Television taped the pilot for Johnson's show on the NBC lot in Burbank, Calif., just down the hall from Leno's *Tonight Show* studio. Lon Rosen, Johnson's agent and co-executive producer of *The Magic Hour*, says Leno often came over to help Johnson work on little things.

"[Leno] wanted to give Earvin some pointers and ways to deal with problems or just how to punctuate a joke properly," Rosen says.

As for Hall, he and Johnson have been friends for a long time, and Johnson was a regular guest on Hall's syndicated late-night talk show during the early 1990s. Hall even warmed up the crowd before Johnson's pilot taping two weeks ago. "The crowd loved him," Johnson says. "He's fine with it all."

Hall's ABC sitcom *Arsenio* failed this past season as a midseason replacement after six episodes. But Fox reportedly is considering picking up the show for fall. Regardless, Johnson says Hall can do whatever he wants when it comes to *The Magic Hour*. He's leaving the door open for Hall to guest host and help from behind the scenes.

Johnson just might need the help, because he's entering a late-night market that has never been so busy. With Columbia TriStar's late-night entry *Vibe* and Buena Vista Television's *The Keenen Ivory Wayans Show*, the late-night wars are heating up.

"First of all, I want to wish them all luck," Johnson says. "I think there is room for all of us, and I think each of us will do our own thing. *Vibe* will probably reflect the magazine; Keenen has been on TV and you've seen what he can do, and Magic will just be Magic. But if there's competition, I think that's good. I like competition and I'm used to it," he says.

Twentieth Television President Rick Jacobson says a *Wayans* and Johnson back-to-back block is possible. He says that no matter what happens with the other shows, Twentieth Television will be selling *The Magic Hour* by September.

Besides Johnson, *The Magic Hour* will feature a band headed by Sheila E and a yet-to-be-named sidekick. Jacobson says the sidekick won't be in the traditional Ed McMahon mold, but will play a comedy-driven, less dominant role. The show will consist of interviews with celebrities, musical guests and comedy bits. Twentieth Television officials say it will not be a sports show and will not focus on sports celebrities.

Johnson gave up his basketball career after being diagnosed as HIV-positive. He says he feels fine and has been working out every day. Twentieth Television officials say the disease is not an issue. —JS

Siegels' wings clipped again

SeaGull served with bankruptcy petition by creditors; Henry Siegel speaks out

By Steve McClellan

Henry and Paul Siegel are facing bankruptcy proceedings again.

A group of more than two dozen employees and creditors, including Alice Entertainment and Westcoast Video productions, filed suit in U.S. Bankruptcy Court in Los Angeles last week, asking that the Siegels' company, Seagull Entertainment, be placed in involuntary bankruptcy.

So far, creditors owed more than \$600,000 have joined the suit—including Alice (\$400,000), Westcoast (\$40,000) and a satellite uplink company.

A growing list of employees who are owed back wages also has joined the



'Tarzan, the Epic Adventures' is one of the first-run shows distributed by SeaGull.

suit. The Siegels didn't return calls seeking comment.

Seagull, now a division of Kaleidoscope Media Group, distributes a daily syndicated celebrity home shopping show, *Hollywood Connection*, in a joint venture with HSN Direct, and weekly first-run series including *Tarzan, the Epic Adventures*. (At least one of the producers of SeaGull's *Tarzan*, Joel Smith, has joined the

bankruptcy petition, claiming at least \$66,000 in unpaid fees. Smith also worked on SeaGull's *Team Extreme* and *Merlin*.)

Hope Aguilar, lead attorney for the plaintiffs, said last week that HSN Direct had taken over control of *Hollywood Connection*. HSN Direct offi-

cialists couldn't be reached for comment.

Last week SeaGull issued a statement saying the creditors petition had "no merit" and would be "defended vigorously." In an interview, SeaGull Chairman Henry Siegel said the company owed no money to Alice Entertainment, despite Alice's \$400,000-plus claim. He acknowledged outstanding debts to Westcoast, 4MC and producers of *Hollywood Connection*, but insisted that "nothing is more than 30 days [past due] and nothing is more than a few dollars."

Siegel only had unkind words for attorney Aguilar, saying she had been "discredited by most people." Asked for details, he replied, "you should check that out." Siegel even said he had heard, but didn't know for a fact, that there had been "a petition" in California seeking her disbarment.

A check with the California State Bar Association showed no disciplinary action against Aguilar, let alone a petition for disbarment. A CSBA

SYNDICATION MARKETPLACE

'Howie' clears top two

Paramount Domestic Television has cleared upcoming talker *The Howie Mandel Show* in Los Angeles and New York. Mandel will be on KCBS-TV Los Angeles and WCBS-TV New York. Sources say the show will take in \$40,000-\$45,000 in weekly cash license fees from each market and both contracts are single-year deals. Paramount officials would not comment on the length or financial terms of deals. *Mandel* is now cleared on 49 stations representing 42% of the nation. Paramount will likely clear the show in Chicago later this week, sources say.

All American output deal

All American Communications Inc. has signed an exclusive output deal with Once Upon a Time Films. The deal gives All American Television worldwide distribution rights to all future movies and miniseries for network and cable TV. Thirty-six hours are currently in active development in both areas. Once Upon a Time

NSS POCKETPIECE

Top ranked syndicated shows for the week ending July 20, as reported by Nielsen Media Research. Numbers represent average audience/stations.% coverage.

1. Wheel o' Fortune	9.9/229/99
2. Jeopardy!	8.2/223/99
3. Oprah Winfrey Show	7.6/235/99
4. Home Improvement	7.5/231/99
5. Seinfeld	6.5/227/97
6. Simpsons	5.7/206/96
7. Entertainment Tonight	5.2/189/96
8. Wheel o' Fortune-wknd	5.0/186/83
9. Xena: Warrior Princess	4.9/225/98
10. Hercules, Journeys of	4.7/234/98
11. Jenny Jones Show	4.6/187/94
12. Inside Edition	4.5/159/91
13. Sally Jessy Raphael	4.4/177/95
14. Montel Williams Show	4.3/195/97
14. Star Trek: Deep Space Nine	4.3/236/98

Films has produced a number of TV films and miniseries, including *Nothing but the Truth* for CBS, *Without Consent* for ABC and *Christmas in Connecticut* for TNT.

Anniversary gift

Chase Manhattan Corp. and Chase Manhattan Private Bank have put up

\$4.5 million to be sole corporate sponsor of PBS's *Great Performances*. The series is entering its 25th season.

'Conan' clears

Weekly action series *Conan* has been cleared in more than 85% of the country and in 49 of the top 50 markets. New stations include KHTV(TV) Houston, WDIV(TV) Detroit, WATL(TV) Atlanta and KMSP-TV Minneapolis. *Conan* is a co-venture of Western International Syndication and Keller Entertainment Group.

Mainframe move

Mainframe Entertainment Inc. is producing and distributing a new animated television series based on the computer game "MDK." The show, also called *MDK*, will be launched in syndication in fall 1998. The show is a collaborative effort with Playmates Interactive Entertainment and Shiny Entertainment. The game is a high-action, special-effects-laden 3-D adventure of a young hero and his dog battling evil robots.—JS

staffer said that, normally, disbarment proceedings come after a long history of disciplinary action against a lawyer.

As for *Tarzan*, Siegel says new production won't start until later this year, which means new episodes probably won't be available until March at the earliest. In the meantime, this fall Siegel plans to distribute some of the Worldvision *Tarzan* shows from the early 1990s that never aired in the U.S.

As of May 31 SeaGull had assets of about \$4.75 million and liabilities of about \$1.25 million. Operating profit for the first half of the year is approximately \$1 million, "plus or minus 10 per cent.," Siegel said.

Siegel said his attorney would file a response to the bankruptcy petition no later than this week.

In 1991, when they owned LBS Communications, the Siegels filed for voluntary bankruptcy.

Barry Diller, who now heads HSN Inc., was also involved in the LBS bankruptcy six years ago. Diller then headed Fox, which hired LBS to sell the barter in the company's syndication shows. LBS sold the time, then failed to give Fox its money, prompting Fox to file suit alleging fraud.

At the time, Diller was said to have been so incensed at the Siegels that he was determined to drive LBS out of business. LBS said as much in a countersuit, alleging that Fox was trying to drive it out of business by spreading disparaging information among LBS clients. Fox didn't deny the conversations, saying, "Truthful statements, however unflattering, are not actionable" (B&C, July 8, 1991).

In addition to racking up more than \$3 million in debts to Fox, LBS owed millions more to other major syndicators, including Warner Bros. (\$7.5 million) and Columbia (\$30 million), as well as another \$40 million to investors Bank of New York, Grey Advertising and Warburg Pincus.

LBS was ultimately dissolved via the bankruptcy proceeding, and the company's assets were purchased by All American Communications Inc. The Siegels worked for All American for two years until they were dismissed in July 1994 and subsequently formed SeaGull.

SeaGull joined with Kaleidoscope Entertainment founder Ray Volpe to form Kaleidoscope Media Group in June 1996. SeaGull was served with the creditors' bankruptcy petition on July 25. It has 20 days to respond. ■

ABC's five-year plan | rites-of-passage series has candid discussions about



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 ade), *Hitz*, *Head Over*
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 t. 23—*Clueless*.

s signed an overall deal
 ount Network TV.
 e producer of *Clueless*,
 der from UPN.

or fall. *Breaker High*
 t *Valley High* will air
 heir weekday debuts

Sept. 19 and then Sunday Sept. 21.

'Dawson's Creek' runs at nine

The WB announced that its new drama *Dawson's Creek*—first chastised by UPN Chief Lucie Salhany but later spotlighted in the press for its sexy dialogue among the teen characters—will air at 9 p.m. as part of its midseason lineup. The network also ordered the Columbia TriStar family comedy *Kelly, Kelly* starring Shelley Long, and Castle Rock's *You're the One*, starring Cynthia Geary, for the midseason schedule. Salhany was one of the first to point fingers at Columbia Tri-Star's *Dawson's Creek*—offered during the upfronts as an 8 p.m. drama. The pilot of the

Fox gets SMART

Fox has joined the Big Three in signing on to the SMART (Systems for Measuring and Reporting Television) ratings initiative. The system—created because of so-called inconsistencies in Nielsen's measurement—maintains a 500-home ratings lab in Philadelphia that tests a host of new measurement techniques. Beyond the Big Three, 14 advertisers and ad agencies are part of the initiative, including BBDO Worldwide, Bozell Worldwide, Procter & Gamble and Young & Rubicam.—LR

Broadcasting & Cable PEOPLE'S CHOICE Ratings according to Nielsen July 21-28

KEY: RANKING/SHOW [PROGRAM RATING/SHARE] • TOP TEN SHOWS OF THE WEEK ARE NUMBERED IN RED • TELEVISION UNIVERSE ESTIMATED AT 97.0 MILLION HOUSEHOLDS: ONE RATINGS POINT=970,000 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 KENNETH RAY

Week 45	abc	CBS	NBC	FOX	U/P/N	WB
	7.2/13	6.7/12	7.8/14	5.8/10	2.6/5	2.0/3
MONDAY	8:00 68. ABC World of Discovery 4.9/9	23. Cosby 7.6/14	51. Suddenly Susan 5.9/11	37. When Animals Attack 2 6.5/12	99. In the House 2.5/5	111. 7th Heaven 1.9/4
	8:30	31. Ev Loves Raymd 6.9/13	60. Fired Up 5.5/10		94. Mal & Eddie 2.8/5	
	9:00 12. ABC Monday Night Movie—Telling Secrets, Part 2 8.3/14	35. Cybill 6.7/12	43. Caroline in/City 6.3/11	66. Roar 5.0/8	91. Sparks 2.9/5	110. Buffy/Vampire Slayer 2.0/3
	9:30	37. Murphy Brown 6.5/11	31. Wings 6.9/12		101. Goode Bhvr 2.4/4	
	10:00	47. Chicago Hope 6.1/11	5. Dateline NBC 11.1/20			
10:30						
TUESDAY	8:00 6.1/11	6.9/12	8.7/16	5.2/10	2.3/4	
	8:30 65. Roseanne 5.1/10	51. Promised Land 5.9/11	26. Mad About You 7.4/15	62. Fox Tuesday Night Movie—The Chase 5.2/10	95. Moesha 2.7/5	
	8:30 66. Life's Work 5.0/9		46. Naked Truth 6.2/12		108. Soc Studies 2.1/4	
	9:00 20. Home Imprvmt 7.7/14	26. CBS Tuesday Movie—Scattered Dreams 7.4/13	19. Frasier 7.8/14		104. Mal & Eddie 2.2/4	
	9:30 37. Spin City 6.5/11		17. Caroline in/City 8.0/14		104. In the House 2.2/4	
10:00 47. NYPD Blue 6.1/11		3. Dateline NBC 11.5/20				
10:30						
WEDNESDAY	8:00 7.5/14	5.3/10	7.8/14	4.3/8	2.4/5	2.6/5
	8:30 62. Grace Undr Fire 5.2/10	51. The Nanny 5.9/12	20. NBC Movie of the Week—Lying Eyes 7.7/14	58. World's Funniest Kids Outtakes 5.6/11	104. The Sentinel 2.2/4	102. Sister, Sist 2.3/5
	8:30 61. Coach 5.3/10	75. Murphy Brown 4.7/9				99. Steve Harvey 2.5/5
	9:00 14. Drew Carey 8.1/15	68. Coast to Coast 4.9/9		89. Pacific Palisades 3.1/6	98. Star Trek: Voyager 2.6/5	95. Jamie Foxx 2.7/5
	9:30 20. Ellen 7.7/13	55. Before Your Eyes 5.8/11	18. Law & Order 7.9/14			90. Wayans Bro 3.0/5
10:00 9. PrimeTime Live 9.4/17						
10:30						
THURSDAY	8:00 4.5/9	7.4/14	11.0/21	4.2/8		
	8:30 78. High Incident 4.4/9	37. Diagnosis Murder 6.5/13	7. Friends 10.2/21	78. Martin 4.4/9		
	8:30		8. Men Bhvg Badly 9.8/19	77. Living Single 4.6/9		
	9:00 91. Polit Incorrect 2.9/5	24. Diagnosis Murder 7.5/14	1. Seinfeld 13.1/25	84. New York Undercover 4.0/7		
	9:30 87. Polit Incorrect 3.2/6	14. 48 Hours 8.1/15	4. Suddenly Susan 11.2/20			
10:00 47. Turning Point 6.1/11		6. ER 10.8/20				
10:30						
FRIDAY	8:00 8.3/17	5.7/12	6.2/13	2.9/6		
	8:30 55. Step by Step 5.8/13	47. Comedy Classics 6.1/13	43. Unsolved Mysteries 6.3/14	95. Sliders 2.7/6		
	8:30 42. Boy Meets World 6.4/14					
	9:00 29. Sabrina/Witch 7.1/15	62. JAG 5.2/11	14. Dateline NBC 8.1/17	87. Millennium 3.2/6		
	9:30 34. Clueless 6.8/14	51. Nash Bridges 5.9/12	82. Homicide: Life on the Streets 4.3/9			
10:00 2. 20/20 11.8/24						
10:30						
SATURDAY	8:00 4.7/10	5.4/12	4.7/10	4.7/11		
	8:30 68. Saturday Night at the Movies—Love Potion #9 4.9/11	85. Dr. Quinn, Medicine Woman 3.8/9	78. The Pretender 4.4/10	78. Cops 4.4/11		
	8:30			75. Cops 4.7/11		
	9:00	68. Early Edition 4.9/10	74. NBC Saturday Night Movie—Visitors of the Night 4.8/10	68. AMW: America Fights Back 4.9/10		
	9:30	24. Walker, Texas Ranger 7.5/16				
10:00 82. The Practice 4.3/9						
10:30						
SUNDAY	7:00 6.0/11	8.8/17	6.6/13	5.5/11		2.0/4
	7:30 91. Second Noah 2.9/6	9. 60 Minutes 9.4/20	43. Dateline NBC 6.3/14	85. Alien Autopsy: Fact or Fiction? 3.8/8		112. Nick Freno 1.8/4
	8:00 68. Am Fun Hm Vid 4.9/10	11. Touched by an Angel 9.2/18	36. 3rd Rock fr/Sun 6.6/13	55. The Simpsons 5.8/12		108. Parent'Hood 2.1/4
	8:30		58. NewsRadio 5.6/10	31. King of the Hill 6.9/13		112. Buffy, Vampire Slayer 1.8/3
	9:00 26. ABC Sunday Night Movie—Four Weddings and a Funeral 7.4/13	12. CBS Sunday Movie—In the Best of Families 8.3/15	30. NBC Sunday Night Movie—Robin Cook's 'Terminal' 7.0/13	37. The X-Files 6.5/11		102. Unhap Ev Af 2.3/4
9:30					104. Wayans Bros 2.2/4	
10:00						
10:30						
WEEK AVG	6.3/12	6.7/13	7.5/14	4.7/9	2.5/4	2.2/4
STD AVG	8.6/15	9.1/16	10.0/17	7.1/12	3.0/5	2.5/4

GM makes Olympic deal with NBC

\$1 billion sponsorship agreement runs through 2008

By Steve McClellan

NBC, General Motors and the U.S. Olympic Committee announced an agreement last week that will make GM the official domestic car and truck of the U.S. Olympic Team through the 2008 Olympic games. No financial details were revealed, but the parties involved didn't deny reports that GM's total financial commitment over the life of the deal would be close to \$1 billion. NBC has the rights to all games (with the exception of the 1998 Nagano, Japan, events) through that period.

Several hundred million dollars of the GM commitment will go to NBC over the course of the next four Olympic Games, during which GM will be the exclusive domestic car and truck advertiser in the games and in any other Olympics-related programming that NBC airs.

Phil Guarascio, who heads GM's North American advertising and mar-

keting operations, said he did the deal because the Olympic Games offer a cost-effective and high-profile way of reaching consumers at a time when they have more viewing choices than ever before.

GM was also the exclusive domestic car and truck advertiser during the Atlanta games, which Guarascio said "reaffirmed the power of the Olympic Games" for the auto company.

The deal also provides hundreds of millions in direct support to U.S. Olympic athletes and training facilities. About half of the 41 national governing bodies of various Olympic sports already have signed on to be sponsored in some way by GM.

In addition, GM will be the official car and truck for the 2002 winter games in Salt Lake City and will supply most of the vehicles needed.



NBC Sports President Dick Ebersol said three or four similar agreements "probably" would be announced in the next 60 days. "The Olympics is the only event left in the world that is a great family viewing experience," Ebersol said. ■

CBS-TV posts \$22 million 2Q loss

But analysts expect network's fortunes to turn around in second half

By Steve McClellan

Media segment operating profits at Westinghouse were dragged down by the CBS Television Network, which posted a \$22 million operating loss for second quarter 1997, versus an \$87 million operating profit in the same quarter a year ago.

Several reasons were cited for the losses, including a smaller purchase-price accounting benefit, higher programming costs, lower daytime ratings and the fact that the NCAA men's basketball tournament straddled the first and second quarters this year, analysts said. Advertiser make-goods were said to be a minor factor.

Prime time ratings were basically flat in the quarter, according to CBS. Fred Reynolds, Westinghouse chief financial officer, told analysts last week that, based on ratings progress year to date, the network will operate at break-even



or slightly positive for the second half of the year.

Reynolds told analysts that the network, which guaranteed a 3% ratings increase for next season to upfront advertisers, will be profitable in 1998 and that the 1998 winter Olympics in Nagano, Japan, which CBS will cover, also will be profitable.

A strong performance by the radio division helped boost total media revenue at the company by 16%, to \$1.283 billion. Operating profits at the media group were down 19%, to \$155 million. Radio's \$113 million operating income accounted for about three-fourths of the media segment's profit picture for the quarter.

Revenue at the network was down 7%, to \$631 million, for the quarter.

The radio division almost tripled its revenue—to \$378 million—with a 140% gain in operating profit, to \$113 million. The big difference was the addition of Infinity Broadcasting, which

Westinghouse bought late last year. On a pro forma basis, the radio group showed a 23% gain in earnings before interest, taxes, depreciation and amortization (EBITDA) and a 19% gain in revenue.

The TV station group showed a 3% decline in operating profit, to \$87 million, on a 6% revenue decline, to \$213 million. Reynolds told analysts that with Mel Karmazin now heading the TV stations (in addition to radio), coupled with gains in the May sweeps, the company anticipates mid- to high-single-digit revenue growth at the owned stations in the top three markets, and an average 10%-13% revenue growth at the other stations. EBITDA should grow at comparable rates, analysts said.

For the first six months, the TV stations recorded a 1% drop in operating profit, to \$143 million, on a 6% drop in revenue, to \$390 million. The TV network posted an \$82 million loss for the first six months, almost a 200% drop from a year ago. Radio operating profits for the first half are up 138%, to \$160 million, on a 266% revenue gain, to \$691 million. First-half operating

profits for the entire media group were down 18%, to \$159 million, on a 18% revenue gain, to \$2.609 billion.

Analysts seemed to buy the company's view that the media group finally is headed in the right direction on most fronts: "In an absolute sense the numbers were weak, but better than expected," says Niraj Gupta, broadcast analyst at Schroder & Co. "But the story

really is that the company is on the verge of some pretty extraordinary growth over the next six quarters."

Gupta estimates that CBS Television Network will show an \$80 million operating loss for 1997, but a \$100 million gain next year, including a \$40 million pretax profit from the Nagano games. TV station pretax profits should climb 15%, to \$415 million.

Companywide, Westinghouse reported a net profit of \$1 million for the second quarter, versus an \$89 million loss for second quarter 1996. The net loss for the first half of this year is \$150 million, compared with a \$747 million loss for the first half of 1996. Second-quarter revenue was up 12%, to \$2.413 billion, and first-half revenue was up 10%, to \$4.636 billion. ■

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 □ **\$112,074,600** □ 4

Combos □ **\$1,001,000** □ 3

FMs □ **\$43,339,303** □ 9

AMs □ **\$5,489,750** □ 6

Total □ **\$161,904,653** □ 22

SO FAR IN 1997:

TVs □ **\$3,897,688,684** □ 70

Combos □ **\$5,787,873,404** □ 196

FMs □ **\$1,623,906,243** □ 249

AMs □ **\$253,981,761** □ 139

Total □ **\$11,563,450,092** □ 654

SAME PERIOD IN 1996:

TVs □ **\$4,607,793,896** □ 58

Combos □ **\$9,098,446,079** □ 230

FMs □ **\$1,513,179,953** □ 255

AMs □ **\$133,700,188** □ 138

Total □ **\$15,353,120,116** □ 681

Source: BROADCASTING & CABLE

TV

KPWB(TV) Sacramento, Calif.

Price: More than \$100 million

Buyer: Paramount Stations Group Inc., Hollywood (Anthony Cassara, president; Viacom Inc., owner); owns/is buying 13 TVs

Seller: Pappas Telecasting Cos., Visalia, Calif. (Harry J. Pappas, president/owner); is buying KTNC(TV) Concord/San Francisco, Calif. (see item, below); owns/is buying 10 other TVs, one FM, one AM

Facilities: Ch. 31, 5,000 kw visual, 500 kw aural, ant. 1,830 ft.

Affiliation: WB Network, to be UPN

KTNC-TV Concord/San Francisco, Calif.

Price: At least \$7,824,600

Buyer: Pappas Telecasting Cos., Visalia, Calif. (Harry J. Pappas, president/owner); is selling KPWB(TV) Sacramento, Calif. (see item, above); owns/is buying 11 TVs, one FM, one AM

Seller: Mitts Telecasting Co., Visalia (Dr. Thomas F. Mitts, owner); is acquiring KSNB(TV) Superior, Neb., from buyer

Facilities: Ch. 42, 1,205 kw visual, 241 kw aural, ant. 2,773 ft.

Affiliation: Independent

KSWT(TV) Yuma, Ariz./El Centro, Calif./Mexicali, Mexico

Price: \$3.25 million

Buyer: Eclipse Media LLC, Tucson, Ariz. (David Joseph, Michele Dyer, managing partners); no other broadcast interests

Seller: KB Media Inc., Atlanta (John Radeck, president); no other broadcast interests. Note: Radeck previously sold KSWT to Grapevine Communications Inc. for \$3.43 million (B&C, Sept. 16, 1996).

Facilities: Ch. 13, 316 kw visual, 31.6 kw aural, ant. 1,700 ft.

Affiliation: CBS, Telemundo

KSGI-TV Cedar City/Salt Lake City, Utah

Price: \$1 million

Buyer: Bonneville International Corp., Salt Lake City (Bruce T. Reese, president; Corporation of the President of the Church of Jesus Christ of Latter-Day Saints, owner); owns KBYU-TV-FM Provo/Salt Lake City and KSL-TV-AM Salt Lake City. Bonneville owns/is buying three TVs, 12 FMs and four AMs; owns Salt Lake City *Deseret News*

Seller: Seagull Communications Corp., Utah (E. Morgan Skinner Jr., president); owns KSGI(AM)-KZEZ-FM St. George, KFMD-FM Delta, KNFC-FM Richfield, KNFL-AM/FM Tremonton and KGNT-FM Logan, all Utah

Facilities: Ch. 4, 38 kw visual, 15.8 kw aural, ant. 2,700 ft.

Affiliation: Independent

Broker: Kalil & Co.

COMBOS

WLDY(AM)-WJBL(FM) Ladysmith, Wis.

Price: \$450,000 for stock

Buyer: Randy Hudzinski, New Berlin, Wis.

Sellers: Gary R. Johnson, Bernice C. Beyer, Ladysmith; have applied to build FM in Cornell, Wis.

Facilities: AM: 1340 khz, 1 kw; FM:

93.1 mhz, 4.9 kw, ant 358 ft.

Formats: AM: country, MOR, talk; FM: oldies

KWIK-AM-FM Moses Lakes, Wash.

Price: \$375,000

Buyer: Pioneer Broadcasting Co. Inc., Seattle (Matthew N. Clapp Jr., director); owns KEAG(FM), KHAR(AM)-KBRJ(FM), KFQD(AM)-KWHL(FM) and KMXS(FM) Anchorage, and KXRO(AM)-KDUX(FM) Aberdeen and KKRT(AM)-KKRV(FM) Wenatchee, Wash.

Seller: KWIK Inc., Moses Lake, Wash. (Gerald E. King, president/owner); no other broadcast interests

Facilities: AM: 1020 khz, 2.5 kw day, 500 w night; FM: 100.3 mhz, 100 kw, ant. 194 ft.

Formats: AM: country; FM: country

50% of WEBO(AM)-WGRG-FM Owego, N.Y.

Price: \$176,000

Buyer: Ron Kyle, Medford, N.J.

Seller: Michael T. McKilligan, Johnson City, N.Y.; no other broadcast interests

Facilities: AM: 1330 khz, 5 kw day, 50 w night; FM: 101.7 mhz, 2 kw, ant. 558 ft.

Formats: AM: MOR; FM: Christian

RADIO: FM

KXPK-FM Evergreen/Denver, Colo.

Price: \$26 million

Buyer: Chancellor Media Corp., Dallas (Scott K. Ginsburg, president); owns KXKL-AM-FM, KZDG(FM), KIMN(FM) and KALC(FM) Denver. Chancellor owns/is buying 72 FMs and 29 AMs.

Seller: Evergreen Wireless LLC, Evergreen (Robert Greenlee, president); no other broadcast interests

Facilities: 96.5 mhz, 93 kw, ant. 328 ft.

Format: AC

WCBW(FM) Columbia, Ill./St. Louis

Price: \$13 million

Buyer: Jacor Communications Inc., Cincinnati (Randy Michaels, CEO; Zell/Chilmark Fund LP, 70% owner; Dave Crowl, president, Radio Division); owns KATZ-AM-FM and KMJM(FM) St. Louis. Jacor owns one TV station; owns/is buying 94 FMs and 55 AMs.

Seller: Continental Broadcast Group

Inc., St. Louis (Marvin B. Kosofsky, owner); owns WSYW-FM Danville and WSYW(AM) Indianapolis, Ind.

Facilities: 104.9 mhz, 11.5 kw, ant. 480 ft.

Format: AC Christian
Broker: Gary Stevens

WACL-FM (formerly WPKZ-FM) Elkton, Va.

Price: \$1.75 million

Buyer: Mid Atlantic Network Inc., Winchester, Va. (John P. Lewis, president/25.8% owner); owns WFVA(AM)-WBQB-FM Fredericksburg; WKCY-AM-FM Harrisonburg, and WINC-AM-FM Winchester, Va.

Seller: Stonewall Broadcasting Co., Elkton (estate of Ernest P. Evans, Brenda Merica, partners); no other broadcast interests

Facilities: 98.5 mhz, 100 w, ant. 95 ft.

Format: Country

KKKK(FM) Odessa, Tex.

Price: \$800,000

Buyer: Educational Media Foundation, Sacramento, Calif. (K. Richard Jenkins, president); owns two AMs and seven FM; has applied to build five FMs

Seller: Tower Power Corp., Greenville, S.C. (J.R. McClure, president); no other broadcast properties
Facilities: 99.1 mhz, 100 kw, ant. 500 ft.

Format: Religion

WFMN(FM) (formerly WXFJ)

Flora/Jackson, Miss.

Price: \$700,000

Buyer: TeleSouth Communications Inc., Jackson, Miss. (Stephen C. Davenport, president/50% owner); owns WKXG(AM)-WYMX(FM) Greenwood and WDLJ-FM Indianola, Miss.

Seller: Crossroads Communications Inc., Clinton, Md. (Douglas B. DeLawder, president/75% owner); no other broadcast interests

Facilities: 97.3 mhz; 20 kw, ant. 112 m.

Format: News/talk

Broker: Connelly Co.

WGNI(FM) and WMNX(FM) Wilmington, WSM(FM) Southport and WKXB(FM) Burgaw, N.C.

Price: \$500,000 cash contribution (formation of LLC)

New company: Cape Fear Radio LLC, Wilmington, N.C. (Hannah Dawson Gage, president)

Members: WGNI, WMNX: Cape Fear Broadcasting Co. and Cape Fear Radio Co., respectively (Hannah Dawson Gage). Gage's companies also own WFNC(AM)-WQSM(FM) Fayetteville, N.C.; will be 66.67% member of LLC. ■ WSM, WKXB: Sea-Comm

Inc., Hattiesburg, Miss. (N. Eric Jorgensen, president); will be 33.3% member of LLC

Facilities: WGNI: 102.7 mhz, 100 kw, ant. 981 ft.; WMNX: 97.3 mhz, 100 kw, ant. 602 ft.; WSM: 107.5 mhz, 32 kw, ant. 594 ft.; WKXB: 99.9 mhz, 100 kw, ant. 518 ft.

Formats: WGNI: AC; WMNX: urban contemporary; WSM: rock; WKXB: new country

KRBZ(FM) Reedsport, Ore.

Price: \$320,000

Buyer: Pioneer Broadcasting Co. of Oregon Inc., Seattle (Matthew N. Clapp Jr., VP/owner)

Seller: Fafara Partners, Reedsport (Colleen Fafara, general partner)

Facilities: 99.5 mhz, 6 kw, ant. 236 ft.

Format: AC

KCFB(FM) St. Cloud, Minn.

Price: \$250,000

Buyer: Minnesota Christian Broadcasters, Pequot Lakes, Minn. (Dale Shelley, principal); owns KTIG(FM) Pequot Lakes and KBHW(FM) International Falls; has applied for a new FM at Pequot Lakes, all Minn.

Seller: Fellowship Broadcasting Corp, St. Cloud (Lawrence E. Simmons, president); no other broad-

cast interests

Facilities: 91.5 mhz, 800 w, ant. 199 ft.

Format: Religion

KFIX(FM) Plainville, Kan.

Price: \$19,303

Buyer: Radio Inc., Hays, Kan. (Richard Kuehl, president/owner); owns KJLS-FM Hays and KKQY-FM Hill City, Kan.

Seller: Charles Alan Farr, Hays; no other broadcast interests

Facilities: 96.7 mhz, 5 kw day, 500 w night

Format: Dark

RADIO: AM

WAMA(AM) and WQBN(AM) Tampa, Fla.

Price: \$3 million (\$1.9 million for WAMA; \$1.1 million for WQBN)

Buyers: WAMA: ZGS Broadcast Holdings Inc., Arlington, Va. (Ronald Gordon, president); owns WRMD(AM) St. Petersburg, Fla. ■ WQBN: Genesis Communications II Inc., Atlanta

(Bruce Maduri, president); owns WLQY(AM) Miami and WNIV(AM) Atlanta

Seller: Radio Tropical Inc., Tampa (joint owners Efrain Archilla-Roig, president, and Carmen E. Diez de Archilla). Archilla-Roig owns WUNA

Ocoee, Fla., and WALO Humacao, P.R.

Facilities: WAMA: 1550 khz, 10 kw day, 222 w night; WQBN: 1300 khz, 5 kw

Paxson Communications Corporation

Lowell "Bud" Paxson, Chairman & CEO

has agreed to acquire

WEFC-TV
Roanoke, Virginia

for

\$5,500,000

from

Vine & Branch, Inc.
C. Kenneth Wright, President

Patrick Communications was proud to serve as the
broker in this transaction.



PATRICK COMMUNICATIONS

410-740-0250

day, 1 kw night
Formats: Both Hispanic
Broker: Donald K. Clark Inc.

KYZS(AM) Tyler and KEES(AM) Glade-water, Tex.

Price: \$1.9 million
Buyer: Broadcasting Partners Holdings LP, New York (Lee Simonson, chairman; VS&A Communications Partners II LP, 96.1% limited partner); is buying 13 FMS and 10 AMs
Seller: Bluejay Productions Inc., Longview, Tex. (Matthew Williams, principal); no other broadcast interests
Facilities: KYZS: 1490 khz, 1 kw; KEES: 1430 khz, 5 kw day, 1 kw night
Formats: KYZS: talk; KEES: news/talk

WYRE(AM) Annapolis, Md.

Price: \$268,500
Buyer: News Communications Inc., Fresh Meadows, N.Y. (Jerry Finkelstein, chairman)
Seller: M.B.C. Inc., Annapolis (Jake Einstein, principal); is selling WRNR-FM Annapolis. Einstein owns 46% of WNAV(AM) Annapolis.
Facilities: 810 khz, 250 w day
Format: Jazz

WBXR(AM) Hazel Green, Ala.

Price: \$150,000
Buyer: New England Communications, Spartanburg, S.C. (Robert L. Wilkins, president/owner); owns KLNG(AM) Council Bluffs, Iowa; WFAM(AM) Augusta, Ga.; 75% of WSKY(AM) Asheville, N.C.; 50% of WLMR(AM) Chattahoochee.
Seller: Low Country Corp., Fayetteville, Tenn. (Carlton Brady, president); no other broadcast interests
Facilities: 1140 khz, 15 kw day
Format: Southern gospel

WRAG(AM) Carrollton and WSPZ(AM) Tuscaloosa, Ala.

Price: \$130,000
Buyer: Willis Broadcasting Corp., Norfolk, Va. (L.E. Willis Sr., president/owner). Willis and L.E. Willis own/are buying seven FMs and 21 AMs.
Seller: Walter B. and William Grant, Jasper, Ala.; own WJRD(AM) Russellville and WZPO(AM) Jasper, Ala.; are selling WZBQ-FM Carrollton, Ala.
Facilities: WRAG: 590 khz, 1 kw day; WSPZ: 1150 khz, 5 kw day, 1 kw night
Formats: WRAG: religion; WSPZ: sports

KBEN(AM) Carrizo Springs, Tex.

Price: \$41,250
Buyer: Sylvia Mijares, Carrizo Springs
Seller: Noelia S. Herbort, Carrizo Springs
Facilities: 1450 khz, 1 kw
Format: Spanish news

—Compiled by Sara Brown and Elizabeth A. Rathbun



'Sightings' boasts an extensive Website, which includes information on current and past guests as well as essays on topics ranging from astrology to the assassination of John F. Kennedy.

Radio veers to the weird

'Sightings,' 'Psychic Friends' among late-night offerings

Radio

By Elizabeth A. Rathbun

If they're really psychic, they won't have to wait for Arbitron to divine their ratings.

At least that would seem to be the case for the *Psychic Friends Radio Network*, a nightly 10 p.m.–2 a.m. talk show scheduled to launch Sept. 15.

Meanwhile, over at *Sightings*, they're talking vampires, UFO abductions and mind control.

Radio seems to be riding the "weird show" trend inspired by TV's *The X-Files*. In fact, both these new talk shows are linked to TV. *Psychic Friends* is a spin-off of the ubiquitous *Psychic Friends Network* infomercials, while cable's Sci-Fi Channel lends the name of one of its shows to *Sightings*.

Radio's *Sightings* is "an extension of the television program," says Ray De La Garza, director of long-form programming for Premiere Radio Networks, which produces and syndicates the show in partnership with Paramount. Paramount, part-owner of Sci-Fi parent USA Networks, owns and produces the TV version of *Sightings*.

TV shows about the paranormal have "created an audience we can make money off of," De La Garza says. "An enormous number of people [are] out there looking for this type of information."

Sightings' first incarnation was *End of the Line*, also hosted by Jeff Rense. *End* dates to 1993, but Premiere acquired it in April and has revamped and renamed it. As *Sightings*, the show has been broadcast for two months over 25 affiliates, including three in the top 20 markets. De La Garza says. A marketing push for

more affiliates started last week.

While *End* dealt with UFOs and the paranormal, "we wanted to go a little further" with such topics as ghosts and government cover-ups. De La Garza says. "We'll get into just about anything that's unordinary," he says.

Sightings airs at 9 p.m.–midnight weekdays and 11 p.m.–2 a.m. ET Sundays to avoid competing with paranormal maven Art Bell, whose popular shows run in the overnight hours.

Psychic Friends doesn't have any affiliates yet, but is slated to run at 10 p.m.–2 a.m. Despite its link to the infomercial, "this is not an infomercial, this is programming," says Alan Fuller, chairman of NightStar Entertainment. "We're going to keep both feet on the ground. We're not going to make it weird." NightStar is producing and syndicating *Psychic Friends*. Fuller also has been involved in the *Dr. Laura Schlessinger Show* and the forthcoming *Susan Powter Show*.

One male and one female psychic (as yet unnamed) will host the show, which will include features and call-ins. The show will skew mostly to women, Fuller says, as opposed to news/talk shows, which attract more men. It's "an ideal show for late-night radio."

While TV's *Sightings* has been spun off into books, TV movies and CD-ROMs, "there was nothing like it [on radio]," says Henry Winkler, one of the executive producers of the show. And "you don't necessarily need pictures in order to talk about other dimensions that surround us on the planet."

Asked about his belief in psychics, Fuller says, "I do believe that there are people who have...the power to see things that a lot of people can't see." As for seeing into the future, "I don't know." ■

RIDING GAIN

Stern does Dallas

Stern

After insulting an affiliate's new owner and devastating its PR woman on the air, Howard Stern finds himself without an outlet in Dallas. Speculation is rife, however, that Stern may end up on one of CBS's four FMs there. Stern's syndicated morning show is a CBS property. According to radio industry sources in the nation's seventh-largest market, Nationwide Communications Inc., incoming owner of KEGL(FM) Fort Worth/Dallas, had notified Stern that his contract would not be renewed this fall. Stern then took to criticizing Nationwide on the air. Nationwide apparently yanked the contract early after Stern interviewed a PR woman on the air, "ate her up and spit her out several times," as one source put it. Stern's show was not on KEGL as of last Monday.

Where Stern will land. "I have no idea," said someone in Stern's WXRK(FM) New York office who declined to identify himself. "Every radio station has been called by Stern's people wanting to get him on," one Dallas station source said. Neither Stern's agent nor a Nationwide official could be reached for comment.

CBC takes on TV ads

Children's Broadcasting Corp., best known for Aahs World Radio network, has acquired 27.4% of TV-commercial production company Harmony Holdings Inc. for about \$3.7 million plus stock. CBC President Christopher Dahl was named chairman of California-based Harmony. "This investment represents not only diversification for CBC, but also a tremendous opportunity for CBC to continue to grow Harmony's" share of the production market, Dahl said in a statement. Harmony CEO Harvey Bibicoff sees a "marriage... spanning a wide range of audio, video and Internet production and distribution services." Harmony also produces music videos and World Wide Web sites and develops

TV programming and feature films. CBC said. CBC already maintains a Website at www.aahsworld.com.

Revenue up for month, year

Local and national ad sales grew 10% in the first half of this year compared with the first six months of 1996, according to the Radio Advertising Bureau. "This double-digit increase in ad sales through the first six months should provide the industry with great momentum for the rest of 1997—and into 1998," RAB President Gary Fries said in a statement released last Monday. Meanwhile, combined local and national revenue in June also recorded a 10% gain over June 1996. National revenue alone was up 13% for the month and 16% for the first half of the year, while local revenue was up 9% in both cases. RAB's results are based on data from more than 100 radio markets.

Austin forces join up

The merger of LBJ Broadcasting Co.'s three stations and Sinclair Telecable Inc.'s two creates the largest radio group in Austin, Tex., the companies said last Tuesday. The merger has an estimated enterprise value of \$80 million. Star Media Group Inc. was the adviser. Sinclair will contribute KGSR-FM and KROX-FM to the new company, to be called LBJ-S Broadcasting LP. LBJ is offering KLBJ-AM-FM and KAJZ-FM. LBJ President Ian Turpin also will be president of the merged company. Sinclair owns eight other radio stations in Richmond and Norfolk, Va.

Elders are listening

"Heavy" radio listening declines as people get older, a recent Interep Research report says. Among people 55-64, 27% report being heavy users of radio. Among those 65 and older, that figure drops to 24%. The report points out, however, that in both cases, radio listening just about beats or exceeds heavy TV use. "They are...listening to much more radio than many marketers are aware of," author Michele Skettino said in a release. Interep's sources included the U.S. Census and Simmons Spring 1997.—EAR

STAY TUNED**TOP INVESTMENT HOUSES***Issue Date: August 18**Closing Date: August 8***INTERNATIONAL SATELLITES***Issue Date: August 25**Closing Date: August 15***MUSIC PROGRAMMING***Issue Date: September 1**Closing Date: August 22***FOX BROADCASTING
10TH ANNIVERSARY/
PAY TV***Issue Date: September 8**Closing Date: August 29***RTNDA/NAB RADIO/
TELEVISION '97***(JOINT SUPPLEMENT WITH MEDIAWEEK)/***NEWSROOM SYSTEMS***Issue Date: September 15**Closing Date: September 5***EDUCATIONAL PROGRAMMING/
CABLE IN THE CLASSROOM***Issue Date: September 22**Closing Date: September 12***FAMILY PROGRAMMING***Issue Date: September 29**Closing Date: September 19***HISPANIC PROGRAMMING***Issue Date: October 6**Closing Date: September 26***MAGAZINE SHOWS***Issue Date: October 13**Closing Date: October 3***ORIGINAL CABLE
PROGRAMMING***Issue Date: October 20**Closing Date: October 10***Broadcasting
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John Lithgow as Dick Solomon—*3rd Rock From The Sun*—NBC
Paul Reiser as Paul Buchman—*Mad About You*—NBC
Garry Shandling as Larry Sanders—*The Larry Sanders Show*—HBO

OUTSTANDING LEAD ACTOR IN DRAMA SERIES

David Duchovny as Agent Fox Mulder—*The X-Files*—Fox
Anthony Edwards as Dr. Mark Greene—*ER*—NBC
Dennis Franz as Detective Andy Sipowicz—*NYPD Blue*—ABC
Jimmy Smits as Detective Bobby Simone—*NYPD Blue*—ABC
Sam Waterston as Assistant D.A. Jack McCoy—*Law & Order*—NBC

OUTSTANDING LEAD ACTOR IN MINISERIES OR SPECIAL

Armand Assante as John Gotti—*Gotti*—HBO
Beau Bridges as Bill Januson—*Hidden In America*—Showtime
Robert Duvall as Adolf Eichmann—*The Man Who Captured Eichmann*—TNT
Laurence Fishburne as Caleb Humphries—*Miss Evers' Boys*—HBO
Sidney Poitier as Nelson Mandela—*Mandela And De Klerk*—Showtime

OUTSTANDING LEAD ACTRESS IN COMEDY SERIES

Ellen DeGeneres as Ellen Morgan—*Ellen*—ABC
Fran Drescher as Fran Fine—*The Nanny*—CBS
Helen Hunt as Jamie Buchman—*Mad About You*—NBC
Patricia Richardson as Jill Taylor—*Home Improvement*—ABC
Cybill Shepherd as Cybill Sheridan—*Cybill*—CBS



ATAS President Rich Frank and actress Dana Delaney announced the nominations on July 24.

HBO leads the list

Home Box Office—which set a record at last year's Emmys by winning 14 statuettes—topped itself this year by earning 90 nominations, the most ever for any cable network.

Perennial powerhouse NBC, winner of 20 statuettes last year, again overshadowed the other broadcast networks with its 89 nominations. As expected, *ER* attracted the most nominations—22—for any one show.

But the spotlight was on HBO, home of nomination-friendly *The Larry Sanders Show* and some of the year's most talked-about original movies, including *If These Walls Could Talk* and *Gotti*. The only other cable networks to rival HBO's dominance were Showtime with nine nominations, TNT with eight and Arts & Entertainment with six.

Among the broadcast networks, CBS trailed NBC with 60 nominations, followed by ABC with 44; Fox, 19; UPN, 5, and WB, 3.

Emmy watchers won't find much in the way of surprises this year in the top categories, as nominations for best drama and comedy are beginning to resemble tired reruns.

Dramas *Chicago Hope*, *ER*, *Law & Order*, *NYPD Blue* and *The X-Files* have competed for the past three years, while *Frasier*, *Larry Sanders*, *Seinfeld* and *Mad About You* are going head-to-head for the fourth year for outstanding comedy. A first-time nomination for *Third Rock from the Sun* could liven up the competition, which *Frasier* has dominated for the past three years.

In the outstanding actress category, Ellen DeGeneres's coming-out episode on *Ellen* last season could earn the comedian her first Emmy.

Touched by an Angel's Roma Downey—a first-time nominee—could stiffen the competition for outstanding lead actress in a drama, against former *ER* actress Sherry Stringfield and the drama's Julianna Margulies.

Premium cable dominated for outstanding made-for-TV movie, with HBO taking four nods (*Gotti*, *If These Walls Could Talk*, *In the Gloaming* and *Miss Evers' Boys*) and Showtime, one (*Bastard out of Carolina*).

The 49th annual Emmys, presented by the Academy of Television Arts and Sciences, will be hosted by Bryant Gumbel on CBS Sept. 14 from Pasadena, Calif.

—LR

OUTSTANDING LEAD ACTRESS IN DRAMA SERIES

Gillian Anderson as Agent Dana Scully—*The X-Files*—Fox
Roma Downey as Monica—*Touched By An Angel*—CBS
Christine Lahti as Dr. Kathryn Austin—*Chicago Hope*—CBS
Julianna Margulies as Carol Hathaway—*ER*—NBC
Sherry Stringfield as Dr. Susan Lewis—*ER*—NBC

OUTSTANDING LEAD ACTRESS IN MINISERIES OR SPECIAL

Stockard Channing as Barbara Whitney—*An Unexpected Family*—USA
Glenn Close as Janet—*In The Gloaming*—HBO
Helen Mirren as D.C.I. Jane Tennison—*Prime Suspect 5: Errors Of Judgment*—PBS
Meryl Streep as Lori Reimuller—*First Do No Harm*—ABC
Alfre Woodard as Eunice Evers—*Miss Evers' Boys*—HBO

OUTSTANDING SUPPORTING ACTOR IN COMEDY SERIES

Jason Alexander as George Costanza—*Seinfeld*—NBC
David Hyde Pierce as Dr. Niles Crane—*Frasier*—NBC
Michael Richards as Kramer—*Seinfeld*—NBC
Jeffrey Tambor as Hank Kingsley—*The Larry Sanders Show*—HBO
Rip Torn as Arthur—*The Larry Sanders Show*—HBO

OUTSTANDING SUPPORTING ACTOR IN DRAMA SERIES

Adam Arkin as Dr. Aaron Shutt—*Chicago Hope*—CBS
Hector Elizondo as Dr. Phillip Watters—*Chicago Hope*—CBS
Eriq LaSalle as Dr. Peter Benton—*ER*—NBC
Nicholas Turturro as Detective James Martinez—*NYPD Blue*—ABC
Noah Wyle as Dr. John Carter—*ER*—NBC



OUTSTANDING SUPPORTING ACTOR IN MINISERIES OR SPECIAL

Obba Babatundé as Willie Johnson—Miss Evers' Boys—HBO
Beau Bridges as Governor Jim Farley—The Second Civil War—HBO
Michael Caine as F.W. De Klerk—Mandela And De Klerk—Showtime
Ossie Davis as Mr. Evers—Miss Evers' Boys—HBO
Joe Mantegna as Pippi De Lena—The Last Don—CBS

OUTSTANDING SUPPORTING ACTRESS IN COMEDY SERIES

Christine Baranski as Maryann Thorpe—Cybill—CBS
Janeane Garofalo as Paula—The Larry Sanders Show—HBO
Kristen Johnston as Sally Solomon—3rd Rock From The Sun—NBC
Lisa Kudrow as Phoebe Buffay—Friends—NBC
Julia Louis-Dreyfus as Elaine Benes—Seinfeld—NBC

OUTSTANDING SUPPORTING ACTRESS IN DRAMA SERIES

Kim Delaney as Detective Diane Russell—NYPD Blue—ABC
Laura Innes as Dr. Kerry Weaver—ER—NBC
CCH Pounder as Dr. Angela Hicks—ER—NBC
Gloria Reuben as Jeanie Boulet—ER—NBC
Della Reese as Tess—Touched By An Angel—CBS

OUTSTANDING SUPPORTING ACTRESS IN MINISERIES OR SPECIAL



HBO's 'The Larry Sanders Show' earned 16 Emmy nominations, more than any other sitcom, broadcast or cable.

Kirstie Alley as Rose Marie—The Last Don—CBS
Bridget Fonda as Anne—In The Gloaming—HBO
Glenne Headly as Ruth—Bastard Out Of Carolina—Showtime
Frances McDormand as Gus—Hidden In America—Showtime
Diana Rigg as Mrs. Danvers—Rebecca—PBS

OUTSTANDING GUEST ACTOR IN COMEDY SERIES

Mel Brooks as Uncle Phil—Mad About You—NBC
Sid Caesar as Harold—Mad About You—NBC
David Duchovny as Himself—The Larry Sanders Show—HBO
James Earl Jones as Norman—Frasier—NBC
Jerry Stiller as Frank Costanza—Seinfeld—NBC

OUTSTANDING GUEST ACTOR IN DRAMA SERIES

Alan Arkin as Zoltan Karpathein—Chicago Hope—CBS
Louis Gossett, Jr. as Anderson Walker—Touched By An Angel—CBS
William H. Macy as Dr. Morgenstern—ER—NBC
Ewan McGregor as Duncan Stewart—ER—NBC
Pruitt Taylor Vince as Clifford Banks—Murder One—ABC

OUTSTANDING GUEST ACTRESS IN COMEDY SERIES

Carol Burnett as Teresa—Mad About You—NBC
Ellen DeGeneres as Herself—The Larry Sanders Show—HBO
Laura Dern as Susan Richmond—

NETWORK TALLY

HBO	90	UPN	5
NBC	89	USA	4
CBS	60	ABC/Comedy Central	3
ABC	44	Family Channel	3
Fox	19	TBS	3
PBS	18	WB	3
Syndicated Shows	10	Nickelodeon	2
Showtime	9	American Movie Classics	1
TNT	8	Bravo	1
A&E	6	Cartoon Network	1
Commercial nominations	5	Discovery Channel	1
Disney Channel	5	TLC	1

Ellen—ABC
Marsha Mason as Sherry—Frasier—NBC
Betty White as Midge Haber—Suddenly Susan—NBC

OUTSTANDING GUEST ACTRESS IN DRAMA SERIES

Veronica Cartwright as Norma—ER—NBC
Diane Ladd as Carolyn Sellers—Touched By An Angel—CBS
Anne Meara as Donna DiGrazi—Homicide: Life On The Street—NBC
Isabella Rossellini as Prof. Marina Gianni—Chicago Hope—CBS
Dianne Wiest as Lillian Hepworth—Avonlea—Disney Channel

OUTSTANDING PERFORMANCE IN VARIETY OR MUSIC PROGRAM

George Carlin—George Carlin: 40 Years Of Comedy—HBO
Billy Crystal—The 69th Annual Academy Awards—ABC
Bill Maher—Politically Incorrect With Bill Maher—episode #4086—ABC/Comedy Central
Bette Midler—Bette Midler: Diva Las Vegas—HBO
Tracey Ullman—Tracey Takes On...Childhood—HBO

OUTSTANDING COMEDY SERIES

Frasier—NBC
The Larry Sanders Show—HBO
Mad About You—NBC
Seinfeld—NBC
3rd Rock From The Sun—NBC

OUTSTANDING DRAMA SERIES

Chicago Hope—CBS
ER—NBC
NYPD Blue—ABC
The X-Files—Fox

OUTSTANDING MINISERIES

In Cold Blood—CBS
The Last Don—CBS
The Odyssey—NBC
Prime Suspect 5: Errors Of Judgment—PBS
Stephen King's The Shining—ABC

OUTSTANDING MADE FOR TELEVISION MOVIE

Bastard Out Of Carolina—Showtime
Gotti—HBO
If These Walls Could Talk—HBO
In The Gloaming—HBO
Miss Evers' Boys—HBO

OUTSTANDING VARIETY, MUSIC OR COMEDY SERIES

Dennis Miller Live—HBO
Late Show With David Letterman—CBS
Politically Incorrect With Bill Maher—ABC/Comedy Central
The Tonight Show With Jay Leno—NBC
Tracey Takes On...—HBO

OUTSTANDING VARIETY, MUSIC OR COMEDY SPECIAL

The 69th Annual Academy Awards—ABC
Bette Midler: Diva Las Vegas—HBO
Chris Rock: Bring The Pain—HBO
George Carlin: 40 Years of Comedy—HBO
The 50th Annual Tony Awards—CBS

OUTSTANDING CHILDREN'S PROGRAM

(Area award: possibility of one or more than one award)
About Us: The Dignity Of Children—ABC

THANK YOU, ATAS, CONGRATULATIONS TO ALL

THE LARRY SANDERS SHOW STARRING GARRY SHANDLING

Comedy Series
Lead Actor in a Comedy Series
Garry Shandling
Supporting Actor in a Comedy Series
Jeffrey Tambor
Supporting Actor in a Comedy Series
Rip Torn
Supporting Actress in a Comedy Series
Janeane Garofalo
Directing for a Comedy Series
"Ellen, Or Isn't She?"
Alan Myerson
Directing for a Comedy Series
"Everybody Loves Larry"
Todd Holland
Writing for a Comedy Series
"Ellen, Or Isn't She?"
Judd Apatow, John Markus, Teleplay, Story
Garry Shandling, Story
Writing for a Comedy Series
"Everybody Loves Larry"
Jon Vitti
Writing for a Comedy Series
"My Name Is Asher Kingsley"
Peter Tolun
Guest Actor in a Comedy Series
David Duchovny
Guest Actress in a Comedy Series
Ellen DeGeneres
Multi-Camera Picture Editing for a Series (2)
Lighting Direction (Electronic)
for a Comedy Series
Sound Mixing for a Comedy Series
or a Special

MISS EVERS' BOYS

Made for Television Movie
The President's Award
Lead Actor in a Miniseries or a Special
Laurence Fishburne
Lead Actress in a Miniseries or a Special
Alfre Woodard
Supporting Actor in a Miniseries or a Special
Obba Babatundé
Supporting Actor in a Miniseries or a Special
Ossie Davis
Writing for a Miniseries or a Special
Walter Bernstein, Teleplay
Casting for a Miniseries or a Special
Choreography
Cinematography for a Miniseries or a Special
Single-Camera Picture Editing for a Miniseries
or a Special
Makeup for a Miniseries or a Special

IF THESE WALLS COULD TALK

Made for Television Movie
The President's Award
Single-Camera Picture Editing for a Miniseries
or a Special
Hairstyling for a Miniseries or a Special

DENNIS MILLER LIVE

Variety, Music or Comedy Series
Writing for a Variety or Music Program
Eddie Feldmann, Supervising Writer;
Dennis Miller, David Feldman,
Mike Gandolfi, Tom Heritz, Rick Overton,
Leah Krinsky, Jim Hanna, Writers

BETTE MIDLER: DIVA LAS VEGAS

Variety, Music or Comedy Special
Performance in a Variety or Music Program
Bette Midler
Directing for a Variety or Music Program
Marry Callner
Music Direction
Art Direction for a Variety or Music Program
Costume Design for a Variety or Music Program
Multi-Camera Picture Editing for a Miniseries
or a Special
Hairstyling for a Miniseries or a Special
Lighting Direction (Electronic) for a
Drama Series, Variety Series, Miniseries
or a Special
Sound Mixing for a Variety or Music Series
or a Special

CRIME OF THE CENTURY

Directing for a Miniseries or a Special
Mark Rydell
Writing for a Miniseries or a Special
William Nicholson
Casting for a Miniseries or a Special
Single-Camera Picture Editing for a Miniseries
or a Special

GEORGE CARLIN: 40 YEARS OF COMEDY

Variety, Music or Comedy Special
Performance in a Variety or Music Program
George Carlin

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TRACEY TAKES ON...

Variety, Music or Comedy Series
Performance in a Variety or Music Program
Tracey Ullman
Writing for a Variety or Music Program
Tracey Ullman, Jerry Belson, Dick Clement,
Ian LaFrenais, Allen J. Zippert, Robert Klane,
Jenji Kohan, Melly Newman,
Gail Parent, Writers
Directing for a Variety or Music Program
"1975"
Thomas Schlamme
Art Direction for a Variety or Music Program
Costume Design for a Variety or Music Program
Hairstyling for a Series
Makeup for a Series

WEAPONS OF MASS DISTRACTION

Writing for a Miniseries or a Special
Larry Corbett
Art Direction for a Miniseries or a Special
Casting for a Miniseries or a Special
Sound Mixing for a Drama, Miniseries
or a Special

GRAND AVENUE

Casting for a Miniseries or a Special

TAXICAB CONFESSIONS III

Informational Special

THE CHEROKEE KID

Sound Editing for a Miniseries or a Special

GOTTI

Made for Television Movie
Lead Actor in a Miniseries or a Special
Armand Assante
Directing for a Miniseries or a Special
Robert Harmon
Writing for a Miniseries or a Special
Steve Shagan
Cinematography for a Miniseries or a Special
Single-Camera Picture Editing for a Miniseries
or a Special
Sound Mixing for a Drama, Miniseries
or a Special

PARADISE LOST THE CHILD MURDERS AT ROBIN HOOD HILLS

Informational Special
Achievement in Informational Programming—
Cinematography
Achievement in Informational Programming—
Picture Editing

MEMPHIS PE: WAR ON THE STREETS

Achievement in Informational Programming—
Picture Editing

WITHOUT PITY A FILM ABOUT ABILITIES

Informational Special
Achievement in Informational Programming—
Picture Editing

IN THE GLOAMING

Made for Television Movie
Lead Actress in a Miniseries or a Special
Glenn Close
Supporting Actress in a Miniseries or a Special
Brigitte Fonda
Directing for a Miniseries or a Special
Christopher Reeve
Cinematography for a Miniseries or a Special

CHRIS ROCK: BRING THE PAIN

Variety, Music or Comedy Special
Writing for a Variety or Music Program
Chris Rock

THE SECOND CIVIL WAR

Supporting Actor in a Miniseries or a Special
Beau Bridges

HOW DO YOU SPELL GOD?

Children's Program
Achievement in Informational Programming—
Picture Editing

SMOKE ALARM: THE UNFILTERED TRUTH ABOUT CIGARETTES

Children's Program

TALKED TO DEATH

Informational Special



<http://www.hbo.com>

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How Do You Spell God?—HBO
It Just Takes One—USA
Smoke Alarm: The Unfiltered Truth About Cigarettes—HBO
The Wubbulous World Of Dr. Seuss—Nickelodeon

OUTSTANDING COMMERCIAL

GM: Appliances (Hal Riney & Partners)
HBO: Chimps (BBDO)
Levi's: Doctor (Foote, Cone & Belding)
Levi's: Elevator Fantasy (Foote, Cone & Belding)
Nike: Hello World (Wieden & Kennedy)

OUTSTANDING ANIMATED PROGRAM

(For programming one hour or less)
Dexter's Laboratory: Star Spangled Sidekicks T.V. Superpals Game Over—The Cartoon Network
Duckman: Duckman and Cornfed in Haunted Society Plumbers—USA
King Of The Hill: Square Peg—Fox
Rugrats: Mother's Day—Nickelodeon
The Simpsons: Homer's Phobia—Fox

OUTSTANDING ANIMATED PROGRAM

(For programming more than one hour. Area award: possibility of one or no award given)
Willows In Winter—Family Channel

OUTSTANDING WRITING FOR COMEDY SERIES

Ellen: The Puppy Episode—ABC
The Larry Sanders Show: Ellen, Or Isn't She?—HBO
The Larry Sanders Show: Everybody Loves Larry—HBO
The Larry Sanders Show: My Name Is Asher Kingsley—HBO
Seinfeld: The Yada Yada—NBC

OUTSTANDING WRITING FOR DRAMA SERIES

ER: Faith—NBC
ER: Whose Appy Now?—NBC
NYPD Blue: Where's Swaldo?—ABC
NYPD Blue: Taillight's Last Gleaming—ABC
The X-Files: Memento Mori—Fox

OUTSTANDING WRITING FOR VARIETY OR MUSIC PROGRAM

Chris Rock: Bring The Pain—HBO



NBC's 'ER' received 22 Emmy nominations, more than any other single show.

Dennis Miller Live—HBO
Late Night With Conan O'Brien 3rd Anniversary Show—NBC
Late Show With David Letterman—CBS
Politically Incorrect With Bill Maher—ABC/Comedy Central
Tracey Takes On...—HBO

OUTSTANDING WRITING FOR MINISERIES OR SPECIAL

Crime Of The Century—HBO
Gotti—HBO
Miss Evers' Boys—HBO
Weapons Of Mass Distraction—HBO
William Faulkner's Old Man (Hallmark Hall Of Fame Presentation)—CBS

OUTSTANDING DIRECTING FOR COMEDY SERIES

Ellen: The Puppy Episode—ABC
Frasier: To Kill A Talking Bird—NBC
The Larry Sanders Show: Ellen, Or Isn't She?—HBO
The Larry Sanders Show: Everybody Loves Larry—HBO
Seinfeld: The Pothole—NBC

OUTSTANDING DIRECTING FOR DRAMA SERIES

ER: Union Station—NBC
ER: Last Call—NBC
ER: Fear Of Flying—NBC
NYPD Blue: Where's Swaldo?—ABC
The X-Files: Musings Of A Cigarette Smoking Man—Fox

OUTSTANDING DIRECTING FOR VARIETY OR MUSIC PROGRAM

The 69th Annual Academy

Awards—ABC
Bette Midler: Diva Las Vegas—HBO
Centennial Olympic Games: Opening Ceremonies—NBC
The Tonight Show With Jay Leno—Show #1062—NBC
Tracey Takes On...1976—HBO

OUTSTANDING DIRECTING FOR MINISERIES OR SPECIAL

Bastard Out Of Carolina—Showtime
Crime Of The Century—HBO
Gotti—HBO
In The Gloaming—HBO
The Odyssey: Part I & II—NBC

OUTSTANDING ACHIEVEMENT IN INFORMATIONAL PROGRAMING

(Area award: possibility of one or more than one award given)
Animal ER—TBS
National Geographic Special: Tigers Of The Snow—NBC
Paradise Lost: The Child Murders At Robin Hood Hills—HBO
How Do You Spell God?—HBO
Memphis PD: War On The Streets—HBO

OUTSTANDING ACHIEVEMENT IN INFORMATIONAL PROGRAMING

(Area award: possibility of one or more than one award given)
Without Pity: A Film About Abilities—HBO
A&E Biography: Judy Garland—A&E
National Geographic Special: Tigers Of The Snow—NBC
America's Music: The Roots Of Country: Part 3—TBS

OUTSTANDING ACHIEVEMENT IN CULTURAL PROGRAMING: PERFORMANCE

(Area award: possibility of one or more than one award given)
Pilobolus Dance Theatre Performers: John F. Kennedy Center 25th Anniversary Celebration—PBS
Dance Theatre Of Harlem Performers: John F. Kennedy Center 25th Anniversary Celebration—PBS

OUTSTANDING CULTURAL MUSIC-DANCE PROGRAM

Bobby McFerrin: Loosely Mozart, The New Innovators Of Classical Music—PBS
A Celebration Of The American Musical, Live From Lincoln Center—PBS
John F. Kennedy Center 25th Anniversary Celebration—PBS
Mostly Mozart 30th Anniversary Opening Night Concert With Itzhak Perlman and Pinchas Zukerman, Live From Lincoln Center—PBS
Puccini's "La Boheme" With The New York City Opera, Live From Lincoln Center—PBS

OUTSTANDING INFORMATIONAL SPECIAL

(Area award: possibility of one or more than one award)
Man Ray: Prophet Of The Avant-Garde—PBS
National Geographic Special: Tigers Of The Snow—NBC
Paradise Lost: The Child Murders At Robin Hood Hills—HBO
Talked To Death—HBO
Taxicab Confessions III—HBO

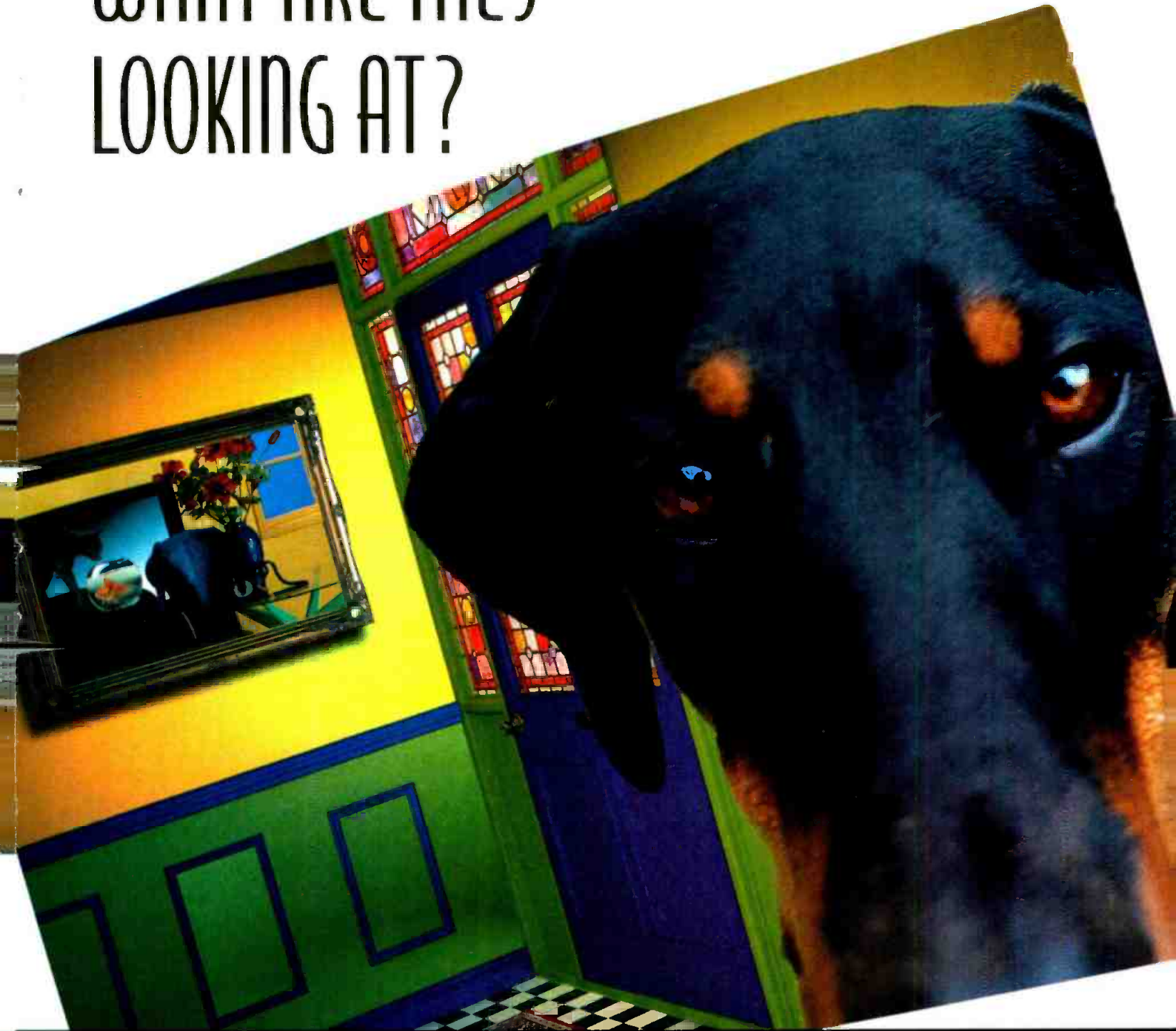
OUTSTANDING INFORMATIONAL SPECIAL

(Area award: possibility of one or more than one award)
Without Pity: A Film About Abilities—HBO

OUTSTANDING INFORMATIONAL SERIES

(Area award: possibility of one or more than one award)
A&E Biography—A&E
Discover Magazine—Discovery Channel
The Great War And The Shaping Of The 20th Century—PBS
Inside The Actors Studio—Bravo
Siskel & Ebert—Syndicated, Buena Vista Television

WHAT ARE THEY LOOKING AT?



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ABC's 'NYPD Blue' is up for 11 Emmys.

OUTSTANDING ART DIRECTION FOR SERIES

The Drew Carey Show: New York And Queens—ABC
NYPD Blue: A Wrenching Experience—ABC
7th Heaven: The Color Of God—WB
Star Trek: Deep Space Nine: Trials And Tribble-ations—Syndicated, Paramount Pictures
The X-Files: Memento Mori—Fox

OUTSTANDING ART DIRECTION FOR MINISERIES OR SPECIAL

The Hunchback—TNT
Jane Austen's Emma—A&E
Mrs. Santa Claus—CBS
The Odyssey (Part II)—NBC
Weapons Of Mass Distraction—HBO

OUTSTANDING ART DIRECTION FOR VARIETY OR MUSIC PROGRAM

The 69th Annual Academy Awards—ABC
Bette Midler: Diva Las Vegas—HBO
Centennial Olympic Games: Opening Ceremonies—NBC
Muppets Tonight—ABC
Tracey Takes On... Vegas—HBO

OUTSTANDING CASTING FOR SERIES

ER—NBC
Frasier—NBC
Homicide: Life On The Street—NBC
NYPD Blue—ABC
Seinfeld—NBC

OUTSTANDING CASTING FOR MINISERIES OR SPECIAL

Bastard Out Of Carolina—Showtime
Crime Of The Century—HBO
Grand Avenue—HBO
Miss Evers' Boys—HBO
Weapons Of Mass Distraction—HBO

OUTSTANDING CHOREOGRAPHY

The Drew Carey Show: Drew's The Other Man—ABC
Miss Evers' Boys—HBO
Mrs. Santa Claus—CBS
Scott Hamilton: Upside Down—CBS
3rd Rock From The Sun: A Nightmare On Dick Street—NBC
The Wrecker's Ball: Three Dances By Paul Taylor—PBS

OUTSTANDING CINEMATOGRAPHY FOR SERIES

Chicago Hope: A Time To Kill—CBS
Gun: Ricochet—ABC
Law & Order: Mad Dog—NBC
Relativity: Kareb And Her Sisters—ABC
Star Trek: Deep Space Nine: Apocalypse Rising—Syndicated, Paramount Pictures

OUTSTANDING CINEMATOGRAPHY FOR MINISERIES OR SPECIAL

Gotti—HBO
Hidden In America—Showtime
In The Gloaming—HBO
Miss Evers' Boys—HBO
To Love, Honor And Deceive—ABC

OUTSTANDING COSTUMING FOR SERIES

JAG: Cowboys & Cossacks—CBS
The Nanny: The Facts of Lice—CBS
The Nanny: The Rosie Show—CBS
NewsRadio: Awards Show—NBC

OUTSTANDING COSTUMING FOR MINISERIES OR SPECIAL

(Area award: possibility of one or no award given)
Disney's "The Hunchback Of Notre Dame"; Festival of Fun Musical Spectacular—Disney Channel

OUTSTANDING COSTUME DESIGN FOR SERIES

Avonlea: Woman of Importance—Disney Channel
The Drew Carey Show: New York And Queens—ABC
Remember WENN: The Diva That Wouldn't Die—American Movie Classics
Sabrina, The Teenage Witch: Third Aunt From The Sun—ABC
Star Trek: Voyager: False Profits—UPN
3rd Rock From The Sun: A Nightmare On Dick Street—NBC

OUTSTANDING COSTUME DESIGN FOR MINISERIES OR SPECIAL

The Hunchback—TNT
The Inheritance—CBS
Jane Austen's Emma—A&E
Mrs. Santa Claus—CBS
Titanic: Part I—CBS

OUTSTANDING COSTUME DESIGN FOR VARIETY OR MUSIC PROGRAM

The 69th Annual Academy Awards—ABC
Bette Midler: Diva Las Vegas—HBO
John F. Kennedy Center 25th Anniversary Celebration—PBS
Robert Altman's Jazz '34: Remembrances of Kansas City Swing—PBS
Tracey Takes On...1976—HBO

OUTSTANDING SINGLE-CAMERA PICTURE EDITING FOR SERIES

Chicago Hope: Day Of The Rope—CBS
ER: Union Station—NBC
ER: The Long Way Around—NBC
Law & Order: Judgement In L.A., Part 2—NBC
The X-Files: Terma—Fox
The X-Files: Tempus Fugit—Fox

OUTSTANDING SINGLE-CAMERA PICTURE EDITING FOR MINISERIES OR SPECIAL

Crime Of The Century—HBO
Gotti—HBO
If These Walls Could Talk: 1952 & 1974—HBO
In Cold Blood—CBS
The Man Who Captured Eichmann—TNT
Miss Evers' Boys—HBO

OUTSTANDING MULTICAMERA PICTURE EDITING FOR SERIES

Ellen: The Puppy Episode—ABC
Frasier: To Kill A Talking Bird—NBC
The Larry Sanders Show: My Name Is Asher Kingsley—HBO



CBS's 'Chicago Hope' earned nine nominations.



The Larry Sanders Show: Everybody Loves Larry—HBO
Seinfeld: The Pothole—NBC

OUTSTANDING MULTICAMERA PICTURE EDITING FOR MINISERIES OR SPECIAL

Beauty And The Beast: A Concert On Ice—CBS
Bette Midler: Diva Las Vegas—HBO
Happy Birthday Elizabeth: A Celebration Of Life—ABC
The Kennedy Center Honors—CBS
Robert Altman's Jazz '34: Remembrances Of Kansas City Swing—PBS

OUTSTANDING HAIRSTYLING FOR SERIES

Dr. Quinn, Medicine Woman: Starting Over—CBS
Star Trek: Deep Space Nine: Trials And Tribbleations—Syn-dicated



UPN's *'Star Trek: Voyager'* was nominated for three Emmys.

Star Trek: Voyager: Fair Trade—UPN
3rd Rock From The Sun: A Nightmare On Dick Street—NBC
Tracey Takes On...Childhood—HBO

OUTSTANDING HAIRSTYLING FOR MINISERIES OR SPECIAL

Bette Midler: Diva Las Vegas—HBO

Crazy Horse—TNT
The Hunchback—TNT
If These Walls Could Talk—HBO
Mrs. Santa Claus—CBS
The Odyssey—NBC

OUTSTANDING LIGHTING DIRECTION (ELECTRONIC) FOR COMEDY SERIES

Cosby: Pilot—CBS
Home Improvement: I Was A Teenage Taylor—ABC
In The House: The Curse Of Hill House—UPN
The Larry Sanders Show: Ellen, Or Isn't She?—HBO
Sister, Sister: The Ski Squad—WB

OUTSTANDING LIGHTING DIRECTION (ELECTRONIC) FOR DRAMA SERIES, VARIETY SERIES, MINISERIES OR SPECIAL

Beauty And The Beast: A Concert On Ice—CBS

'Ellen': from controversy to Emmy nominee

Forget how difficult it was to write a non-offensive story. Forget how a dearth of network and studio executives demanded a look-see before it even passed go.

Forget how rampant press leaks gave away the plot.

The writers of the now-famous coming-out episode of *Ellen* knew they had something good when they began penning the hour-long episode last season.

"I think we felt vindicated when we started writing it. It felt worth doing," says co-writer Jonathan Stark, who together with Tracy Newman, Mark Driscoll, Dava Savel and Ellen DeGeneres, wrote the script.

"We're all talented people, but we feel very lucky," Newman adds. "We were all in the right place in the right time."

"The Puppy Episode"—named to hide its controversial subject matter—received multiple nominations in this year's Emmy race, from outstanding writing for the five scribes to outstanding lead actress for DeGeneres. Even the directing and editing got a nod, as well as Laura Dern, who earned a nomination as outstanding guest actress. She played the object of Ellen's affection in the episode that also included guest spots from Oprah Winfrey, k.d. lang and Demi Moore.

While most of the jokes were effortless to write, roadblocks were many, the writers admit. "There were so many fences to walk. If we go one way, someone will get offended. And Tracy didn't want Ellen to say, 'Oh look, I've got a girlfriend now,'" says Stark. "We didn't want it to be so much of a gay story as a human story. She meets someone she cares about and it doesn't work out."

So worried were the writers about an in-your-face approach that they dropped plans to have Melissa Ethridge sing a serious song at the top of the hour that lauded DeGeneres for the coming-out episode. Instead, the cast collectively made the joke, "When are you coming out?" while the character of Ellen Morgan was in the other room.

Whatever lack of direction *Ellen* had before, the Touchstone TV comedy now has something to work with, Newman says. "She [DeGeneres' character] was not someone who was passionate about



Ellen breaks the news to her parents.

her bookstore and not passionate about a relationship," says Newman. "That's what people's lives are about."

Just how far Ellen explores her new identity remains to be seen. Most of the writing staff is new on *Ellen*—Newman and Stark, in fact, moved on to run ABC's *Hiller and Diller* after spending three years with DeGeneres. The show also has a new executive producer in Tim Doyle.

Still, the new writing staff for *Ellen* is sure to offer new twists, Newman says. Finally, the character of Ellen Morgan can pursue some passion—specifically a relationship with a woman that could include some on-screen affection next season. "You cannot let an elephant out of the closet and have it standing on stage," Newman says. "Now and then, there are going to be people who want more and more. As long as it's tastefully done." —LR



Bette Midler: Diva Las Vegas—HBO
Centennial Olympic Games: Opening Ceremonies—NBC
The 39th Annual Grammy Awards—CBS
The Tonight Show With Jay Leno: #1082—NBC

OUTSTANDING MAIN TITLE DESIGN

The Burning Zone—UPN
Dark Skies—NBC
Gun—ABC
The Learning Channel's Great Books—TLC
Magical World Of Disney—Disney Channel

OUTSTANDING MAKEUP FOR SERIES

Babylon 5: The Summoning—Syndicated, Warner Bros. Domestic Television Distribution
Buffy The Vampire Slayer: Welcome To The Hellmouth—WB
Star Trek: Deep Space Nine: Apocalypse Rising—Syndicated, Paramount
Tracey Takes On... Vegas—HBO
The X-Files: Leonard Betts—Fox

OUTSTANDING MAKEUP FOR MINISERIES OR SPECIAL

Alien Nation: The Enemy Within—Fox
The Hunchback—TNT
Miss Evers' Boys—HBO
Stephen King's The Shining—ABC
Trilogy Of Terror II—USA

OUTSTANDING MUSIC COMPOSITION FOR SERIES (DRAMATIC UNDERSCORE)

The Cape: Pilot—Syndicated, MTM Enterprises
Early Edition: The Choice—CBS
Orleans: Pilot—CBS
The X-Files: Paper Hearts—Fox
Xena: Warrior Princess: Destiny—Syndicated, Universal Television

OUTSTANDING MUSIC COMPOSITION FOR MINISERIES OR SPECIAL (DRAMATIC UNDERSCORE)

After Jimmy—CBS
Calm At Sunset—CBS
Quicksilver Highway—Fox
True Women—CBS
The Young Indiana Jones Chronicles: Travels With Father—Family Channel



Fox's 'The X-Files' received 12 nominations.

OUTSTANDING MUSIC DIRECTION

The 69th Annual Academy Awards—ABC
Bette Midler: Diva Las Vegas—HBO
Centennial Olympic Games: Opening Ceremonies—NBC
The 53rd Presidential Inaugural Gala—CBS
The Simpsons: Simpsoncalifragilisticexpialidocious—Fox

OUTSTANDING MUSIC AND LYRICS

Boo! To You Too, Winnie The Pooh: "I Wanna Scare Myself"—CBS
Centennial Olympic Games: Opening Ceremonies: "The Power Of The Dream"—NBC
Centennial Olympic Games: Opening Ceremonies: "Faster, Higher, Stronger"—NBC
Mrs. Santa Claus: "Mrs. Santa Claus"—CBS
The Simpsons: Bart After Dark: "We Put The Spring In Springfield"—Fox

OUTSTANDING MAIN TITLE THEME MUSIC

The Cape: Pilot—Syndicated, MTM Enterprises
Crisis Center: Pilot—NBC
Dark Skies—NBC
Early Edition—CBS
EZ Streets: A Terrible Beauty—CBS

OUTSTANDING SOUND EDITING FOR SERIES

The Cape: Pilot—Syndicated, MTM Enterprises

Chicago Hope: Day Of The Rope—CBS
Nash Bridges: Zodiac—CBS
Profiler: Cruel and Unusual—NBC
The X-Files: Tempus Fugit—Fox

OUTSTANDING SOUND EDITING FOR MINISERIES OR SPECIAL

The Cherokee Kid—HBO
Crazy Horse—TNT
David, Part 1—TBS
Stephen King's The Shining, Part 3—ABC
William Faulkner's Old Man (Hallmark Hall of Fame Presentation)—CBS

OUTSTANDING SOUND MIXING FOR COMEDY SERIES OR SPECIAL

Frasier: Liar, Liar!—NBC
Home Improvement: Wilson's World—ABC
The Larry Sanders Show: Ellen, Or Isn't She?—HBO
The Simpsons: The Brother From Another Series—Fox
3rd Rock From The Sun: A Nightmare On Dick Street—NBC

OUTSTANDING SOUND MIXING FOR VARIETY OR MUSIC SERIES OR SPECIAL

The 69th Annual Academy Awards—ABC
Bette Midler: Diva Las Vegas—HBO
Bobby McFerrin: Loosely Mozart, The New Innovators Of Classical Music—PBS
Centennial Olympic Games: Opening Ceremonies—NBC

Tony Bennett: Live By Request—A&E

OUTSTANDING SOUND MIXING FOR DRAMA SERIES

ER: Fear of Flying—NBC
Law & Order: D-Girl—NBC
NYPD Blue: Unembraceable You—ABC
Star Trek: Voyager: Future's End, Part I—UPN
The X-Files: Tempus Fugit—Fox

OUTSTANDING SOUND MIXING FOR DRAMA MINISERIES OR SPECIAL

Apollo 11—Family Channel
Gotti—HBO
Titanic: Part 1—CBS
Weapons of Mass Distraction—HBO
William Faulkner's Old Man (Hallmark Hall of Fame Presentation)—CBS

OUTSTANDING TECHNICAL DIRECTION/CAMERA/VIDEO FOR SERIES

Cosby: Pilot—CBS
Muppets Tonight—Sandra Bullock—ABC
Saturday Night Live: Hosted by Dana Carvey And Musical Guest Dr. Dre—NBC
The Tonight Show with Jay Leno: Show #1079—NBC

OUTSTANDING TECHNICAL DIRECTION/CAMERA/VIDEO FOR MINISERIES OR SPECIAL

Beauty And The Beast: A Concert On Ice—CBS
Disney's "The Hunchback Of Notre Dame": Festival Of Fun Musical Spectacular—Disney Channel
The Kennedy Center Honors—CBS
The Price Is Right 25th Anniversary Prime Time Special—CBS
Puccini's "La Boheme": With The New York City Opera—PBS

THE PRESIDENT'S AWARD, HONORING ALL SEGMENTS OF TELEVISION

A&E Biography—A&E Television Network
ER—NBC
Miss Evers' Boys—HBO
Touched By An Angel—CBS



CBS gets its Eyes crossed

CFO's statement that cable net's distribution was disappointing and future uncertain was wrong message says CBS Cable chairman

By Steve McClellan
and John M. Higgins

CBS is sending mixed signals about its Eye on People, with a senior executive telling analysts that despite recent affiliation deals, the company is reviewing its effort to get cable carriage for the cable network.

In a conference call with securities analysts, Westinghouse/CBS Chief Financial Officer Fred Reynolds said that the company was still disappointed with Eye's distribution. Westinghouse had projected the cable network would have 7 million-9 million subscribers by year end 1997.

"He said they were far from that

range and that getting operators to sign up has been very difficult," said one analyst on the teleconference to review Westinghouse's second-quarter results. "He said the company was looking at the situation and that if it decided it couldn't get carriage they wouldn't go forward with it."

However, CBS Cable Chairman Don Mitzner said that Reynolds's comments were misconstrued and asserted that start-up network is "really rolling."

Mitzner confirmed Reynolds's comments, but said the analysts were interpreting them negatively. "The sense of it was lack of support," Mitzner said. "That's not the message we're conveying or should be conveying."



Eye has had a slow start and is seen in just 5 million homes. Mitzner noted, however, that recent affiliation deals with DIRECTV and four MSOs put the network on track to secure 10 million homes by yearend.

"You'll see a lot more. Things are doing very well in a very difficult climate," he said. ■

America's Health suspends operations

Lays off 161 employes after healthcare company Columbia backs out of deal

By John M. Higgins

Spuried by hospital giant Columbia/HCA Healthcare Inc., America's Health Network went into virtual shutdown mode last week, laying off 161 employes at least temporarily and filling its air almost entirely with reruns.

The hospital giant backed out of a deal to buy a majority stake in the startup health network from A.H. Belo Corp., which acquired the stock when it took over The Providence Journal Co. earlier this year.

The company wouldn't elaborate, but media executives familiar with the deal blamed the pullout on disarray at the hospital chain amidst its massive problems with federal investigators.



Three Columbia executives were indicted Wednesday on allegations that the company inflated claims for Medicare reimbursements and the investigation is believed to go much wider.

"We found out at the 11th hour," said AHN Chairman Webster Golinkin, who said the deal cratered July 25 when Columbia Chairman Richard Scott and

President David Vandewater quit under pressure. "The timing of this couldn't have been more awkward. The deal was supposed to close on the day Scott resigned."

Golinkin initially minimized the financial problems the pull-out caused. But on Friday (Aug. 1), the company announced it would "furlough" 80% of its workers, halting production of any new medical, talk and shopping shows and fill its time largely with *Ask The Doctor* reruns.

Publisher and station owner Belo doesn't want to shoulder the continuing losses at the 6-million-subscriber net. AHN has spent about \$75 million in its first year of business, fueled by the construction of a set at Orlando's

Universal Studios and the costs of producing 12 hours of original programming daily, interspersed with home shopping pitches.

Belo executives like the majority stake it acquired from ProJo in the more-established TV Food Network but don't want to carry continuing losses from a nascent service. A Belo executive reiterated that "the company will not be funding AHN's operations."

But Belo had to grant generous terms to get Columbia on board in the first place. Columbia had agreed to pay \$50 million, but less than half of that in cash. Belo accepted notes and AHN stock and warrants that equated to 7% of the equity.

Golinkin said that in addition to finding a new managing general partner, the network will need a second round of financing for about \$50 mil-

lion in capital. Investment banker Allen & Co., which owns a small piece of AHN, is working to find new investors, contacting companies that had expressed interest before Columbia stepped in.

"We're just regrouping and moving on," Golinkin said. "It's disappointing, but there are lots of other people who expressed an interest in America's Health." ■

Court sides with Jones in Illinois

Naperville says it still won't allow Jones to modify its contract

By Price Colman

An Illinois city has no plans to back off a legal dispute with Jones Intercable despite a recent federal district court ruling that appears to favor Jones.

Jones and Naperville, Ill., have been embroiled in a franchise dispute since Naperville granted Baby Bell Ameritech a franchise in April 1996. Jones sued the city late last year, claiming that the more attractive franchise awarded to Ameritech opened the door for Jones to modify its contract.

Last week, in a summary judgment on motions in the case, Judge Martin Ashman of the U.S. District Court for the Northern District of Illinois ruled that Jones could "suspend performance" under its franchise—essentially stop paying franchise fees and PEG access payments—while the case was being litigated. Ashman also ruled that Jones was entitled to lease excess capacity on its fiber-optic lines and that the city couldn't charge Jones more than 5% of gross revenue as a franchise fee.

From Jones's perspective, the case boils down to a key competitive issue: a level playing field.

"If they permit another operator into the market and give that operator unfair advantages, they're required to modify the franchise of the incumbent operator to more economic terms," says Paul Glist of Cole, Raywid & Braverman, the Washington law firm representing Jones.

But Naperville City Attorney Michael Roth has an entirely different take. "Jones still must prove to the court that it suffers commercial impracticability [unfair economic bur-

"We'll continue to litigate it, there really have been no substantive rulings that would change our course of action."

— Naperville City Attorney
Michael Roth

den] warranting modification of their franchise," says Roth. "And based upon the months of review and consideration of their request, we're confident that there is no commercial impracticability."

Ashman's most recent ruling was little more than a stumbling block, Roth suggests.

"We'll continue to litigate it," he says. "There really have been no substantive rulings that would change our course of action."

Jones came to Naperville in 1987 when it bought the franchise then owned by Rite Cable. The franchise itself dates back to 1984, the year Congress enacted the sweeping Cable Act.

In those days, PEG access was often an important element in franchise con-

tracts. But Ameritech, the most aggressive overbuilder of cable, has won scores of franchises throughout its Midwest region by promising cable's first real competition and offering streamlined contracts that contain almost none of the typical add-ons. Now, cable operators are borrowing a page from the Baby Bell's book; in negotiating franchise renewals they are offering bare-bones contracts that essentially mirror Ameritech agreements.

Jones's franchise renewal "window" opened Dec. 27, 1996, for three years. Because of the litigation, the city and the MSO agreed to put the talks on hold until the legal issues are settled.

Roth contends that the city is stuck in a catch-22—conflicts between current interpretation of the Cable Act and state level-playing-field statutes—but officials are at least equally frustrated by another issue.

"Frankly, the city finds it offensive that Jones is so adamantly opposed to any kind of competition," says Roth. "They'll tell you they're not, but their actions speak for themselves. They've done everything in their power to prevent Ameritech from being a bona fide competitor in Naperville."

For Jones attorney Glist, there's a different kind of frustration.

"The case is astounding to me, because even before the city granted a franchise to Ameritech, their own city attorney said they would have to modify Jones's contract. As soon as the Ameritech deal was in, we went through a painstaking process, came up with modifications, then the city council killed it. I'm looking at an ostrich that's pretending there are no consequences to its action." ■

'Air Force One' has Ascent looking up

Company buoyed by new theatrical, earnings jump

By Price Colman

In the wake of a solid second quarter, Ascent Entertainment Group already is looking ahead to the third-quarter thanks to the strong opening of "Air Force One," produced by its Beacon Communications film unit.

Ascent, which was spun off from parent Comsat Corp. in late June, says its net loss increased 55.6% to \$9.8 million, or 33 cents per share, compared with last year's second quarter. But the increased loss was hardly surprising for Ascent, which is barely 18 months old.

The good news was that EBITDA (earnings before interest, taxes, depreciation and amortization) jumped 80%, to \$16.4 million, on revenue of \$87.6 million, up 56%.

Ascent's 57%-owned subsidiary On Command Corp., provider of hotel in-room video programming, helped boost revenue and cash flow. Part of the boost resulted from last year's acquisition of bankrupt SpectraVision.

On Command's revenue increased



Ascent is eagerly awaiting a third-quarter boost from its theatrical 'Air Force One'.

nearly 81%, to \$56 million, with the SpectraVision acquisition accounting for \$20 million of the overall revenue. On Command's EBITDA rose 25%, to \$16 million. On Command is projecting a revenue decline for the third quarter, in part the result of selling room contracts that don't fit with its target hotel profile. At the same time, the company expects operating profits to increase as it converts satellite-delivered PPV to less costly terrestrial delivery.

Ascent faces certain challenges, including possible default on a \$140 million credit line from NationsBank for a new sports arena in Denver. Although credit facility covenants call for Ascent to break ground on the new arena by Aug. 31, the company has not reached agreement with Denver officials about the arena location and likely won't make the groundbreaking deadline. Ascent officials said they are renegotiating the credit line and expect a successful resolution of the talks.

Analysts also express modest concern about Ascent's debt, now at \$226 million and likely to increase once the company starts building the sports arena. Those concerns are overshadowed for the most part by enthusiasm about "Air Force One," which has set opening weekend records. Ascent's portion of revenue from "Air Force One" won't show up until the third quarter; analysts are looking for the film to help boost cash flows later this year and in early 1998. ■

Paxson hoists sale for Travel Channel

Chairman plans to revamp cable network's programing lineup with sponsored shows

By Donna Petrozello

After years of seasickness, Lowell Paxson believes he has nit on a way to cure The Travel Channel's queasy finances: "sponsored" programing.

When the Paxson Communications Corp. chairman meets with Travel Channel executives this week to outline a new business strategy, he is expected to unveil a plan to tie programing closely to advertisers on the network.

The idea is to find corporate sponsors—such as American Express, the American Association of Retired Persons or American Automobile Association—to finance most of the cost of making new shows for Travel, says Patrick Michaels, chairman of

investment banker Communications Equity Associates. Michaels represented Paxson in the Travel acquisition.

"The scheme is hidden advertising in a sense," says Michaels. "At the end of the day, the sponsors want viewers to dial 1-800-A-M-E-X."

That proposal taps into Paxson's roots as founder of Home Shopping Network and promoter of infomercials on his growing portfolio of UHF broadcast stations.

However, Paxson does not want to go all the way back to the Travel Channel's origins, when owner Carl Icahn used the network to push vacation package tours from his TWA.

"This is not going to be a shopping network for travel," says Tom Lucas, senior vice president, affiliate sales,



Paxson wants to tie sponsors to Travel Channel programing.

"Bud has been very clear about that."

Michaels agrees. "They are not going to do that at all," he says. Paxson could not be reached for comment, and he has not yet named a president to run the network.

Travel already has traveled a long road. Landmark stepped up in 1992 to buy the network from Icahn for \$50 million, seeing it as a perfect companion for its other service, The Weather Channel.

But Landmark struggled for five years to find the right programming mix, including "destination" shows about great resorts and tours of countries.

The company couldn't make the channel work; it struggled for a year to sell it, coming close to a deal with Discovery Networks Inc.

Paxson stepped up in June, offering \$75 million, just \$20 million in cash and the rest in Paxson Communications

stock. Since then his plans have been unclear. Operators that carry Travel reported that they haven't been briefed on any new plans.

In June, Paxson said he wanted to install programming to "capture the beauty of the world and cultures of its peoples" on Travel. Those plans may pan out as long-form shows about travel to destinations typically included in corporate and mass-market travel packages.

Michaels says Paxson wants to use program sponsors to hire and pay production crews to shoot travel documentaries for The Travel Channel. The documentaries would feature the sponsor's cruise lines, airlines or brands of travel-related merchandise.

"The idea is to significantly upgrade the programming, bring in major sponsors and build programs around the sponsor-

ship," Michaels says. "Some, but not all, programming will be essentially underwritten by 'sponsor clusters.'"

In addition to corporations and national agencies, Paxson also wants to tap state and regional tourist boards to underwrite programs that promote sights in their hometowns. Michaels says. Travel also may tap other cable networks as sponsors.

A program highlighting attractions in Tennessee, for example, would point out that The Nashville Network and Country Music Television are based in Nashville, says Michaels. In return, TNN and CMT would offset some of the program's production costs.

"This is really the way to upgrade programming," says Michaels. "But whether this is the way it'll come down, I don't know. These are my ideas and Bud's ideas of new programming." ■

H E A D L I N E S

Turner disputes Latin ratings

Despite favorable rankings, Turner Broadcasting System says June ratings for multichannel home viewership in Latin America generated by the Latin American cable ratings service IBOPE are "far from statistically valid and too inaccurate to be used for business decisions." David Woolfson, TBS senior VP of global research, says IBOPE's June sample—comprising data collected from peplemeters in 407 homes in Mexico and 384 in Argentina—was too small. Woolfson also says the ratings were "subject to substantial margins of error and fluctuations" in part because IBOPE analyzed the data on a weekly, rather than quarterly, basis. Woolfson says quarterly reports are more accurate than weeklies. TBS says it is working with IBOPE to "improve the reliability of the system."

MTV ends 'Beavis & Butt-Head' production

MTV has decided to stop production of raunchy cartoon series *Beavis & Butt-Head*. Creator Mike Judge has delivered 15 new episodes that started airing two weeks ago, but that will be his last. MTV would not explain the decision, but said it will continue to air reruns indefinitely and will work with Judge on other projects, including a sequel to the recent *Beavis & Butt-Head Do America* theatrical movie, which generated \$63 million at the box office.

Triax acquires 21 systems

Triax Midwest Associates LP has acquired 21 cable systems encompassing 32,970 basic subscribers from Triax Associates I LP, the companies said. Financial details were not disclosed. The systems involved are in northern Indiana and near Kalamazoo, Mich. Triax Midwest said the deal helps it continue consolidation of its regional system and extend its focus on middle and rural markets. Daniels & Associates represented Triax Associates I.

Encore testing premium package

Encore Media Corp.'s Starz! and Encore packages will go out as part of a premium channel package TCA Cable TV will launch to 100,000 customers in four test markets beginning Aug. 1. TCA eventually plans to launch the Hollywood Pak—which includes HBO, Cinemax, Showtime, The Movie Channel and multiplexed screens of those services in addition to Starz! and Encore—to its 670,000 customers by the end of 1998. TCA has priced that package of 10 channels at \$19.95. The four test markets that will see Hollywood Pak launches are Paris, Bryan/College Station and Amarillo, all Texas, and Natchitoches, La.

Cox long distance deal

Cox Communications has entered into

an agreement with the Frontier Corp. to provide long-distance telephone service in San Diego County. The new long-distance service will be available to more than 477,000 Cox customers on Aug. 1, 1997, according to Bill Geppert, general manager of Cox Communications. "The addition of long-distance service to our cable service, Cox @Home high-speed Internet data services and future local telephone services marks yet another vital step towards offering a complete array of telecommunications services to our customers," said Geppert. Cox cable customers will receive a 10% long distance discount.

HSN contemplates buying balance of ticketmaster

HSN Inc. disclosed that it is studying acquiring all of leading event ticket reseller Ticketmaster Inc. Two weeks ago HSN bought 47.5% of Ticketmaster from investor Paul Allen, giving him HSN stock equivalent to an 11% stake in the shopping channel. At the time, Chairman Barry Diller said he was happy to have Ticketmaster in the joint venture, linking the two companies' telemarketing capacity and skills. But in a Securities and Exchange Commission filing HSN said that it is "considering the possibility of a merger" with Ticketmaster. However, the filing indicated that any merger proposal was not imminent.

Film rights go south

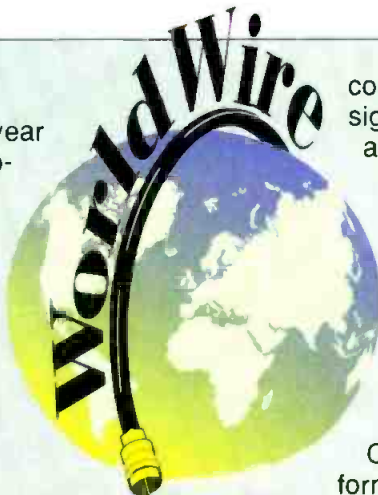
TNT Latin America has signed a two-year deal for the rights to 80 films from co-owned Warner Bros., including "Unforgiven" and "The Bodyguard." The Pan-Latin channel also has closed a three-year rights deal for programming from Argentine broadcaster Artear. This is TNT's first purchase of syndicated product from any Latin media group.

Telefonica buys into Antena 3

Spanish telco Telefonica has reached a verbal agreement to buy 25% of commercial broadcaster Antena 3 from Prensa. A 15% stake, held by Renvir, also has been sold—to existing shareholders, commercial banks Banco Santander and Banco Central. Telefonica also has bought 51% of GMA, owner of Antena 3's soccer rights, for \$124 million.

TCI International sells Argentine cable stake

TCI International will sell half of its 51% stake in Argentina's third-ranked MSO, Cablevision, to Citi-



corp Equity. TCI and Citicorp Equity have signed a memorandum of understanding about the sale of the stake. Citicorp Equity also will purchase another 39% stake in Cablevision from local entrepreneur Eduardo Eurnekian.

Digital Italy

Telepiu shareholders Canal+ and Mediaset have signed a memorandum of understanding with Italian state broadcaster RAI, Telecom Italia and Cecchi Gori to create a single digital platform in Italy. The five parties hint that they have agreed to take stakes in pay group Telepiu, which would then take over Telecom Italia's cable division Stream.

ACCC eyes merger

Australian regulator ACCC has sent out mixed signals about whether it will approve the merger of pay-TV rivals Foxtel and Australis. The ACCC says it is concerned about the new platform's potential dominance of programming, pointing to the involvement of Nine Network's Kerry Packer in the deal.

—Nicole McCormick

Fox News Channel is *NOT* the only network to air the Thompson Hearings.

The fact is, NET-Political NewsTalk Network is the only network to have carried the hearings live and uninterrupted from day 1.

NET is still the only network that allows Americans to call in and talk back during breaks in the proceedings.

It's important to keep Americans informed.

And, if you're looking for the elusive John Huang... you can hear his side of the story when NET airs excerpts of his deposition.

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UMG gets on the phone

Plans to launch HFC phone service network and speed up broadband telephony efforts

By Price Colman

The most intriguing bit of information to come out of US West Media Group's conference call on second-quarter results last week had little to do with the company's financial performance.

Media Group (UMG) plans what chief financial officer Rick Post called "a very large operational site for telephone over an HFC [hybrid fiber/coax] network" in the fourth quarter. Moreover, UMG will accelerate deployment of broadband telephony in 1998, he said.

Post declined to disclose the site, but Atlanta and Boston are among the prime candidates.

MediaOne, which recently replaced Continental Cablevision as the name for UMG's domestic broadband operations, has done its most extensive rebuilds in those two markets and has launched its MediaOne Express high-speed data service in those and other markets. It seems unlikely that the company will let a prime cross-marketing, cross-promotion opportunity slip by.

With the exception of Cablevision Systems and UMG, cable operators have generally reined in residential telephony initiatives. UMG differs from those operators in that it has the financial support and expertise of its Baby Bell parent to help it overcome

Although the company reported a \$106 million net loss, or 17 cents per share, that's nearly 20% less than the loss for the comparable quarter last year.

the substantial obstacles that cable MSOs have encountered.

"They have the capacity to do it, and they have systems capable of doing it from an integrity point of view," said Chuck Kersch, a Denver cable analyst. "This will not be experimental."

On the financial front, UMG's second-quarter results showed solid performance on all fronts. Although the company reported a \$106 million net loss, or 17 cents per share, that's nearly 20% less than the loss for the comparable quarter last year.

Analysts' consensus, according to analyst information clearinghouse First Call, had been a 23-cent-per-share loss. At the same time, EBITDA (earnings before interest, taxes, depreciation and amortization, or cash flow) increased 16%, to \$657 million, and revenue

climbed 15%, to \$2.3 billion. Also, for the first time UMG reported positive cash flow in all its international operations. UMG has shed \$675 million in international assets, putting the company well on the way toward its goal of selling \$1 billion in nonstrategic or minority-owned properties.

The international businesses' performance "is very indicative of where significant future growth in earnings in cash flow will take place," said Kersch.

Results were presented on a pro forma basis, as if UMG's acquisition of Continental Cablevision had occurred on Jan. 1, 1996, instead of Nov. 15.

Post said the company remains on target to hit the 20% annual cash-flow growth it has been forecasting. Also on track are network upgrades to at least 550 megahertz or better. UMG expected to hit 45% by June 1, and did. It intends to hit 55% by year end.

Subscriber growth for the quarter was solid at 3.4% overall, with MediaOne's 10.4% interest in PrimeStar Partners included, and 2.1% for domestic cable by itself. That cable growth rate is right on target with the cable industry average.

Like other MSOs, MediaOne is experiencing weakness in premium services. Revenue there declined nearly 7%, to \$81 million, for the quarter. Strength in PPV, thanks to the Holyfield-Tyson fight in June, helped take some sting out of the decline in premium service revenue.

On the new services side, MediaOne increased the subscriber base for MediaOne Express by nearly 83%, growing to 6,400 subs. Nearly all of that growth came from word-of-mouth advertising, Post said, adding that rollouts and associated marketing will accelerate as more of the broadband network is upgraded.

The one bit of bad news was that UMG's proposed deal to swap its domestic wireless interests to AirTouch Communications in return for stock appears unlikely to get the tax-free status the companies had sought. UMG has said it will go through with the \$5 billion deal only if it is "tax efficient."

Stocks gain as GI completes breakup

General Instrument Corp. has completed its split into three companies with the first of the new units beginning trading last Monday. The core of GI—cable and telcom equipment—is now known as NextLevel Systems Inc. (NYSE: NLV). Last Thursday it opened at \$20.75. CommScope Inc. (NYSE: CTV) was formerly GI's manufacturer of coaxial cable and optical fiber, products now considered commodities. That unit opened at \$16. Shares in General Semiconductor Inc. (NYSE: SEM), which manufactures power rectifiers and voltage suppressors, long seen as a side-line business to the company, opened at \$14.44. For each outstanding share of GI stock, investors received one share of NextLevel, one-third of a share of CommScope and one-quarter of a share of General Semiconductor. At the end of last Monday, each old GI share was worth \$29.56, up 9% from Friday's close.

—JMH

Basic cable ratings up in July

By Donna Petrozzello

Basic cable ratings were up 21% on average for July compared to July 1996, with USA Networks leading in prime time with a 2.2 Nielsen rating.

USA's rating showed 22% growth for July over last year. USA ranked third in total day with a 1.0 rating, up 11% from a 0.9 in July 1996. Nickelodeon ranked first in total day for the month, with a 1.7, up 6% from July 1996. Nickelodeon ranked fourth in prime time with a 1.9, a 12% increase over July 1996. TNT and superstation WTBS(TV) Atlanta ranked second and third, respectively, in prime time—each had a 2.0 rating for July 1997. Both TNT and WTBS showed an 11% gain in prime time over last year.

In total day, WTBS ranked second with a 1.1. TNT earned a 1.0 rating in total day. USA's *La Femme Nikita* was the highest rated original dramatic series in basic cable for July, earning an average 2.2 rating in 1.6 million households.

USA's original movie *Perfect Crime* which aired July 9 was the month's top-rated movie on basic cable with a 4.4 rating and more than 3 million households. TNT's premiere of its original special *Rough Riders* was the most-watched basic cable original movie in July, delivering 16 million households over 10 plays.

Turner's Cartoon Networks' original prime time series *Cow and Chicken* and *Johnny Bravo*, which launched in July, helped push up the ratings for Turner entertainment programming overall by an average 20%. *Cow and Chicken* delivered an average 763,000 households and a 1.8 in two plays, says Turner, while *Johnny Bravo* averaged a 1.3 and delivered an average 583,000 households in two plays. Cartoon earned a 1.3 in prime time, up 6% in ratings and 67% in households.

Ratings for basic cable networks were 21% higher on average in prime time for the month compared to a year ago

50 PEOPLE'S CHOICE Top Cable Shows

Following are the top 50 basic cable programs for the week of July 2nd-July 27, ranked by rating. Cable rating is coverage area rating within each basic cable network's universe; U.S. rating is of 97 million TV households.

Program	Network	Time (ET)	Hhs. (000)	Rating		Cable Share
				Cable	U.S.	
1. World Wrestling	USA	Mon 7:57p	2,915	4.1	3.0	6.8
1. Movie: "Rough Riders Part 2"	TNT	Mon 8:00p	2,882	4.1	3.0	7.1
3. World Champ. Wrestling	TNT	Tue 9:00p	2,870	4.0	3.0	6.8
4. World Champ. Wrestling	TNT	Tue 8:00p	2,455	3.5	2.5	6.6
4. Rugrats	NICK	Sun 10:00a	2,433	3.5	2.5	11.5
6. Movie: "When the Bough Breaks"	LIFE	Sun 8:00p	2,309	3.4	2.4	5.8
7. M. Sendak's Little Bear	NICK	Tue 9:00a	2,289	3.3	3.4	13.2
8. M. Sendak's Little Bear	NICK	Tue 12:00p	2,265	3.2	2.3	10.1
8. Hey Arnold	NICK	Sun 11:00a	2,215	3.2	2.3	10.2
10. Blues Clues	NICK	Tue 12:30p	2,205	3.1	2.3	9.5
10. Rugrats	NICK	Mon 7:30p	2,172	3.1	2.2	5.7
10. Angry Beavers	NICK	Sun 10:30a	2,147	3.1	2.1	9.9
10. Rugrats	NICK	Wed 7:30p	2,143	3.1	2.2	6.0
10. Busy World of R. Scarry	NICK	Fri 10:00a	2,137	3.1	2.2	11.4
10. Real World VI	MTV	Wed 10:00p	2,081	3.1	2.1	5.3
16. Movie: "Godfather Seg. 2"	USA	Wed 8:59p	2,131	3.0	2.2	5.1
16. Blues Clues	NICK	Tue 9:30a	2,121	3.0	2.2	12.0
16. Movie: "Godfather II Seg. 1"	USA	Thu 9:00p	2,121	3.0	2.2	5.2
16. Busy World of R. Scarry	NICK	Mon 10:00a	2,114	3.0	2.2	12.1
16. J. Henson's Muppet Babies	NICK	Mon 10:30a	2,109	3.0	2.2	11.4
16. M. Sendak's Little Bear	NICK	Thu 9:00a	2,109	3.0	2.2	11.8
16. Busy World of R. Scarry	NICK	Thu 10:00a	2,107	3.0	2.2	11.6
16. Movie: "Godfather Saga Seg. 2"	USA	Sun 4:00p	2,096	3.0	2.2	6.6
16. Blues Clues	NICK	Fri 9:30a	2,094	3.0	2.2	11.6
25. Blues Clues	NICK	Mon 9:30p	2,043	2.9	2.1	11.9
25. M. Sendak's Little Bear	NICK	Wed 12:00p	2,031	2.9	2.1	9.3
25. Allegras Window	NICK	Thu 11:00a	2,024	2.9	2.1	10.2
25. Rugrats	NICK	Tue 7:30p	2,013	2.9	2.1	5.5
25. Rugrats	NICK	Fri 7:30p	2,010	2.9	2.1	6.4
30. Gullah Gullah Island	NICK	Thu 11:30p	1,996	2.8	2.1	9.9
30. J. Henson's Muppet Babies	NICK	Wed 10:30a	1,995	2.8	2.1	10.8
30. Movie: "Godfather Seg. 1"	USA	Tue 9:00p	1,991	2.9	2.1	4.7
30. J. Henson's Muppet Babies	NICK	Thu 10:30a	1,990	2.8	2.1	10.8
30. Blues Clues	NICK	Wed 12:30p	1,981	2.8	2.0	8.5
30. Figure It Out Special	NICK	Wed 6:00p	1,973	2.8	2.0	6.1
30. M. Sendak's Little Bear	NICK	Fri 12:00p	1,964	2.8	2.0	9.3
30. Figure It Out Special	NICK	Tue 6:00p	1,957	2.8	2.0	6.0
30. Blues Clues	NICK	Thu 9:30a	1,956	2.8	2.0	10.7
30. Busy World of R. Scarry	NICK	Wed 10:00a	1,952	2.8	2.0	11.1
30. Gullah Gullah Island	NICK	Tue 11:30a	1,950	2.8	2.0	9.2
30. J. Henson's Muppet Babies	NICK	Fri 10:30a	1,942	2.8	2.0	10.2
30. Rugrats	NICK	Thu 8:30a	1,935	2.8	2.0	11.2
30. Blues Clues	NICK	Wed 9:30a	1,930	2.8	2.0	11.1
30. Rugrats	NICK	Sat 8:30a	1,930	2.8	2.0	11.7
45. Movie: "Godfather Seg. 2"	USA	Fri 9:00p	1,928	2.7	2.0	5.2
45. Busy World of R. Scarry	NICK	Tue 10:00a	1,924	2.7	2.0	10.5
45. Figure It Out Special	NICK	Thu 6:00p	1,895	2.7	2.0	5.9
45. Are You Afraid of the Dark?	NICK	Thu 5:00p	1,889	2.7	1.9	6.8
45. Rugrats	NICK	Thu 7:30p	1,882	2.7	1.9	5.2
45. Looney Tunes	NICK	Sun 9:00a	1,878	2.7	1.9	9.7
45. Gullah Gullah Island	NICK	Mon 11:30a	1,875	2.7	1.9	9.1
45. M. Sendak's Little Bear	NICK	Fri 9:00a	1,875	2.7	1.9	10.7

Sources: Nielsen Media Research; Turner Research

Comark wins more money from Harris

Judge doubles jury award to \$15.4 million in circuit patent case

By Glen Dickson

Harris Corp. now owes Comark Communications \$18 million for violating a Comark patent, according to a federal judge.

In April, a jury in Federal District Court in Philadelphia found that Harris had infringed on a Comark patent for its Aural Carrier Corrector circuit, which corrects sound distortion in analog IOT transmitters that use common amplification of video and audio signals. The jury, which found that Harris had infringed on Comark's patent for the circuit in its Sigma and Sigma Plus UHF IOT transmitters, awarded Comark \$7.7 million (B&C, April 28). Harris introduced its transmitters at NAB '93.

Because the jury had found Harris' infringement to be "knowing and intentional," the judge was free to award additional damages up to triple the jury amount. Last week Judge Louis C. Bechtle ruled that Comark is entitled to double the jury award—or \$15.4 million—plus legal fees estimated by Comark to be at least \$2.6 million. In a 40-page opinion, Judge Bechtle found that Harris had "deliberately copied" the Comark patent and/or "steered their outside patent counsel away from pertinent information so that he could write a legal opinion letter concluding there would be no infringement, and thus attempt to provide Harris with legal cover for the sale of the accused device."

The court also has entered a permanent injunction against Harris that pro-

hibits the company from selling the Aural Carrier Corrector circuit covered by Comark's patent. It also prohibits Harris from using or selling the set-up and adjustment method for Harris's aural carrier corrector, which also was found to infringe on Comark's patent.

"We're delighted," says Mark Aitken, Comark director of marketing, who says that Comark didn't expect the judge to double the amount because the company thought the previous award represented "due diligence" on the jury's part. Aitken adds that the judge's conclusion that Harris may have steered its own patent counsel away from pertinent information was probably the biggest reason for the additional damages: "I think that irked the judge."

For its part, Harris plans to file an appeal of the ruling this month in the Court of Appeals for the Federal Circuit in Washington. Harris spokesman Jim Burke says that Harris disagrees with both the jury's and Judge Bechtle's findings. Harris maintains that it didn't infringe on any Comark patents and that it obtained a U.S. patent in 1995 for its own version of the aural correction circuit, which was replaced by an alternative technology in later transmitters.

Burke also refutes the judge's implication that Harris had misled its own patent attorney: "That goes back to our core assertion. Doesn't that assume that we did something to cover up a patent that didn't exist? We felt we had a patent that was defensible and created on its own merits."

Burke says the aural correction technology in question is no longer used in Harris transmitters and was included in fewer than 60 Sigma IOT transmitters sold by Harris. The technology also is not involved in Harris's DTV transmitters.

Considering the length of the appeal process, Burke doesn't expect the case will be resolved until late next year. ■

WBBM-TV picks Postbox

WBBM-TV, the CBS O&O in Chicago, has purchased four Panasonic Postbox nonlinear editing workstations. It will use the workstations for commercial production and some dedicated applications in the station's sports and news departments.

The nonlinear editors will supplement the Panasonic DVCPRO equipment that the station is getting as part of the CBS station group's \$24 million investment in DVCPRO for ENG operations at its 13 stations'.

WBBM-TV will place one Postbox in its sales department to edit commercials; one in promotions to edit topical promos; one in sports to package highlights, and one in news for production of packages.



Panasonic's Postbox nonlinear editing workstation

—GD

Avid makes big sale in Canada

Montreal's TVA to launch disk-based newsroom

By Glen Dickson

Avid Technology has made a significant sale of its server-based Digital News Gathering System (DNG) to the Montreal broadcast news network TVA. TVA will use a complete Avid client/server news production system to support its five hours of news per day as well as the 24-hour news channel Le Canal Nouvelles (LCN), due to launch Sept. 8.

TVA has spent some \$2.5 million for Avid's DNG system and supporting graphics systems and Media Composer nonlinear editors. The DNG system will use a Silicon Graphics server with 48 hours of Fibre Channel storage as its

foundation. The SGI server, sold as the Avid Media Server, will link to 10 NewsCutter nonlinear editing systems and four Air-Play MP play-back systems.

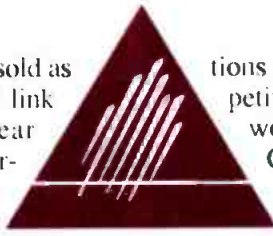
TVA's Media Server simultaneously can support sharing of media by up to 12 workstations. Each workstation will link to the server through Serial Digital Interface (SDI) and a high-speed ATM network (155 Mb/s).

According to Louis Lalande, LCN's general manager, TVA also evaluated server-based news production systems from Tektronix, Sony and Quantel. He says that Avid offered the best price and could also support more worksta-

tions simultaneously than its competitors. TVA staffers looked at working Avid DNG systems at CNNfn in New York and Northwest Cable News in Seattle before making their decision.

"This is already working—it's not one that's coming," says Lalande. "No system is perfect, but this is the best one that's suitable for our needs, supporting two operations."

The Avid system, already installed and running at half capacity, should become fully operational this week, Lalande says. "We're pushing the limit with them," he says. "But the base is working." ■



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Digital hand-effects for the Donuts spot, d," in which imeballs are mless by the tta cold bevchman Fred ape House ne fire and s with a Dis-lame and ne and n effects for



Olympics in Nagano, Japan. The Abekas twin-channel DVEs will be installed in CBS's International Broadcast Center and used by the network's production team to create multiple layered effects for live broadcast, pre- and post-production purposes. The IBC at Nagano will be

digital-multiplex, joining TNT, CNN and an English/French feed of Cartoon. The uplink is at NTL's main teleport near Winchester, UK. Jefferson-Pilot Communications has purchased **Parasonic** DVCPRO digital gear for three stations: CBS affiliate WBTV(tv

ness television, and creating a technology and project development unit that will focus on emerging technologies. Barry Fox will head the entertainment division, Peter Concelmo will run business television and Edward Olson will lead the technology unit.

Tape House Digital provided ammunition for the *Devil in this Dunkin' Donuts* spot. the opening scene, in which the Devil drives his fire-red convertible out of a hazy heat wave. All of the effects were based on live-action elements filmed against black-screen by production company HKM.

Broadcasting & Cable's **Telemedia**

THE CONVERGENCE OF TELEVISION, RADIO AND NEW MEDIA

Online Business

The new tool of the trades

New business models expected to rocket 'Net commerce into the next century

By Richard Tedesco

Internet commerce appears to be hitting new heights and looks to soar into the new millennium, experts say, with industry projections putting consumer and business online revenue at more than \$13 billion this year.

A study released by Forrester Research projects the total value of goods and services traded between companies online this year at \$8 billion, exploding to \$327 billion by 2002. A recently released forecast by investment banker Veronis, Suhler & Associates puts the current consumer online market at

\$5.45 billion, building to \$10.2 billion by 2001.

Latest estimates from Paul Kagan Associates released last week project the consumer online market at \$4.7 billion this year, growing to \$26.4 billion by 2007. However, although the revenue projected by Forrester is in business-to-business transactions, the Kagan and Veronis Suhler studies include online access fees, which account for most of the consumer dollars.

But the company-to-company commerce in the Forrester report demonstrates how the Internet has evolved from a strictly noncommercial medium to one being transformed into a commercial entity. Durable goods makers will make online transactions worth \$3 billion this year. Non-durables will do \$182 million in business.

In a further indication of the momentum of Internet commerce, two major Web traffickers restructured aspects of their business models last week. America Online began retooling rela-

The screenshot shows a Forrester Research website page. At the top, it says 'FORRESTER Helping Businesses Thrive On Technology Change'. There are several articles and sections visible:

- Corporate Overview:** A sidebar with a 'Table Of Contents' listing various services like Strategic Services, Consulting Services, Press Release, Research Tools, Events, and Executive Services.
- Internet Business Trends:** A section titled 'Internet Business Trends To Reach \$327 Billion' with a sub-headline 'Forrester's new research service, Business Trends & Technology Strategies, predicts that the total value of goods and services traded between companies over the Internet will reach \$327 billion by the year 2002.' It includes a call to action: 'Click to register on this desktop'.
- Push Your Business Beyond The Web:** A section titled 'Getting subscribers to the right people is the right way via the Internet unique monetization methods. The 1997 Forrester Survey will explore the new strategies that 2000 has learned to take advantage of this medium so that you can deliver more targeted information - not state data - to your customers, suppliers, and employees.' It includes a small graphic of a person.
- Forrester Will Assist Public Relations:** A section titled 'Forrester has assisted Arnold Public Relations' with a sub-headline 'Forrester has assisted Arnold Public Relations as an agency of record to provide RFPs, media, marketing counsel.' It includes a small graphic of a person.
- Forrester Research, Inc. 1997 Second Quarter Results:** A section titled 'Forrester Research, Inc. (NYSE:FRS) announced that revenue for the second quarter ended June 30, 1997 increased 7.2% to \$9.1 million from \$8.5 million in the second quarter of 1996. Net income for the second quarter of 1997 was \$1.2 million, an increase of 130% over the net income of \$0.4 million in the comparable period of 1996.' It includes a small graphic of a person.
- Forrester, Ranked in "News, Study, and Info" as One of Business Week's Top 100 Best Growth Companies:** A section titled 'Forrester, ranked in "News, Study, and Info" as One of Business Week's Top 100 Best Growth Companies.' It includes a small graphic of a person.
- Will Financing in New Media?:** A section titled 'Will Financing in New Media?' with a sub-headline 'Forrester's New Media Research service helps executives use technology to grow their businesses. Contact us by sending four of our most popular reports.' It includes a small graphic of a person.
- Forrester is Growing:** A section titled 'Forrester has contract agreements to Research, Sales, Consulting, and IT. If you would like to join our team, please visit our www.forrester.com page.' It includes a small graphic of a person.

At the bottom of the page, a banner reads: 'Forrester Research projects explosive growth in Internet commerce'.

Channel that the Dulles, Va.-based Internet service plans to launch in September, according to Wendy Brown, AOL vice president of electronic commerce. It's a clear indication of the increasing value that AOL applies to that space as it expands its commercial mall offerings.

"We really want people who have a storefront on AOL to view it as a business investment," Brown says. "We're obviously committed

to making online commerce work, and we're uniquely positioned," she adds, invoking the "location, location, location," mantra that AOL has taken from the real estate business.

AOL believes that it has can create commercial impact because consumers have confidence in the service. Brown says, noting a recent peak in Omaha Steak sales during a Father's Day promotion on AOL.

There will be many more occasions for AOL to celebrate as the millennium dawns, if current industry projections are any measure.

Just this year, AOL has made \$200 million in deals with retailers that want to prepay for space to gain access to AOL's 8 million users.

The idea of a "base fee" for retailers is prompted by the redesign of the Shopping

Infinity to intro unassisted 3-D monitor

Imagine a 3-D monitor that works without glasses or other accessories. Infinity Multimedia plans to demonstrate such a unit at the Siggraph '97 trade show in Los Angeles next week in the form of a 25-inch monitor. Introduced initially in arcade and film-ride products, the technology also will be marketed for multimedia monitors and TVs.

Infinity is developing a 50-inch monitor for the patented time-multiplexed technology that produces the illusion of varying perspectives of objects on the screen without the need for ancillary equipment.—RT

World Wide Web

A&E, Family Channel revamp sites

New model departs from online promotional support

By Richard Tedesco

Recent Website redesigns by A&E and The Family Channel have departed from the formula of online promotions in favor of being stand-alone destinations.

A&E's most noteworthy difference is its Mystery Database (www.aetv.com/mystery), a comprehensive resource covering just about anything aficionados of that genre could want to access. It goes well beyond information about TV shows, including its own varied offerings in the mystery genre. For example, in addition to background about the BBC's Sherlock Holmes series, there is information about Arthur Conan Doyle, Holmes's colorful creator, as well as about other mystery literature, authors and movies.

"It was an opportunity to let the Websites live on their own, to let the Website be a brand extension," says Todd Tarpley, A&E director of new media. "This gave us an opportunity to

give people something to do on the A&E Website."

Since the Website was redesigned, Tarpley reports, page views of the biography section have increased from 50,000 to 1 million per month.

The Family Channel has been moving toward a stand-alone identity for its principal site for a while, according to Doug Symons, vice president of marketing for International Family Entertainment. A two-year initiative that spawned the new site (www.familychannel.com) resulted in a site with a great deal of content independent of the network.

The overall look is suggested by the opening graphics from Family's You Ain't Seen Summer Yet feature, an online cross-country tour with running commentary on the trip and postcards from its various stops.

A home and family section on the site offers down-to-earth advice on a variety of domestic topics. A game sec-



A&E is offering a mystery database as part of its new presence on the Web.

tion provides PC users with Shockwave entertainment that has nothing to do with The Family Channel but is consistent with its mission.

"The way you build a relationship with a consumer is to get them to spend time with you," says Symons. The Family Channel didn't commit additional resources to the site, but it brought "a better level of focus," as he puts it, which will include on-air plugs between shows.

Users also can access on-air clips from several series, including *The Waltons*, *Hawaii Five-O* and *Carol Burnett and Friends*, using Progressive Network's RealPlayer. TM

Last year consumer online commerce increased 43%, to \$4.2 billion, according to Veronis Suhler. While VS&A estimates the bulk of that was in fees for Internet access and proprietary online services, its research indicates \$200 million in online ad expenditures.

VS&A projects consumer online spending growing from \$5.4 billion this year to \$8.3 billion in 1998, exceeding \$10 billion by 2001. That projection is based partly on doubling of PC penetration, from 35.6% last year to 72.3% four years hence.

The Kagan projections paint a similar picture, projecting that nearly half of all U.S. households—50 million—will be accessing the Internet by 2007, with 44% of those households using high-speed access routes to get there. Kagan foresees electronic commerce, excluding Internet access fees, growing from nearly \$1 billion this year to \$11.7 billion in 2007.

A significant amount of that action will doubtless be transacted through search engine/Internet gates such as Yahoo, which restructured its existing deal last week in favor of one with far-reaching implications.

Visa and Yahoo will abandon their Yahoo! Marketplace joint venture, in which Yahoo held a 55% stake and Visa held the rest. Yahoo will now issue more than 466,000 shares of its stock to Visa in a transaction that will cost it \$21.2 million in a one-time noncash charge.

In addition to co-authoring a shopping guide and creating a co-branded credit card, the two companies will promote each other and continue to co-develop the Secure Electronic Transaction (SET) standard to improve online transaction security. Yahoo currently claims to offer access to more than 100,000 merchant listings online. TM

Telemedia Briefs

Showtime opens Stargate SG-1 online

As *Stargate SG-1*, the series, debuted last week on Showtime, the network premiered a companion Website intended to draw viewers more deeply into the series.

Showtime New Media is producing the site with MGM Worldwide Television, which is producing the show. Viewers can get episodic information as well as an insider's perspective on the series. Behind-the-scenes looks at the way in which some special effects were created will appear along with opportunities to chat with actors, writers and directors of the series.

PC users also will be able to explore virtual-reality panoramas of main sets and significant objects from the series. Showtime figures it's dealing with a cult following from the 1994 feature film that sparked the series, according to Jeff Morris, Showtime vice presi-

dent of new media technology and development. The network wanted to create an interactive site to involve its fans.

CNN.com offers fantasy football

CNN.com kicks off its first season of free fantasy football online on Aug. 31.

PC users can register in the SportSim section of the CNN/SI site, with fantasy basketball to follow later this year and fantasy golf and hockey to be introduced in 1998. Players can compete in public or private leagues with the teams they assemble. They also can compete for weekly prizes in mini-games about sports trivia or predicting players' performances.

The SportSim Full Contact football season, created by Sandbox Entertainment, features 17 games with a prize pool for the players amassing the most points.

Classifieds

See last page of classifieds for rates and other information

RADIO

HELP WANTED MANAGEMENT

Established market leader in Missouri resort market needs G.M. to take us to next level! Must be street seller, focused, creative with good references. Fax resumes to Steve Beeny, KQUL-FM, Lake Ozark, MO 573-348-1923. EOE.

Premier New York Area NSM Opening - Barnstable Broadcasting's. Long Island six-station cluster seeks highly experienced seller/manager to lead national sales effort in Arbitron's 15th largest metro. You'll work with McGavren-Guild representing WHLI, WKJY, WGSM, WMJC, WBZO and WRCN to national agencies and advertisers. Your experience should include at least three years of successful national radio sales in the Northeast. Organization, presentation, communication and relationship skills must be superb. Excellent compensation and benefits package. Send correspondence to Jane Bartsch, Long Island Group Manager, Barnstable Broadcasting, Inc., 1055 Franklin Avenue, Garden City, NY 11530. EOE.

Proven Sales Leaders. Visionary regional group. 1995 NAB Crystal Award winners, seeking exceptional sales managers for its growing western Virginia operations. Excellent compensation and career development plan. If you can build a winning team, we will support you! Forward achievements and references, in confidence, to Gary Hearl, The Cumberland Group, Box 1480, Richlands, VA 24641. EOE.

HELP WANTED SALES

KOY 550 has an opening for General Sales Manager. Applicants should have at least 5 years of sales management experience. Event marketing, special projects, leadership, multi-task orientation and PMA are job requirements. Send or fax resume to: Terry Hardin, VP/GM, KOY 550AM, 840 N. Central Ave., Phoenix, AZ 85004, 602-263-1015. Chancellor Broadcasting is an EOE.

Sales Manager. WRJN AM/WEZY FM has an immediate opening for an aggressive sales manager to direct and lead sales department. Must have strong organizational skills, ability to set goals and achieve them and recruitment and training abilities. Previous management experience necessary. Resume to Tony Gazzana, President/General Manager, WRJN/WEZY, 4201 Victory Avenue, Racine, WI 53405 or call 414-634-3311. EOE.

Greater Media, Inc. seeks a staff maintenance engineer for its Philadelphia four station combo. Qualified candidates will have significant experience with installing and maintaining modern studio and RF electronics, as well as with business PCs and remote broadcasts. Resume in confidence to Larry Paulausky, WPEN Radio, One Bala Plaza, Bala Cynwyd, PA 19004. Fax 610-664-9610. EOE/MF.

HELP WANTED ANNOUNCER

Mature announcer interested in small market. Congenial working conditions, low stress, live full service operation. Send resume and tape to WTTFF, 185 S. Washington St., Tiffin, OH 44883. EOE.

Christian Radio KCBI Dallas/Ft. Worth is seeking sensational personalities to join our on-air team. Successful candidates will have a warm, friendly voice with five years of medium to major market experience, plus great phones and production skills. Send tape and resume to KCBI, Human Resources, PO Box 619000, Dallas, TX 75261-9000. Female and minority applicants are encouraged to apply. EOE.

HELP WANTED ALL POSITIONS

The members of the New Hampshire Association of Broadcasters are committed to the FCC's goals of non-discrimination and affirmative action. If you would like to be considered for employment in the New Hampshire broadcast industry, please send your resume to: Mr. B. Allan Sprague, President, New Hampshire Association of Broadcasters, 10 Chestnut Drive, Bedford, NH 03110. No phone calls. The members of the New Hampshire Association of Broadcasters are Equal Opportunity Employers.

HELP WANTED PRODUCTION

WMTR/WDHA are looking for a creative Production Director. Excellent commercial broadcast production and copywriting skills are necessary. The ideal candidate must be proficient in digital production and automation systems, and must have a voice and delivery that is compatible with Album Rock and Adult Standards formats. Some fill-in air shifts on both stations is required. 2 years commercial broadcasting experience is a plus. Send tape and resume with salary requirement to: Chris Edwards, Operations Director, WMTR/WDHA Radio, 55 Horsehill Road, Cedar Knolls, New Jersey 07927. Equal Opportunity Employer.

SITUATIONS WANTED MANAGEMENT

If you are in need of a small or medium market GM or GSM who can build up your station's cash flow and can motivate and train good salespeople, call Teddy at 212-421-7699 or 212-888-7347. Experienced. Top references. Turn arounds.

TELEVISION

HELP WANTED MANAGEMENT

We're Nielsen Media Research the recognized leader in Television Research and a company of the Cognizant Corporation. Opportunities are currently available in our Los Angeles office.

This person will be responsible for leading a team of highly motivated individuals in marketing NSI services to television stations, agencies and advertisers in markets handled by the L.A. office. Additionally, they will be responsible for insuring that we provide the highest level of customer service possible.

.....
LOS ANGELES
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REGIONAL
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MANAGER
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Ability to work independently and make sound business decisions. Strong written and oral communication skills. Demonstrated sales ability and excellent computer skills. College degree required.

We offer competitive salaries and benefits packages and a stimulating work environment. Send resume including salary history, to: **LARM, Attn: C. Irvin, Nielsen Media Research, 299 Park Ave., New York, NY 10171, or fax to (212) 708-7533.**

Nielsen Media Research is an
Equal Opportunity Employer M/F/D/V.
No Phone Calls.



Nielsen Media Research
Cognizant™

Controller/HR Director. Tribune Broadcasting's WB 39 KHTV Houston is seeking an experienced professional to join our management team. The position is responsible for financial reporting, planning and analysis, credit, and human resources functions. We are looking for at least 5 years experience in progressively responsible financial positions, including at least 2 years of management experience. Requires an accounting degree, CPA or MBA, solid analytical abilities, and strong knowledge of Lotus or Excel. TV experience is a plus. We offer a competitive salary and great benefits. Please send your resume to: KHTV, Attn: Personnel 9712, PO Box 630129, Houston, TX 77263-0129.

Vice President of Distribution Dynamic national television producer is seeking the perfect individual to further build and execute distribution strategies for an expanding portfolio of quality programming. Candidate must have strong sales/marketing skills, be highly motivated, zeal for travel - a born leader. Midwest-based. Fax resume to QMI 765-449-8010.

Fax your classified ad to
Broadcasting & Cable
(212) 206-8327

We're Nielsen Media Research the recognized leader in Television Research and a company of the Cognizant Corporation. Opportunities are currently available in our **New York** office.

This position involves working with Nielsen Senior Management as well as television stations, agencies, rep firms and other local television clients. The focus of this position is to update clients regarding various methodology and product changes with the NSI service.

Communication processes with customers and internal associates is a major

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component of this job.

Representing NSI on various Nielsen and industry committees is a primary duty.

A strong research background at a television station, rep firm or advertising agency is desired. Strong verbal and written skills are a must.

We offer competitive salaries and benefits packages and a stimulating work environment. Send resume including salary history, to: **MCR, Attn: C. Irvin, Nielsen Media Research, 299 Park Ave., New York, NY 10171, or fax to (212) 708-7533.**

General Sales Manager. WIBW-TV (CBS) Topeka's news, sports and entertainment leader needs a current or rising sales star to lead it's talented team into the future. We have University of Kansas and Kansas State sports, unique revenue generating opportunities and the tools to make the right person a winner. If you'd like to join our team, please send resume to Kirk Black, VP/GM, WIBW-TV, PO Box 119, Topeka, KS 66601. Application deadline is 8/15/97. EOE. Women and minorities are encouraged to apply.

Local Sales Manager. Fast-paced, exciting and challenging position on the Southeast coast with #1 ranked FOX affiliate. We're a small market with big opportunities and a great lifestyle. Position requires 5+ years of successful television sales. Sales training and research knowledge imperative. FOX experience a plus. Fax resume to: 910-251-0978 or send to: PO Box 2626, Wilmington, NC 28402. No phone calls please. EOE/M/F/H/V.

National Sales Manager. WNOL-TV in New Orleans the #1 WB affiliate in the country is in search of NSM. Terrific opportunity with Qwest Broadcasting, a dynamic, growing group. Minimum 3 years NSM or rep firm experience, excellent people skills, ability to develop and deliver new revenue streams. Independent experience preferred. We expect excellence. If you are up to the challenge send your resume and references to: A. Oliva, WNOL-TV, 1661 Canal Street, New Orleans, LA 70112. No phone calls. Deadline: August 25, 1997. EOE.

Regional Sales Agent: Immediate opening, broadcasting's oldest promotion company. TV/Radio sales management experience necessary. Travel is required. Draw against generous commission. Six figure potential. Independent contractor, no relocation required. Resume and recent picture to: Office Manager, CCA, P.O. Box 151, Westport, CT 06881.

Account Executive. FOX O&O KTBC in beautiful Austin, Texas is seeking an outstanding Account Executive. If you love to win, have a positive attitude, and you are team oriented keep reading this ad. FOX7 is looking for someone that has a minimum of 3 years television sales experience, has called on major agencies, can effectively position ratings, and can sell qualitative data. This ideal candidate must have excellent communication/presentation skills; computer skills are also a big plus. If your goal is to be the best and you want to be part of a winning team, please send a cover letter and resume. No phone calls please. EEO employer, minorities encouraged to apply. KTBC-TV, Human Resources, 119 E. 10th Street, Austin, TX 78701.

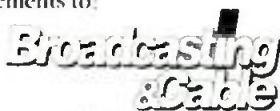
General Sales Manager, KWBP-TV, Portland, Oregon. WB affiliate in growing Pacific Northwest market. Ground floor opportunity in expanding company. Proven successful sales management experience necessary. Strong new sales development skills a must. Send resume to: Steve Dant, VP/General Manager, KWBP-TV, 10255 SW Arctic Drive, Beaverton, OR 97005.

Director of Syndication Sales. Charlotte, NC based industry leader in sports syndication is seeking a qualified candidate for the position of Director of Sales for the Station Sales division. Some travel is required in this position. Television sales experience is required. Please fax resume to (704) 378-4461. Attn: Linda Parker.

HELP WANTED SALES

SALES

We are seeking a dynamite salesperson based in Los Angeles or NY to sell display advertising in Television Asia for the Broadcasting & Cable family of publications. Candidate should have at least 3 years of sales experience in print or electronic media. Experience in International TV programming would also qualify. We are a major media company that offers full benefits. Send resume and salary requirements to:



Lisa M. Murphy
 BROADCASTING & CABLE
 245 West 17th Street
 New York, NY 10011
 EOE

Account Executive. KENS-TV, CBS affiliate in San Antonio seeks A.E. with a minimum 2 years TV sales experience who is self motivated, detail oriented, skilled presenter and closer with a strength in new business development. Access to selling tools such as Scarborough and DataTracker. BIAS experience a plus. Send resume to the attention of Personnel Director at P.O. Box TV5, San Antonio, Texas 78299. We are an Equal Opportunity Employer.

Entry level sales position. Charlotte, NC based industry leader in sports syndication is seeking a qualified candidate for the position of account executive in the station sales division. Some travel is required in this position. Knowledge of television sales is a plus. Please fax resume to (704)378-4461. Attn: Linda Parker.

Act Now. Television Sales. Experience in TV, Cable, Radio or Print important. \$65,000 plus benefits to start. Fax resume to (708)633-0382.

Central Region Texas Independent Television station seeking a Local Sales Manager. Qualified candidate has management experience, 3-5 years independent sales. Must have ability to motivate, develop and lead sales staff, forecast revenue, manage inventory and utilize research tools. Reply to Box 01199 EOE.

Sales Manager. Small Midwestern station needs a dynamic salesperson to build and lead our staff. Recent FOX affiliation (from independent) gives us great growth potential. We need someone who can build a strong advertiser base and then hire, train and motivate an aggressive staff. Must have strong track record in local sales development, in addition to skills with regional and national accounts. Think of this as a startup operation. Rush resume, salary history and sales philosophy. Reply to Box 01193 EOE.

Sales Trainee. America's #1 Indy/WB affiliate (and St. Louis' #3 ranked station) is looking for the "Rookie of the Year." A self-starting professional determined to grow and meet the challenge of mastering the art. Good writing and listening skills are essential. Presentation of qualitative and quantitative data and computer skills give you the edge. Reply to: KPLR-TV, Dept. 114K, 4935 Lindell Boulevard, St. Louis, MO 63108. EEO Employer.

Television Salesperson. FOX 49 seeks an experienced salesperson to join our dynamic staff. Must have a minimum of 2 years broadcast sales experience. Obtain the required employment application by calling 503-239-4949. Submit application and resume in person or by mail, no later than August 15, 1997 to KPDX-TV, 910 NE Martin Luther King Jr. Blvd., Portland, OR 97232. EOE.

HELP WANTED TECHNICAL



PUBLIC TELEVISION • CHANNEL 50

BROADCAST OPERATOR

KOCE-TV, a public TV station licensed to the Coast CCD and located in Huntington Beach, CA is seeking two experienced broadcast engineers or broadcast videotape operators to operate variety of television broadcast/production equipment. Hours of work TBA between 8p-7a (may include weekdays and weekends). Formal training in broadcasting or related technical field and 1 year in TV broadcasting required. Salary range \$2,545-3,100/mo. - 10% shift diff. for hours between 9p-7a.

To apply, call or visit District Personnel Office for required application form, which must be filed by deadline 5 pm, 8/14, Job #K-1. (Please do not send resumes).

Coast Community Colleges
1370 Adams Ave., Costa Mesa, CA
(714)438-4715
Equal Opportunity Employer

Maintenance Engineer

NBC seeks an individual with 5+ years of extensive TV station or network maintenance experience to troubleshoot/repair broadcast systems equipment (on-air studio/master-control environments). This will include graphics hardware (still stores, paint systems), state-of-the-art switchers and effects generators, routing systems, automation, servers and microwave receive-transmit equipment.

Must be current with DTV and HDTV systems theory/technology, and able to work independently and with operations personnel in a fast-paced environment.

Qualified candidates should submit resume to: **NBC Employment, Dept. ME, 3000 W. Alameda Ave., Burbank, CA 91523.** Equal Opportunity Employer.



ME, 3000 W. Alameda Ave., Burbank, CA 91523. Equal Opportunity Employer.

WE PLACE ENGINEERS USA & WORLDWIDE



KEYSTONE INT'L., INC.
16 Laffin Road, Suite 900
Pittston, PA 18640, USA
Phone (717) 655-7143
Resume/Fax (717) 654-5765

ENG Personnel. ENG field operations with camera (and microwave) experience. Videotape Editors, and ENG Maintenance. Employment for West Coast. Would commence spring/summer 1997. Out-of-town applicants accepted for these positions will be reimbursed for airfare, hotel, and per diem expenses. Send resumes to: MMS, Suite 345, 847A Second Avenue, New York, NY 10017 or Fax: 212-338-0360. This employment would occur in the event of a work stoppage and would be of a temporary nature to replace striking personnel. This is not an ad for permanent employment. An Equal Opportunity Employer.

Editors & Videographers. *BreakThrough*, the new national public television series on medical advances has openings for editors (non-linear) and videographers. Long form stories, strong production values. Reel & resume to: Breakthrough, 415 Highway 54, Durham, NC 27713.

Join Our Team! Creative & experienced shooters, editors, copywriters, sound people needed in growing company. Team players and stress handlers skilled in BetaCam, linear & non-linear systems, lighting and digital audio editing please apply. Salary and benefits package. Send eye popping demo reel and resume to: The Firm Multimedia, Attn: Production Director, PO Box 770787, Ocala, FL 34474. EOE.

Maintenance Engineer. The Weather Channel, Atlanta, GA is looking for two motivated and reliable individuals to join our team. This is an excellent opportunity for someone who wants to expand their knowledge. The selected candidate for maintenance Engineer must have two years experience. Senior Maintenance Engineer must have 5 years experience repairing and maintaining Broadcast related equipment. You will be part of the Engineering team dedicated to maintaining a brand new, State-of-the-art digital facility. Computer proficiency preferred. Please fax resumes to The Weather Channel, Director of Engineering 770-226-2943 or send them: 300 Interstate North Parkway, Atlanta, GA 30339. EOE/M/F.

Local cable news operation is looking for an Editing/SNG Supervisor to edit videotape material for news casts; assist with shooting, truck operation and coordination of news gathering and production; train and schedule department staff; maintain and coordinate videotape library and equipment use; and handle satellite feeds/transmissions. The ideal candidate will have supervisory skills with an excellent working knowledge of editing, photography, video/audio signals and satellite transmissions. You must be able to work under pressure and have a flexible schedule. Please send your resume to: PO Box 999-MK, Woodbury, NY 11797. EOE.

Technical Associate. The American Stock Exchange's Broadcast Services Department is seeking a self starter with 3 years of news studio experience for a full time, non-staff Technical Associate position, which includes working closely with producers from major networks in a fast paced environment. Responsible for duties including multi-camera technical directing, satellite feed coordination, non-linear and straight-cut editing, ENG camera work, trouble shooting. Engineering experience desirable. Send resume to Jennifer Osborne, American Stock Exchange, 86 Trinity Place, New York, NY 10006. EOE.

Video Editor. 24 hour cable news station looking for a video editor ready to make the jump from small-medium market news to the Big City. If you are quick, creative, and eager to learn, please send a non-returnable tape and resume to Director, HR, NEWSCHANNEL 8, 7600 D Boston Boulevard, Springfield, VA 22153. No telephone calls. EOE.

Maintenance Engineer: KSPR-TV, an ABC network affiliate, seeks a maintenance engineer with a minimum of three years experience with Beta/Beta SP and Studio systems. Knowledge of UHF transmitters, Microwave and Computer systems also a plus. Located in the Missouri Ozarks where recreation and entertainment opportunities abound. Please submit cover letter, resume and salary requirements to: Monte Chaney, Chief Engineer, KSPR-TV, 1359 St. Louis Street, Springfield, MO 65802. EOE.

KFXK FOX 51 located in East Texas is seeking a transmitter engineer. Duties include maintenance and up keep of UHF Klystron transmitter. Candidate should have past experience in this field plus education in the broadcast electronics. FCC Lifetime General Radio Telephone or SBE Senior Certification preferred. Send or fax resume to Ted Small, Director of Engineering, Warwick Communications, Inc., 701 N. Access Road, Longview, TX 75602. Fax 903-753-6637. EOE/MF.

WB53 TV, Chillicothe/Columbus, Ohio, seeking a qualified candidate for Part time and On call Chief Engineer for a remarkable television station which is operated under a Local Marketing Agreement with NBC4 WCMH Columbus. Candidate will possess strong knowledge of Comark UHF transmitter applications. FCC license and SBE certified a plus. Responsibilities will include all routine maintenance of WWHO and operations concerning the transmitter and antenna systems. Contact: Rob Martin, Manager, WWHO-TV, 10 S. Paint Street, Chillicothe, OH 45601. Fax: 614-775-3578. Fant Broadcasting of Ohio is an Equal Opportunity Employer and recruiter.

2 EASY WAYS to place your Classified Ad in Broadcasting & Cable

WRITE

Mail your ad to:
Antoinette Fasulo
or Sandra Frey
Broadcasting & Cable
245 West 17th St.
New York, NY 10011

CALL

(212) 337-7073
or (212) 337-6941

HELP WANTED NEWS

NEWS EXPANSION

WFSB, the #1 affiliate in the Hartford/New Haven market, is expanding its weekend news coverage to include a Saturday and Sunday 8-9am newscast. We are looking for qualified candidates as follows:

- OPERATING TECHNICIANS (P/T)**
- MAINTENANCE TECHNICIANS (P/T and F/T)**
- PRODUCER (F/T)**
- ASSIGNMENT DESK EDITOR (P/T)**
- REPORTERS (P/T)**
- PHOTOGRAPHERS/EDITORS (P/T and F/T)**

Come be a part of a dynamic team and help us develop another #1 newscast to add to our programming lineup! Send resumes to:

Hope Etheridge
3 Constitution Plaza
Hartford, CT 06103-1821

An Equal Opportunity Employer

News Reporter. Dominant NBC affiliate in 93rd market seeks reporter with live experience. College degree preferred. Resume/tape to Judy Baker, WCYB-TV, 101 Lee Street, Bristol, VA 24201. EOE/M/F/H/V.

Weekend Weather Anchor. We are still looking for the next member of our #1 weather team. Successful candidate will have excellent on-air skills with several years experience as a weather anchor for a commercial television station. Background in television news reporting preferred. Please send resume, cover letter and non-returnable VT (no calls/faxes) to Carla Carpenter, News Director, WPVI-TV, Suite 400, 4100 City Avenue, Philadelphia, PA 19131. EOE.

**YOUR AD
 COULD BE
 HERE!**

To place an ad in Broadcasting & Cable
 Classified section, call Antoinette Fasulo

TEL: 212-337-7073

FAX: 212-206-8327

AFASULO@BC.CAHNERS.COM

Meteorologist/Reporter: WJXT-TV, the CBS affiliate in Jacksonville is looking for a meteorologist who can also co-anchor a new weekend morning newscast and report during the week. Candidates must be very familiar and at ease with the latest technology and preferably have an AMS seal. We're looking for someone who is ready to take the step to a larger market and take on an exciting new challenge. This is a unique opportunity at a station that has a history of excellence. If you're the right person, send your tape and resume to: Mike Stutz, News Director, WJXT-TV, 4 Broadcast Place, Jacksonville, FL 32247. EOE.

Reporter. WNDU-TV is looking for a smart aggressive, creative general assignment reporter. We're looking for someone who can enterprise and break stories. Two years experience as a reporter is needed, and experience with microwave and satellite lives is a plus. Send resume and non-returnable tape to: The WNDU Stations, Position #00182, Attention: Human Resources, PO Box 1616, South Bend, IN 46634. EOE.

News Photographer. Hot station looking for a hot shot photographer. If you like to tell stories with pictures and want to work with the best in the business, send a resume and non-returnable tape to: Personnel Coordinator, KCRG, 2nd Avenue at 5th Street, SE, Cedar Rapids, Iowa 52401. No phone calls. EOE.

Wanted: Morning Show Co-Host/One-Man Band Reporter. An immediate opening is available for a person who can co-host the morning show; plus do reporting, shooting, writing and editing. College degree preferred and knowledge of weather helpful. Rush non-returnable tape and resume to: Attn: News Director, KLAX-TV, 1811 England Drive, Alexandria, LA 71303. EOE.

Sports Producer/Photographer. Produce two sportscasts a day; organize sports projects; ability to shoot sports when needed. Photography skills essential. Must be very organized and have a passion for covering sports. Must have at least one year prior experience producing sportscasts at an affiliated broadcast television station. Must have strong command of the English language. Bachelor's degree in news-related field preferred. Submit resume and tape. No phone calls please. EEO employer. KTBC-TV, Human Resources, 119 E. 10th Street, Austin, Texas 78701.

Tired of "partly cloudy, chance of showers?" Come to the Midwest where we win weather. And we mean weather! Looking for the right person to fill out our staff. Send resume and non-returnable VHS tape to: News Director, KTTC-TV, 601 First Avenue SW, Rochester, MN 55902.

Weather Anchor. NBC 6, the A.H. Belo affiliate in Charlotte, NC, is searching for a weather anchor to join our growing news operation. Outstanding presentation and forecasting skills are required; AMS seal strongly preferred. Candidates must be able to effectively and creatively communicate the weather to the viewer in a method that is interesting and understandable. Send your tape, resume and salary history to: (no phone calls, please) NBC 6, Human Resources Department, re: 97-24, 1001 Wood Ridge Center Drive, Charlotte, NC 28217. EOE/M/F/H/V.

Reporter. WFMJ, NBC in Youngstown, Ohio is seeking a weekend/weeknight general assignment reporter. You must have one to two years of commercial television news reporting experience. We want someone who has the creativity to come up with story ideas and the capability to effectively package them. Non-returnable tape and resume to News Director, WFMJ, 101 West Boardman Street, Youngstown, OH 44503. No phone calls. EOE.

Producer. Looking for a great writer, solid editor and one who has a great sense for what the viewer wants. A competitive person with an ability to get things done and done well. Respond with resume, tape, and news philosophy to Personnel Administrator-80, WTOL-TV, PO Box 1111, Toledo, Ohio 43699-1111. No phone calls. WTOL is an Equal Opportunity Employer.

Producer. KSDK, St. Louis NBC affiliate powerhouse, looking for independent, aggressive Newscast Producer for weekend newscasts. Must be creative, organized. Superb working and teasing skills a must. No stackers. Three years minimum experience. Excellent opportunity for long term career satisfaction. Send resume to: Shirley Schumacher, 1000 Market Street, St. Louis, MO 63101. No calls please. EOE.

Sports: Reporter/Anchor and Photographer/Producer. Top rated station in Nashville needs 2 experienced, aggressive, and creative people. Can you outthrust the competition while handling the intense demands and crazy schedules? Send a resume and tape to Asst. News Director, WTVF-TV, 474 James Robertson Pkwy., Nashville, TN 37219.

Producer. Are you an eclectic producer looking to do more than just news? Here's your chance to win with a news oriented morning magazine show. We need a producer who isn't afraid to think outside the box and can make magic happen. If you're creative, energetic, organized and not afraid to get your hands dirty while making us #1, we want to see your tape and resume ASAP. Send tape and resume to the attention of Personnel Director at PO Box TV5, San Antonio, Texas 78299 and reference AD #97-190-11. We are an Equal Opportunity Employer.

News Director. KLKN-TV, Lincoln's own ABC, is seeking a News Director. Applicants with a BA in journalism from an accredited university and five years related experience preferred. This candidate will be responsible for the complete operation of the news department including two daily newscasts. Successful candidate will be a dynamic leader with strong people skills. Management expertise in the budgeting process and controlling departmental expenditures is a plus. Please send salary requirements and resume to KLKN-TV, Attn: BM, 3240 South 10th Street, Lincoln, NE 68502. Equal Opportunity Employer.

**Fax your classified ad to
 Broadcasting & Cable
 (212) 206-8327**

Consumer/Investigative Team - Reporter and Producer. NBC 6, the A.H. Belo affiliate in Charlotte, NC, is searching for a consumer and investigative reporting specialist to join our growing news operation. Specifically, we are searching for a reporter and a producer to work as a team generating original news stories. Send your tape, resume and salary history to: (no phone calls, please) NBC 6, Human Resources Department, re: 97-25/26, 1001 Wood Ridge Center Drive, Charlotte, NC 28217. EOE/M/F/V/H.

Meteorologist. Wanted: Top notch forecaster for our 5:30-7:00 am news show. We have all the bells and whistles...doppler radar, storm tracker and street level mapping. Our high tech environment is unparalleled. We take weather seriously in Omaha so excellent credentials is a must. AMS Seal or ability to get one within six months. Send resume and non-returnable tape to Rose Ann Shannon, News Director, KETV, 2665 Douglas Street, Omaha, Nebraska 68131. EOE.

Meteorologist: WYFF-TV is searching for a full time meteorologist to join our expanding News 4 Weather team on a weekend shift. Prefer AMS Seal/Meteorology degree and one year of experience. We have our own Doppler, StormTracker and WSI 9000. If you can produce aggressive, exciting, viewer-oriented weathercasts, send tapes/resumes to: Human Resources Manager, WYFF-TV, 505 Rutherford Street, Greenville, SC 29609. WYFF-TV, a division of Pulitzer Broadcasting, is an Equal Opportunity Employer.

Main News Anchor is needed by KMID-TV, an ABC affiliate in Southwest Texas. We are an aggressive news outlet and we are looking for someone who is a good reporter, writer, editor and who loves community involvement and is a team player. You will co-anchor our 6 and 10 pm daily newscasts. Send a resume; resume tape and salary requirements to Tony Venti, News Director, KMID-TV, Box 60230, Midland, Texas 79711. Women and minorities are urged to apply for this position. EOE.

ENG Editor: Experience in television news operation required. Ability to operate SONY 800 system a must - SONY 600 system a plus. Must be able to work unsupervised under deadline pressure. Please send resume to: Peter Menkes, WABC-TV, 7 Lincoln Square, New York, NY 10023. No phone calls or faxes please. We are an Equal Opportunity Employer.

KAAL-TV, an ABC affiliate in Austin, MN (#148) is looking for a meteorologist for all seasons. We have it all: Sub zero cold, lot's of snow, spring's that seem too short, summer heat and humidity as well as severe weather. One to two years experience on camera preferred. AMS seal and environmental reporting a plus. We use the Kavouras Triton i 7 system. Send your non-returnable tape and resume by August 22 to: KAAL-TV, Attn: Dean Adams, ND, 1701 10th Place, NE, Austin, MN 55912. KAAL-TV is an Equal Opportunity Employer.

General Assignment Reporter. Must have excellent writing skills, able to tell a story in comfortable manner. Extensive live experience and 2 years reporting experience required. Send resume and tape to Kay Ashley, KFOR-TV, PO Box 14068, Oklahoma City, OK 73113. EOE.

Increase your exposure with Mediacasting's audio/video classifieds. Your tape will be heard/seen by thousands of broadcast professionals via the Internet. Affordably priced! Call 414-926-9620 or www.mediacasting.com.

General Assignment Reporter is needed by KMID-TV, and ABC affiliate. All candidates must have at least 6 months of commercial television news experience as a reporter. Good writing, editing skills and the ability to operate as a one-man band are also necessary for this position. Forward a resume; resume tape to Tony Venti, News Director, KMID-TV, Box 60230, Midland, Texas 79711. Women and minorities are urged to apply. EOE.

General Assignment Reporter. Successful candidate should have experience reporting for commercial TV news. Proven ability to produce informative, compelling stories, both live and tape required. Anchoring experience could be helpful. Send non-returnable tape and resume (no calls/faxes) to Carla Carpenter, News Director, WPVI-TV, Suite 400, 4100 City Avenue, Philadelphia, PA 19131. EOE.

Executive Producer. Toledo's news leader is looking for a competitive person who knows how to produce viewer friendly newscasts and who can help others create compelling shows. We need a leader who can interface well with all in the newsroom. Someone with high production standards, who works well under pressure, has sound news judgement, who understands the viewer and who has fun! Respond with resume, tape, and news philosophy to Personnel Administrator-81, WTOL-TV, PO Box 1111, Toledo, Ohio 43699-1111. No phone calls. WTOL is an Equal Opportunity Employer.

Executive News Producer to supervise and coordinate production of fast-paced, highly visual daily newscasts. Requires strong leadership qualities and people skills, combined w/excellent writing, editing and video production ability. Successful candidate should have minimum 5 years producing experience and 2 years news management experience. Send non-returnable tape, resume and brief critique of your newscast (no calls/faxes) to Carla Carpenter, News Director, WPVI-TV, Suite 400, 4100 City Avenue, Philadelphia, PA 19131. EOE.

Looking for a Weekend Co-Author/Reporter. Send a tape and resume to Emily Neilson, News Director, KLAS-TV Channel 8, 3228 Channel 8 Drive, Las Vegas, NV 89109. EOE.

HELP WANTED PROMOTION

Promotion Producer: Top 40 affiliate needs experienced Promotion Producer. Duties include news series, image and POP promotion. We need a team player who can crank with creativity and drive viewers with a vengeance. AVID experience a plus. Send your killer reel, cover letter and resume to Judy Triska, Promotion Manager, WAVY-TV, 300 Wavy Street, Portsmouth, VA 23704. No phone calls please! WAVY Broadcasting Inc. is an Equal Opportunity Employer.

Promotions Manager. Need creative individual with strong organizational skills to develop and coordinate station promotions. Must be highly motivated, energetic and have successful experience at writing, producing, directing and editing eye-catching program and news promotions. Computer graphics skills a plus. Tape and resumes to Kathleen McLain, GM, Delmarva 47 News, PO Box 4009, Salisbury, MD 21803-4009. EOE.

Promotion Writer/Producer. Ready to make the move to a top 30 market? Do your spots drive viewers to the set? Then I want to hear from you! WVIT is looking for a top notch promotion producer. If you've got at least two years experience in news topicals, series and images, rush your reel, resume and salary requirements to Chris Gallagher, Creative Services Director, 1422 New Britain Avenue, West Hartford, CT 06110. EOE.

HELP WANTED MISCELLANEOUS

NEWS CHANNEL 6

Sales Account Executive/Experienced: For an aggressive outgoing experienced radio or TV rep, media buyer, or especially a junior TV rep ready to move up, eventually into management. Agency negotiation as well as direct selling. Presentation skills essential. Are you someone special? If you can sell, we need your help. Write: Michael Gee, General Sales Manager. Due NLT 8/22.

Sales Development/Co-Op Director: Loved our person, but they're gone. Need to keep it going with dynamic, aggressive Retail Advertising Pro. Solid written and verbal skills. Self starter, team player. Good in research application. Computer skills a must. Present to us like you'd present for us and this great job could be yours. Write Michael Gee, General Sales Manager. Due NLT 8/15.

Executive Producer/News: Aggressive, creative and organized craftsman. Outstanding opportunity for a large market producer or small market E.P. to move up. We've got all the tools and a new owner. We need to take this year's Emmy award winner to the next level. Be part of our team and grow within a large company. Include reel with your resume. Write: Rob Cizek, News Director. Due NLT 8/22.

News Producer: We're expanding shows and expanding content and we need several producers. Perfect growth opportunity for persons with 1-3 years experience in smaller station in a lesser role and ready to grow. Write: Rob Cizek, News Director. Due NLT 8/22 and Continuing.

Also need Videographers, Video/Live Truck Operators. Write Bob Cizek, News Director. Due NLT 8/22.

All applicants must write a letter indicating the specific nature of their interest and send it along with a resume and other appropriate materials to contact above at: WTVR-TV NewsChannel6, 3301 W. Broad Street, Richmond, VA 23230. M/F. Pre-employment drug screening required.

WTVR-TV IS AN EQUAL OPPORTUNITY EMPLOYER

WANT TO RESPOND TO A BROADCASTING & CABLE BLIND BOX ?

Send resume/tape to:

Broadcasting & Cable

Box _____,

245 West 17th St.,

New York, New York 10011

HELP WANTED PUBLIC RELATIONS

PUBLIC RELATIONS MANAGER

Chicago, Illinois Opportunity

One of the nation's most successful daily television shows seeks a seasoned professional to lead our PR function.

In this visible position, you will handle press inquiries in top markets, interview/appearance requests, and quotes/confirmations. In addition, the selected professional will also write press releases, develop media strategies for special projects, as well as serve as our main international contact. To excel in this fast-paced role, you must possess 5-10 years of successful experience in the television industry.

Forward resume to Helene Fronteras, c/o The Shorr Group, 500 N. Michigan Ave., #820, Chicago, IL 60611. FAX: 312-644-7122. e-mail: shorrgrp@aol.com EOE

HELP WANTED PRODUCTION



**Don't Miss
Your Chance To
Join The Team!**

Director of Media Production

The Miami Heat, one of the country's hottest NBA Teams, is seeking a Director of Media Production to supervise and develop the production of all Miami Heat audio and video media content. Responsibilities include the production of game presentation video, marketing packages, and the development of player and coaches programming. Additionally, you will coordinate the production of Heat game broadcasts, pre- and post-game shows, halftime shows, and all special programming with our radio and television broadcast partners.

Qualified candidates must possess the ability to produce and edit video using high-end production techniques, and work well under pressure. Extensive knowledge of post production equipment using Grass Valley, Ampex and Sony editors and switchers; Abekas DVE's; Quantel Picturebox, and Chyron character generators is required. A college degree and work experience in the professional sports and/or entertainment industry is preferred.

If you're the type of person who can take the ball and run, we invite you to show your talents on our winning team! To be considered, forward your resume and salary history to: **Lynn Margulies, Director of Human Resources, One SE 3rd Ave, Suite 2300, Miami, FL 33131, fax 305/372-0802.** Equal Opportunity Employer. Drug-free workplace.



ENG VIDEOTAPE EDITOR

ABC7 Eyewitness News is seeking an experienced News ENG Videotape Editor. Must be creative, able to work effectively with others, and handle newsroom deadline pressure. Knowledge of off-line/digital editing and ability to shoot videotape a plus! Ideal candidate must be willing to work all shifts and overtime.

If you have the skills and ambition to meet these demands, we would like to hear from you. Please send your resume and non-returnable videotape to: Cheryl Fair, News Director, Dept. BC, ABC7 Los Angeles, 4151 Prospect Avenue, Los Angeles, CA 90027. EOE. No phone calls, please.



Full Time Production Technician. WWNY-TV 7, a CBS affiliate in Watertown, NY, has an immediate opening for a Full Time Production Technician. The position requires operational experience with audio mixing consoles, character generators, master control procedures and studio camera. A familiarity with FCC rules and regulations is also desirable. Applicants should possess a minimum of an Associates Degree in Broadcasting/Communications or an equivalent level of practical experience. Interested candidates should submit a resume to: Kimberly Randolph, Director of Broadcast Operations, WWNY-TV 7, 120 Arcade Street, Watertown, NY 13601. Application Deadline: Monday, August 11, 1997. WWNY is an Equal Opportunity Employer.

Broadcast Personnel. Technical Directors (GVG 300 Switcher with Kaleidoscope), Audio (mixing for live studio and news broadcasts), Studio Camerapersons (studio productions and news broadcasts), Chyron Operators (Infinit), Still Store Operators, Tape Operators (Beta), Maintenance (plant systems experience - distribution and patching), Lighting Director Engineer. Employment would commence spring/summer 1997. Out of town applicants accepted for these positions will be reimbursed for airfare, hotel, and per diem expenses. Send resumes to: MMS, Suite 345, 847A Second Avenue, New York, NY 10017 or fax 212-338-0360. This employment would occur in the event of a work stoppage and would be of a temporary nature to replace striking personnel. This is not an ad for permanent employment. An Equal Opportunity Employer.

Broadcast Personnel Needed. ENG Field Operations with Camera and Microwave experience. Videotape Editors, Studio Operators, and Maintenance. For the Midwest. Would commence Spring/Summer 1997. Out-of-town applicants accepted for these positions will be reimbursed for airfare, hotel, and per diem expenses. Send resumes to: MMS, Suite 345, 847A Second Avenue, New York, NY 10017 or fax: 212-338-0360. This employment would occur in the event of a work stoppage and would be of a temporary nature to replace striking personnel. This is not an ad for permanent employment. An Equal Opportunity Employer.

KCSM-TV, broadcasting from San Francisco Peninsula, has three openings: Production Manager, Broadcast Engineer I (40% permanent) and Producer/Director Trainee. Channel 60 has new equipment from cameras to transmitter. Trainee position is for one year for recent college graduates. Call 415-574-6555 to receive application package, including complete job descriptions. EOE.

All sports, all the time. KR Video is looking for a full-time sports photographer/producer to generate highlights, heads & nat sound sports feature packages for cutting-edge internet service and all-sports cable channel. You must be self-starting, motivated and have at least 3 years experience producing natural sound packages. Love of pro and college sports essential. Send tape, resume & salary requirements to: Dave Sauls, KR Video, 400 N. Broad Street, Philadelphia, PA 19101.

ENG Personnel For A Major Broadcast Facility in NYC. ENG field operations with camera (and microwave) experience, video tape editors, and ENG maintenance, employment would commence spring/summer 1997. Out-of-town applicants accepted for these positions will be reimbursed for airfare, hotel and per diem expenses. Send resumes to: Media Management Services, Suite 345, 847A Second Avenue, New York, NY 10017 or fax to 212-338-0360. This employment would occur in the event of a work stoppage, and would be of a temporary nature to replace striking personnel. This is not an ad for permanent employment. An Equal Opportunity Employer.

Local Program Executive Producer. Who says Local Programming Department's are dead? Not only is ours alive and well...we're seeking a leader to help it grow! If you know how to write, produce, tell stories with words and pictures, and manage people, you may be the person we seek to fill the position of *Executive Producer*. We are a powerful NBC affiliate in a major market where housing costs are low and lifestyle is great! Come help WPXI-TV in Pittsburgh make wonderful productions out of the Steelers, Prime Time Specials, Parades, Marathon, Telethons, Medical Programs and PSA Campaigns. You must be experienced and have a wonderful flair for this business. If you are not a hands on writing producer, this job is not for you. Send tapes of long and short format programs and spots and resumes to: Mark W. Barash, WPXI-TV, 11 TV Hill, Pittsburgh, PA 15214. EOE.

Newscast Director/Evening Supervisor needed for large facility near Chicago. Direct top rated prime-time newscasts in a diverse production operation with national exposure. Position requires a minimum of 3 years of directing news and other programming. Working knowledge of GVG 300, Chyron iNFiNiTi!, Kaleidoscope and Basys helpful. Send resume and *non-returnable* reel to: The WNDU Stations, Position #00177. Attention: Human Resources, PO Box 1616, South Bend, IN 46634. EOE.

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Personnel Director
FOX KRIV-TV
P.O. Box 22810
Houston, TX 77227
No Phone Calls Please



Broadcast Graphic Designer (Job #178-200): WBNS-TV is looking for a risk taking graphic wizard. You'll be making news, sports and weather graphics for the #1 station in Columbus. We'll give you the resources to make magic. College degree or equivalent training. One year of professional broadcast design or equivalent experience. Outstanding type and composition skills. Proficiency in Macintosh or Windows desktop publishing environment. Equivalent combinations of education and experience will be considered. Qualified candidates should send resumes to: WBNS, Human Resources Job #178-200, 770 Twin Rivers Drive, Columbus, Ohio 43215. Qualified minorities and women are encouraged to apply. EEO. We are a smoke and drug free workplace.

Creative Services Executive Producer. WLWT-TV in Cincinnati is seeking a results oriented, hands on Executive Producer in the Creative Services Department. Responsibilities include: working with other writer/producers on scripts and production; assisting Creative Services Director in developing and executing strategic marketing plans; other duties as determined by Creative Services Director. Strong writing and production skills are essential. Hands on AVID experience is a plus. If you are confident in your knowledge and ability to market an aggressive local news product, send resume and tape to: Bill Manning, Director of Marketing and Creative Services, WLWT-TV, 140 West Ninth Street, Cincinnati, Ohio 45202. WLWT-TV is an Equal Opportunity Employer.

SITUATIONS WANTED TECHNICAL

Maintenance Engineer. 15 years experience with Studio, Transmitter, Design, Installations Management, TD. Looking for new opportunities. Reply to Box 01197.

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FINANCIAL & ACCOUNTING**

Jr. Financial Analyst. Cable TV network seeking energetic analyst for interface among ad sales, traffic and accounting departments. Duties for this entry level position include sales and contract analysis, trend analysis, support for post-buy analysis, and review of contract and traffic input. Previous experience in the television/radio industry a must. Microsoft Office products experience required. Independence and objectivity a must. Fax/mail resume, cover letter and salary history/requirements to: Nostalgia Good TV, Manager, Ad Sales Support, 4217 Wheeler Avenue, Alexandria, VA 22304, Fax 703-212-8336.

HELP WANTED PROMOTION

Director, On-Air Promotion. Encore Media Group, the largest provider of cable and satellite delivered television channels, has an opening for a Director, On-Air Promotion. Individual will be responsible for direction and execution of on-air promotion for our premium movie channels. This includes managing department and work flow, developing promotional ideas and liaison with outside creative resources. Qualifications include proven experience at managing a creative on-air promotion department, 8 years experience as a creative production manager and exceptional communication skills. Send resume and salary history to #316 Director On-Air Promotions, P.O. Box 4917, Englewood, CO 80155. Drug test required for successful candidate. EOE.

ALLIED FIELDS

HELP WANTED SALES

SALES ENGINEER



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Robert J. Kuykendall
Ph. 608-262-0164
Fax 608-262-0163
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Central Florida, suburban AM, ideal for experienced sales achiever, \$600,000; Florida Keys, attractive FM, great lifestyle, \$1,300,000. Mayo Communications, 813-971-2061.

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For the Record

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"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 italic.

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; TOC—transfer of control; w—watts. One meter equals 3.28 feet.

NEW STATIONS

Dismissed

Manteo, N.C. (BPCT-950814KN)—Lockwood Broadcasting Inc. for new TV on Ch. 4, 100 kw visual, ant. 145 m. *July 29*

Filed

Pueblo, Colo. (BPCT-960102KE)—Ch 32 Hispanic Broadcasters LTD (Sara Diaz Warren, general partner, 6200 Valeria, El Paso, Tex. 79912) for TV at ch. 32, 1700 kw visual, ant. 656 m., Cheyenne Mountain Electronic Site, El Paso Co. *Jan. 2, 1996*

Miami (BPCT-970709KE)—NBC Stations Management Inc. for WTVJ-TV: for new auxiliary station. *July 30*

Oak Park, Ill. (BPH-970702IZ)—Radio 2000 Mo Inc. for new auxiliary station at 102.7 mhz. *July 30*

Charlevoix, Mich. (970717MA)—Roy E. Henderson DBA (P.O. Box 590209, Houston, Tex. 77259-0209) for FM at 107.9 mhz, 6 kw, ant. 100 m., .25 mi. N. of Norwood, Mich. *July 29*

Charlevoix, Mich. (970717MB)—George S. Flinn Jr. (188 S. Bellevue, Suite 222, Memphis, Tenn. 38104) for FM at 107.9 mhz, 6 kw, ant. 16 m., 6416 Bernard Rd., Charlevoix. Flinn owns WHBQ(AM) and WFBV(TV) Memphis and WOWW(AM) Germantown, all Tenn.; KXHT(FM) Marion and KDRE(FM) N. Little Rock, Ark.; WCCL(TV) New Orleans; 50% of KDEN-TV Longmont, Colo.; is buying WJOI(FM) Germantown, Tenn., and is building two new FMs. *July 29*

Charlevoix, Mich. (970717ME)—Midwest Broadcasting Corp. (Jonathon R. Yinger, president/25% owner, 6171 S. Center Rd., Grand Blanc, Mich. 48439) for FM at 107.9 mhz, 6 kw, ant. 52 m., intersection of Loeb and Novotny roads, Charlevoix, owns WLCM(AM) Charlotte and WSNL(AM) Flint, Mich. *July 29*

Charlevoix, Mich. (970717MH)—Midwestern Broadcasting Co. (Ross A. Biederman, president/52.5% owner, 314 E. Front St., Traverse City, Mich. 49684) for FM at 107.9 mhz, 3.6 kw, ant. 127 m., E. of Warner Rd., 10.9 km SSW of Charlevoix. *July 29*

Grenada, Miss. (970717MF)—George S. Flinn Jr. (188 S. Bellevue, Suite 222, Memphis, Tenn. 38104) for FM at 101.3 mhz, 6 kw, ant. 100 m., 1 km E of Hardy, Miss. Flinn owns WHBQ(AM) and WFBV(TV) Memphis, and WOWW(AM) Germantown, Tenn.; KXHT(FM) Marion and KDRE(FM) N. Little Rock, Ark.; WCCL(TV)

New Orleans; 50% of KDEN-TV Longmont, Colo.; is buying WJOI(FM) Germantown, Tenn., and is building two new FMs. *July 29*

Grenada, Miss. (970718MB)—Robert Everett Evans III (125 Jones Rd., Grenada, Miss. 38901) for FM at 101.3 mhz, 6 kw, ant. 98.8 m. Evans has interest in WYKC(AM)-WQXB(FM) Grenada and has applied for another FM in Grenada. *July 29*

Garden City, Mo. (970717MD)—Raymond Lee and Sarah H. Wheeler (3718 W. 52nd Terrace, Shawnee Mission, Kan. 66205) for FM at 105.3 mhz, 6 kw, ant. 100 m., 6.1 km SSW of Daugherty. Raymond Wheeler has 1/3rd interest in applications for two new FMs in Colorado. *July 29*

Sparks, Nev. (970710AB)—Rolando Colantes for AM at 1400 khz. *July 25*

Ashtabula, Ohio (970722MA)—Jean M. Bulmer for FM at 98.3 mhz. *July 29*

Forest City, Pa. (970717MC)—Times Partner (William R. Lynett, 24.75% owner, 149 Penn Ave., Scranton, Pa. 18503) for FM at 100.1 mhz, .75 kw, ant. 284 m., 2.25 km NW of Waymart in Canaan Township, Pa. Times owns WEJL(AM)-WEZX(FM) Scranton, WQFM(FM) Nanticoke and WBAX(AM) Wilkes Barre, Pa.; WJZI(FM), WLUM-FM Milwaukee and WMCS(AM) Greenfield, Wis.; KCFM(FM) Okmulgee and KMYZ-FM Pryor, Okla., and WGRX(FM) Westminster, Md. *July 29*

FACILITIES CHANGES

Filed/Accepted for filing

Anniston, Ala. (BMPED-970721MB)—Word Works Inc. for WGRW-FM: change ERP. *July 29*

Camden, Ark. (970627ID)—Charles R. Shinn for KAMD-FM: change ERP, TL, ant. *July 25*

Bakersfield, Calif. (BP-970714AB)—Hispanic Media Group Inc. for KAFY(AM): change night power. *July 23*

Ludlow, Calif. (970711ID)—KHVY Inc. for

KHWZ-FM: change TL, ant. *July 24*

Orange, Calif. (BMP-970714AC)—KPLS(AM) Inc. for KPLS(AM): change TL, ant. *July 23*

Kremmling, Colo. (970709ID)—Rocky Mountain Radio Network Inc. for KRKM-FM: change TL, ERP. *July 24*

Hamden, Conn. (BPH-970625IC)—Clear Channel Radio Licenses Inc. for WKCI-FM: change TL, ERP. *July 17*

New Haven, Conn. (BPH-970625ID)—General Broadcasting of Conn. Inc. for WPLR-FM: change TL, ERP. *July 17*

Honolulu (BMPCT-970327KE)—All American Network for KAAH-TV: change ERP, ant. *July 30*

Twin Falls, Idaho (BMPED-970627IB)—Idaho State Board of Education for KBSW-FM: change ERP, class. *July 11*

Leroy, Ill. (970627IG)—Twin-Cities Broadcasting for WBWN-FM: change ERP, ant., TL. *July 21*

Davenport, Iowa (BMPH-970701ID)—Mississippi Valley Broadcasting Inc. for KCOQ-FM: change TL. *July 17*

Concordia, Kan. (970711IE)—KNCK Inc. for KCKS-FM: change to 235C1. *July 24*

Madisonville, Ky. (970703ID)—Sound Broadcasters Inc. for WKTG-FM: change ant., TL, ERP. *July 24*

Natchitoches, La. (970611IH)—Bundrick Communications Inc. for KZBL-FM: change channel from 240 A to 264 C3. *July 15*

Natchitoches, La. (970714IE)—Cane River Communications Inc. for KDBH-FM: change ERP, ant., class. *July 24*

Freeport, Me. (BMPED-970709IA)—Downeast Christian Communications for WBSJ-FM: change ant., ERP. *July 17*

Lincoln, Me. (BPH-970714HD)—Bangor Baptist Church for WHMX-FM: change TL, ERP, ant. *July 24*

BY THE NUMBERS

BROADCAST STATIONS

Service	Total
Commercial AM	4,811
Commercial FM	5,477
Educational FM	1,889
Total Radio	12,177
VHF LPTV	555
UHF LPTV	1,446
Total LPTV	2,001
FM translators & boosters	2,800
VHF translators	2,270
UHF translators	2,721
Total Translators	7,791

Service	Total
Commercial VHF TV	558
Commercial UHF TV	637
Educational VHF TV	124
Educational UHF TV	241
Total TV	1,560

CABLE

Total systems	11,600
Basic subscribers	64,800,000
Homes passed	93,790,000
Basic penetration*	68.3%

*Based on TV household universe of 97 million
Sources: FCC, Nielsen, Paul Kagan Associates

GRAPHIC BY BROADCASTING & CABLE

For the Record

Presque Isle, Me. (BPH-950331A)—Media Marketing Inc. for WOZI-FM: change to 270C2. *July 30*

Cumberland, Md. (BPH-970630IA)—WTBO-WKGO Corp. LLC for WKGO-FM: change ant., ERP. *July 17*

Northampton, Mass. (970708IC)—Cutting Edge Broadcasting Inc. for WEIB-FM: change structure height, TL. *July 17*

Amory, Miss. (BPH-970624IB)—Stanford Communications Inc. for WAFM-FM: change ERP. *July 17*

Duck Hill, Miss. (BMPED-970717IA)—American Family Association for noncommercial FM at 91.9 mhz: change main studio location. *July 24*

Flowood, Miss. (BMP-970624AC)—PDB Corp. for WPBQ(AM): change power, ant. *July 3*

Meridian, Miss. (970707AC)—Frank Rackley Jr. for WBNB(AM): change power. *July 16*

Joplin, Mo. (BPED-970428MZ)—Ozark Christian College for KOBC(AM): change ERP, ant., TL, class, dismissal rescinded/application reinstated. *July 18*

Upper Montclair, N.J. (BPED-940307MB)—Montclair State University for WMSC-FM: change frequency from 101.5 mhz to 90.3 mhz. *July 7*

Villas, N.J. (970618IB)—Marc Scott Communications Inc. for WFNN-FM: change ant., TL, ERP. *July 11*

Youngstown, N.Y. (BMP-970625AB)—Multinat Inc. for WTOR(AM): change ant. system. *July 8*

Black Mountain, N.C. (970623IA)—Blue Ridge Broadcasting Corp. for WMIT-FM: change ERP, ant., TL. *July 11*

North Wilkesboro, N.C. (970711IC)—Wilkes Broadcasting Co. for WKBC-FM: change ant., TL. *July 22*

Ocracoke, N.C. (970610IB)—Ocracoke Broadcasters for WAHL-FM: change TL. *June 26*

Dickinson, N.D. (970710IH)—Roughrider Broadcasting Co. for KCAO-FM: change ERP, ant. *July 24*

Athens, Ohio (970718IA)—Christian Faith Broadcast Inc. for WKW-FM: change ant., TL. *July 29*

Belpre, Ohio (BPED-970707IF)—Belpre Educational Broadcasting Foundation for WCVV-FM: change ERP. *July 17*

Fostoria, Ohio (970618IC)—Tri-County Broadcasting Inc. for WBVI-FM: change TL. *July 17*

Marion, Ohio (BPH-970627IH)—Marion Radio Company for WMRN-FM: change TL. *July 17*

Oberlin, Ohio (BPED-970710IA)—Oberlin College Student Network Inc. for WOBC-FM: change ant., ERP. *July 17*

Byng, Okla. (BPH-970707IE)—Central Oklahoma Communications Co. for KYKC-FM: change channel from 261 C3 to 261 C2. *July 25*

Comanche, Okla. (970709IB)—Harold E. Cochran for KODO-FM: change ant., frequency. *July 24*

Gresham, Ore. (BPED-960625ME)—Mt. Hood Community College District for KMHO-FM: change ERP, ant., class. *July 11*

Portland, Ore. (970708ID)—Radio Systems of Miami Inc. for KUPL-FM: change ant., TL, frequency, class. *July 17*

Seaside, Ore. (970707IA)—Ken's Corp. for KULU-FM: upgrade to C3. *July 17*

Galeton, Pa. (970613IE)—Family Life Ministries Radio Inc. for WCOG-FM: change main studio location. *June 26*

Hollidaysburg, Pa. (BPH-970702IB)—Forever of PA, LLC for WHPA-FM: change ant., TL, ERP. *July 17*

Lewisburg, Pa. (970619IB)—Bucknell University for WVBU-FM: change ERP, ant., TL. *July 2*

New Kensington, Pa. (970618IA)—EZ Philadelphia Inc. for WZPT-FM: change ant., TL, directional ant., ERP. *July 11*

Tobyhanna, Pa. (970619IA)—Keymarket of Nepa Inc. for WKRF-FM: change ant., TL, ERP. *July 11*

Williamsport, Pa. (970617IA)—Bald Eagle Broadcast Associates Inc. for WLYC-FM: change ant., ERP. *June 26*

Columbia, S.C. (970626IF)—Radio South Carolina Inc. for WOMG-FM: change ERP, ant. *July 11*

Hampton, S.C. (970626IG)—Hampton County Broadcasters Inc. for WBHC-FM: change ERP. *July 11*

New Ellenton, S.C. (970626IC)—Beasley Broadcasting of Augusta Inc. for WAJY-FM: change ERP. *July 11*

Orangeburg, S.C. (970626IH)—Boswell Broadcasting Inc. for WGL-FM: change ERP, ant. *July 11*

Sioux Falls, S.D. (970709IC)—Southern Minnesota Broadcasting Co. for KKLS-FM: change ant. *July 24*

Brownsville, Tenn. (970714IC)—The Wireless Group Inc. for WTBG-FM: change ERP. *July 24*

Elizabethton, Tenn. (970708IA)—E.P. Govan III and B.B. Cagle Jr. DBA for WAEZ-FM: change ant., ERP. *July 17*

Erwin, Tenn. (BP-970703AD)—WEMB Inc. for WEMB(AM): add night service with .032 kw. *July 16*

Gallatin, Tenn. (970611IF)—Dick Broadcasting Co. Inc. of Tenn. for WGFX-FM: change TL, ant., directional ant., ERP. *June 26*

Nashville (BP-970630AC)—Bart-Evins Broadcasting, LLC for WKO(AM): change ant. *July 11*

Centerville, Tex. (970523IQ)—Caroline K. Powley for KAJG-FM: change class. *July 11*

Creedmore, Tex. (BP-970611AD)—Yellow Rose Communications Inc. for KNEZ(AM): change power, pattern of critical HRS. *June 20*

Flower Mound, Tex. (970620IB)—First Broadcasting Co. LP for KIKM-FM: change ant., TL, ERP, class. *July 1*

Henderson, Tex. (970708IB)—Dean Broadcasting Inc. for KGRI-FM: change ant., TL, main

studio TL, ERP, Class. *July 17*

Port Lavaca, Tex. (970630AB)—Radio Free Texas Trust for KILE(AM): increase day power, change ant. *July 11*

Roanoke, Va. (BPCT-970721KE)—Vine and Branch Inc. for WEFC-TV: change ant., TL. *July 30*

Charlotte Amalie, V.I. (970714ID)—D/B/A Calypso Communications for WVN(AM): change ant., TL, ERP, class. *July 30*

Dayton, Wash. (970626ID)—Dayton Broadcasting Company for KZZM-FM: change TL, ERP, ant. *July 11*

Deer Park, Wash. (BMPH-940328ID)—Barbara Kazmark for KAZZ-FM: change ERP to 8.32 kw, ant. *July 23*

Eau Claire, Wis. (BMPED-970613II)—VCY America Inc. for WVC(AM): change main studio location. *July 2*

CALL SIGN ACTIONS

Wetumpka, Ala.—Vision Communications Ltd. II for new FM: change to WICE. *July 7*

Page, Ariz.—Arizona Board of Regents on behalf of Northern Arizona University for new noncommercial FM: change to KNAO. *July 7*

Show Low, Ariz.—Arizona Board of Regents for KAUL-FM: change to KNAA. *July 11*

Lake Village, Ark.—Delta Radio Inc. for KZYQ-FM: change to KOTL. *June 30*

California City, Calif.—Kathryn J. Efford for new FM: change to KCEL. *July 7*

Mojave, Calif.—Santa Monica Community College District for new FM: change to KCRI. *July 11*

San Francisco—Group W Broadcasting Inc. for KP(AM): change to KYCY. *July 1*

San Francisco—Infinity Broadcasting Corp. of San Francisco for KYCY(FM): change to KYCY-FM. *July 1*

San Francisco—Shamrock Broadcasting Inc. for KSA(AM): change to KYLO. *July 8*

San Luis Obispo, Calif.—Raul and Consuelo Palazuelos for KAOE-TV: change to KTAS. *July 11*

San Mateo, Calif.—Susquehanna Radio Corp. for KYLO-FM: change to KSA. *July 8*

Melbourne, Fla.—Commodore Media of Fla. Inc. for WGGO-FM: change to WBVO. *July 4*

Atlanta—ABC Inc. for WKHX(AM): change to WWO. *July 1*

Hilo, Hawaii—Hawaii Public Radio for new noncommercial FM: change to KANO. *July 11*

Nampa, Idaho—Pacific Northwest Broadcasting Corp. for KL(AM): change to KKGL. *July 1*

Saint Ansgar, Iowa—Lyle Robert Evans for new FM: change to KAWN. *July 11*

Chicago—Mexican Fine Arts Center Museum for WCYC-FM: change to WRTE. *July 1*

Crete, Ill.—Dontron Inc. for WEMG-FM: change to WYAA. *July 11*

DeKalb, Ill.—Northern Illinois University for WNIU-FM: change to WNIJ. *July 1*

—Compiled by Sara Brown

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THIS WEEK

Through Aug. 5—*North Carolina Cable Telecommunications Association/South Carolina Cable Association* annual convention. Grove Park Inn, Asheville, N.C. Contact: (919) 834-7113.

Aug. 4—Deadline for U.S. entries to the 40th *New York Festivals* International TV Programming & Promotion Awards competition. Contact: (914) 238-4481.

Aug. 7—"Kids Day III," *Hollywood Radio & Television Society* newsmaker luncheon and panel discussion. Regent Beverly Wilshire Hotel, Beverly Hills, Calif. Contact: (818) 789-1182.

AUGUST

Aug. 11-13—*National Cable Television Cooperative* 13th annual members' meeting. Vail Cascade Hotel and Club, Vail, Colo. Contact: Caprice Caster. (913) 599-5900.

Aug. 12-14—*Alabama Cable Telecommunications Association* annual convention. Marriott Grand Hotel, Point Clear, Ala. Contact: Jennifer Robinson. (334) 271-2281.

Aug. 12-14—Digital Television Summit, presented by *Kagan Seminars Inc.* Park Lane Hotel, New York City. Contact: Kathy Morris. (408) 624-1536.

Aug. 13-16—"The Road to Revolution," *Asian American Journalists Association* 10th annual national convention. Boston Park Plaza, Boston. Contact: (415) 346-2051.

Aug. 14-16—*Nebraska Broadcasters Association* 64th annual convention. Marriott Hotel, Omaha. Contact: Dick Palmquist. (402) 333-3034.

Aug. 14-16—*West Virginia Broadcasters Association* 51st annual Greenbrier Meeting. Greenbrier Resort, White Sulphur Springs, W.Va. Contact: (304) 744-2143.

Aug. 19-21—Second annual Andina Link. Andean-region pay-TV conference presented by *Link Events/Globex*. Cartagena Convention Center, Cartagena, Columbia. Contact: 57 95 660 1089.

Aug. 24-26—*National Religious Broadcasters* western regional convention. South Coast Plaza Hotel, Costa Mesa, Calif. Contact: (714) 575-5000.

Aug. 25—1996 Community Service and Public Service Announcement Emmy Awards, presented by the *National Academy of Television Arts and Sciences*. Marriott Marquis Hotel, New York City. Contact: Trudy Wilson. (212) 586-8424.

Aug. 27-29—3rd annual Pan-Asia VSAT Satellite Communications Conference, presented by *Centre for AsiaTelecomms*. Sheraton Towers, Singapore. Contact: (65) 737 6888.

Aug. 28-31—*National Lesbian and Gay Journalists Association* 6th annual convention. Sheraton Towers Chicago, Chicago. Contact: Mike Frederickson. (202) 588-9888.

SEPTEMBER

Sept. 3-5—Telco-Cable IX, ninth annual conference on telco-cable opportunities in residential video and telecommunications markets, presented by *Telecommunications Reports International Inc.* J.W. Marriott Hotel, Washington. Contact: (800) 822-6338.

Sept. 5-6—ShowBiz Expo Canada, trade show presented by *Variety* and *Reed Exhibition Companies*. Metro Toronto Convention Centre, Toronto. Contact: Vanessa Pflaff. (416) 491-3999.

Sept. 7-9—2nd annual high-integrity hybrid fiber/coax network technical workshop, presented by the *Society of Cable Telecommunications Engineers*. The Wigwam Resort, Phoenix. Contact: Anna Riker. (610) 363-6888.

Sept. 8-14—Telecom Interactive '97, presented by the *International Telecommunication Union*. PALEXPO, Geneva. Contact: Gray Jessup. (703) 907-7736.

Sept. 9—"OSHA/Safety," regional training seminar presented by the *Society of Cable Telecommunications Engineers*. Ramada Hotel, Albuquerque. Contact: Ralph Haimowitz. (610) 363-6888.

Sept. 10-12—"Technology for Technicians II,"

regional training seminar presented by the *Society of Cable Telecommunications Engineers*. Ramada Hotel, Albuquerque. Contact: Ralph Haimowitz. (610) 363-6888.

Sept. 10—18th annual News and Documentary Emmy Awards, presented by the *National Academy of Television Arts & Sciences*. Marriott Marquis Hotel, New York City. Contact: Stew Stoltz. (212) 586-8424.

Sept. 11—"Network Entertainment Presidents," *Hollywood Radio & Television Society* newsmaker luncheon. Beverly Hilton Hotel, Beverly Hills, Calif. Contact: (818) 789-1182.

Sept. 11-13—*National Religious Broadcasters* midwestern regional convention. Maranatha National Bible and Missionary Conference, Muskegon, Mich. Contact: Scott Keegan. (616) 772-7300.

Sept. 12-16—1997 *International Broadcasting Convention*. Amsterdam, Holland. Contact: 011 44 171 240 3839.

Sept. 13-14—"Follow the Money: Covering Campaign Finance," workshop sponsored by the *Radio and TV News Directors Foundation*. Windsor Court Hotel, New Orleans. Contact: Cy Porter. (202) 467-5219.

Sept. 14-16—"Electronic Retailing Worldwide: Marketplace of the Next Millennium," *NIMA International '97* meeting and trade expo. Marriott Hotel and Marina, San Diego. Contact: Jennifer Harding. (202) 289-6462.

Sept. 15—Deadline for overseas entries to the 40th *New York Festivals* International TV Programming & Promotion Awards competition. Contact: (914) 238-4481.

Sept. 15-16—*National Association of Minorities in Communications* 11th annual Urban Markets Conference. Grand Hyatt Hotel, New York City. Contact: (212) 838-2660.

Sept. 16—*International Radio & Television Society Foundation* newsmaker luncheon. Waldorf-Astoria, New York City. Contact: Marilyn Ellis. (212) 867-6650.

Sept. 16—Deadline for entries to the 40th *New York Festivals* International TV & Cinema Advertising Awards competition. Contact: (914) 238-4481.

Sept. 17-20—*National Association of Broadcasters* Radio Show. New Orleans Convention Center, New Orleans. Contact: (202) 429-5419.

Sept. 17-20—*Radio-Television News Directors Association* international conference and exhibition. New Orleans Convention Center, New Orleans. Contact: Rick Osanski. (202) 467-5200.

Sept. 20-22—*National Association of Broadcasters* Hundred Plus Exchange. Hotel Monteleone, New Orleans. Contact: Carolyn Wilkins. (202) 429-5366.

Sept. 23—*BROADCASTING & CABLE* Interface XI conference. New York Grand Hyatt, New York City. Contact: Circles Special Events. (212) 213-5266.

Sept. 23-25—TV LINK '97, official congress and trade show of *ABTA (Brazilian Association of Pay Television)*. International Trade Mart, Sao Paulo, Brazil. Contact: Patrick Robinson, +44 181 910 7913.

Sept. 24-25—MIPCOM Junior, youth programming market and screenings, presented by the *Reed Midem Organization*. Palais des Festivals, Cannes, France. Contact: 33 1 41 90 44 15.

Sept. 24-26—*IEEE Broadcast Technology Society* 47th annual Broadcast Symposium. Sheraton City Centre Hotel, Washington. Contact: Dr. Gerald Berman. (301) 881-4310.

Sept. 24-28—ANTENNES & Collectives-Réseaux, satellite, cable and digital TV exhibition presented by *Reed OIP*. Parc des Expositions Hall, Paris. Contact: Alain Cognard. (33) 01 41 90 47 56.

Sept. 25-27—*Society of Broadcast Engineers* national meeting and 25th annual Central New York SBE regional convention. Four Points Hotel and Conference Center, Syracuse, N.Y. Contact: John Poray. (317) 253-1640.

Sept. 25-27—*Oregon Association of Broadcast-*

ers 57th annual Fall Conference. Portland Airport Shilo Suites, Portland, Ore. Contact: Bill Johnstone. (541) 343-2101.

Sept. 25-27—*Variety* ShowBiz Expo New York exhibition and conference. Jacob K. Javits Convention Center, New York City. Contact: (800) 840-5688.

Sept. 25-27—*Qualitative Research Consultants Association* 12th annual conference. New York Hilton, New York City. Contact: (888) 674-7722.

Sept. 26-28—*Maine Association of Broadcasters* 50th annual convention. Sebasco Lodge, Phippsburg, Me. Contact: Suzanne Goucher. (207) 623-3870.

Sept. 26-29—*Audio Engineering Society* 103rd annual convention and Broadcast Forum on Digital Audio Broadcasting. Jacob K. Javits Convention Center, New York City. Contact: Howard Sherman. (212) 777-4711.

Sept. 26-30—MIPCOM '97, international film and program market for TV, video, cable and satellite, presented by the *Reed Midem Organization*. Palais des Festivals, Cannes, France. Contact: 33 1 41 90 44 15.

Sept. 27-29—*Tennessee Association of Broadcasters* 50th annual convention. Meadowview Inn and Conference Center, Kingsport, Tenn. Contact: (615) 399-3791

Sept. 28-30—Annual convention of the Eastern chapter of the *National Religious Broadcasters*. Sandy Cove Convention Center, North East, Md. Contact: (301) 582-0285.

Sept. 29-30—Annual general membership meeting of the *Kentucky Cable Telecommunications Association*. University Plaza Hotel, Bowling Green, Ky. Contact: Randa Wright. (502) 864-5352.

OCTOBER

Oct. 3-5—*Society of Professional Journalists* national convention. Marriott City Center, Denver. Contact: (317) 653-3333.

Oct. 5-9—*Electronic Industries Association* 73rd annual fall conference. The Fairmont Hotel, San Francisco. Contact: (800) 527-4727.

Oct. 8—*The Caucus for Producers, Writers & Directors* general membership meeting. Jimmy's Restaurant, Beverly Hills, Calif. Contact: David Levy. (818) 843-7572.

Oct. 8-10—15th Annual Private & Wireless Show, private and wireless cable conference presented by *Global Exposition Holdings*. Wyndham Anatole Hotel, Dallas. Contact: (281) 342-9826.

NOVEMBER

Nov. 10—*BROADCASTING & CABLE* 1997 Hall of Fame Dinner. Marriott Marquis Hotel, New York City. Contact: Circle Special Events. (212) 213-5266.

Nov. 21-24—*Society of Motion Picture and Television Engineers* 139th technical conference. Marriott Marquis Hotel, New York City. Contact: (914) 761-1100.

DECEMBER

Dec. 9-12—The Western Show, presented by *California Cable Television Association*. Anaheim Convention Center, Anaheim, Calif. Contact: (510) 428-2225.

JANUARY 1998

Jan. 19-22—*National Association of Television Programming Executives* 34th annual program conference and exhibition. Ernest Morial Convention Center, New Orleans. Contact: (310) 453-4440.

APRIL 1998

April 6-9—*National Association of Broadcasters* annual convention. Las Vegas Convention Center, Las Vegas. Contact: (202) 429-5300.

Major Meeting dates in red

—Compiled by Kenneth Ray
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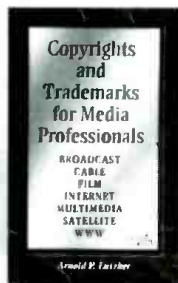


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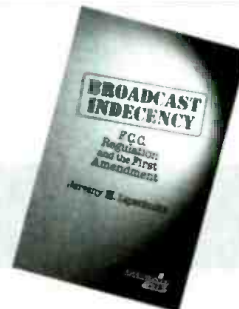


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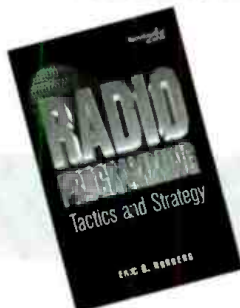


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In the thick of cable's scrum

For Jeffrey A. Marcus, the competition in the telecommunications arena brings back memories of his days as a junior varsity rugby player at the University of California at Berkeley.

Marcus, who turns 51 Oct. 13, played in the scrum, a formation of opposing forwards who essentially try to overpower each other in seeking possession of the ball. The scrum is at the heart of rugby—a gritty, brawling sport where strength, mental and physical toughness and teamwork are more important than blinding speed and showboat moves.

Now, more than 30 years after Marcus got his start in the cable industry as a college student selling subscriptions door to door, the rugby metaphor still sticks.

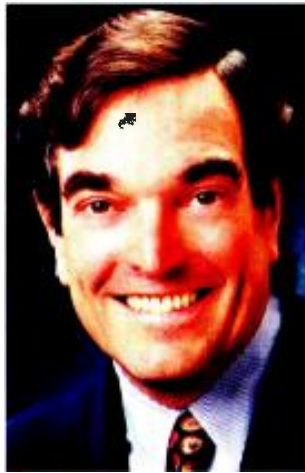
"I would say that my style is a step at a time and we try not to get ahead of ourselves," says the founder/chairman of Marcus Cable, the nation's ninth-largest MSO. "In the hare and tortoise race, I am probably the tortoise, befitting someone who played in the scrum. No question, if you played in the scrum you had to be tough."

Though he could hardly have foreseen it at the time, Marcus's stint as a door-to-door subscription salesman was the trailhead for what's been a lifelong journey in the cable business, a trek that mirrors the evolution of the industry itself.

Fresh out of college, Marcus started a cable marketing company, then translated that into a job as vice president of marketing at Sammons Communications in Dallas. It was a link that proved particularly fortunate, as Sammons' systems eventually gave Marcus the critical mass to break into the Top 10 MSO rankings.

"I've heard luck defined as when opportunity converges with preparedness," Marcus says. "I've always felt that if we kept our shoulder to the wheel and took care of basic blocking and tackling, opportunities would arise, we would be prepared and good things would happen."

While good fortune may make optimism easier to come by, there's a saying that goes along with Marcus's: You make your luck. That was certainly the case with Marcus Cable's acquisition of the Sammons systems, a \$1 billion deal. Before Marcus closed the deal with his former employer in November 1995, few would have counted what was then a relatively small regional operator among the companies most likely to beat out the big guns in doing the deal.



"In the hare and tortoise race, I am probably the tortoise."

Jeffrey Alan Marcus

Founder/Chairman, CEO and President, Marcus Cable Co., Dallas; b. Oct. 13, 1946, Scranton, Pa.; BA, economics, University of California at Berkeley, 1968; VP, marketing, Sammons Communications Inc., Dallas, 1971-73; director of sales, Teleprompter Corp., New York, 1973-75; executive director, Minnesota and Wisconsin Cable Television Associations, 1973-75; partner, Communications Equity Associates, Tampa, Fla., 1975-82; founder, Marcus Communications, Dallas, 1982-87; merged Marcus Communications and Western Tele-Communications Inc., into WestMarc Communications Inc. (serving as chairman/ CFO), Denver, 1987-88; founded Marcus Cable Co. 1990; m. Nancy Cain, June 30, 1974; children: Rebecca, 19; David, 17

Winning that deal had its costs, however. To add Sammons' 670,000 subscribers and essentially double the size of Marcus Cable, the MSO more than doubled its debt load, to nearly \$1.7 billion. The firm's debt-to-cash flow ratio now stands at about 7.6 to 1, putting it in the non-investment grade, or junk, category. And like many other cable operators, Marcus is coping with increased capital expenditures to upgrade systems and prepare them for the launch of new services. The hope is that those new services eventually will generate cash to help reduce the debt load.

"He's shown that even in the '90s, someone can start from scratch, build up a large company and have a lot of fun doing it," says John Waller of Waller Capital Corp., one of the leading cable brokerage/investment banking firms.

In many ways, Marcus epitomizes the classic overachiever. Along with running his business, he's involved with so many community, nonprofit, business and social groups—not to mention being a minority partner in the Texas Rangers baseball team—that his resume looks like it belongs to two people instead of one. Throw in the fact that he recently began a tutorial on 20th-century history with a professor at Oxford, and it seems almost inconceivable that there's much time left over for family. But Marcus, somehow, has found the time.

"Balancing a demanding career and a family that I care about deeply has been a real challenge," he acknowledges. "I didn't want to wake up one day and have children grown and say I missed that, meaning childhood. I would never be able to consider myself successful, no matter what my business achievements were, if I did not have good relationship with family."

Marcus is mulling what could be the next big move for his company: an initial public stock offering.

"We have limited partners who are essentially financial investors," says Marcus. "At some point, they will want liquidity. An IPO may be the way to achieve that.... It all depends on public markets. I think publicly traded cable prices will be higher in the fall than today and will be higher in 1998."

"The truth about this industry is finally being recognized."

Meanwhile, look for Jeff Marcus to play a key role in making sure the word gets out.

—PC

Fates & Fortunes

BROADCAST TV

George Mallet, co-anchor/reporter, WTVD(TV) Durham, N.C., joins WTXF(TV) Philadelphia as weekend anchor.

John Baldwin, on-air promotion manager, WGAL(TV) Lancaster, Pa., named creative director.

Roger Hess, account executive, WTNH-TV New Haven, Conn., named national sales manager.



Ford

Maryellen Ford, senior reporter/weekend anchor, *Local Headline News*, KDCI(TV) San Diego, joins KGET(TV) Bakersfield, Calif., as news reporter/writer/anchor, *CNN UpDate*.

Appointments at KSDK(TV) St. Louis: **Terry Smith**, chief engineer, KOCO-TV Oklahoma City, joins as director, engineering; **Bob Drewel**, general sales manager, named VP/general sales manager; **Tim Larson**, news director.

Crystal Smith Androvett, director, promotion, KXAS-TV Fort Worth, joins WLS-TV Chicago as director, creative services.



Kwon

Appointments at NBC, Burbank, Calif.: **Christy Kwon**, manager, specials, variety programs and late night, NBC Entertainment, named director, specials, prime time series and late night; **Ken Samuel**, manager,

program standards, named director, program and interactive standards.

Pat Krohlow, partner, HVS Productions, joins WLUK-TV Green Bay, Wis., as marketing director.

John Anderson, anchor/producer, WKBT(TV) La Crosse, Wis., joins KMTV(TV) Omaha as co-anchor, 5, 6 and 10 p.m. newscasts.

Jerome Martin, general sales manager, WTIC-TV Hartford, Conn., named VP/GM.

Bill Young, national sales manager,

WHIO-TV Dayton, Ohio, joins WLWT(TV) Cincinnati in same capacity.

Barbara Sredenschek, local sales manager, and **Corey Lewis**, national sales manager, WPSG(TV) Philadelphia, named national sales manager and local sales manager, respectively.



Mitchell

Dennis Mitchell, associate VP, human resources, NEC Electronics, Santa Clara, Calif., joins KRON-TV San Francisco as VP, human resources.

Rick Iler, assistant news director, KRIS-TV Corpus

Christi, Tex., joins KSNF(TV) Joplin, Mo., as news director.

Gary Anderson, senior VP, CNN Television, joins WPBN-TV Traverse City and WTOM-TV Cheboygan, both Michigan, as VP/GM.

John Eck, chief financial officer, NBC International and Business Development, New York, named senior VP/chief quality officer.

Howard Levinson, national sales manager, WPIX(TV) New York, named local sales manager.

Appointments at WGNT(TV) Portsmouth, Va.: **J. David Bunnell**, general sales manager, WBNS-TV Columbus, Ohio, joins in same capacity; **C. Michael Gehring**, GM, WATL(TV) Atlanta, joins as GM/COO.

Appointments at WJXX(TV) Jacksonville, Fla.: **Jan Fisher** joins as senior reporter; **David Feuerman** joins as operations manager; **Thomas Ching** joins as chief photographer; **David Luckin** joins as photographer/editor, news and promotions.

Appointments at WIFR(TV) Freeport, Ill.: **Ray Wilck**, assistant news director, WKBD(TV) Detroit, joins as news director; **Jim Glendening**, general sales manager, KDBC-TV El Paso, joins in same capacity.

Eric Johnson, writer/producer, KING-TV Seattle, named creative services promotion manager.

Appointments at Univision: **Phillip Woodie**, spot sales manager, Los Angeles, moves to New York office as VP, national spot sales; **Frank Donaldson**,

account executive, New York, named spot sales manager; **Rosy Marin**, account executive, Los Angeles, named spot sales manager; **Bill Acker**, spot sales manager, New York, named director, training.

PROGRAMING

Kim Thomas, VP, International Broadcast Network, joins Capricorn Programmes Ltd., England, as director, worldwide development.



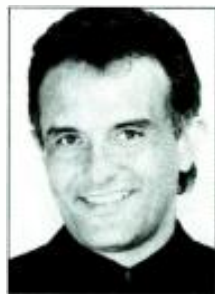
Leon

Jay Leon, VP, research, King World Productions' Camelot Entertainment sales division, joins Tribune Entertainment Co., New York, as VP, research.

Appointments at Viacom Inc., New

York: **George Nelson**, assistant treasurer, Paramount Communications Inc., named VP, corporate finance; **Carlton Charles** named VP, international treasury.

Henry Shinn, executive assistant, Robb Rothman, The Rothman Agency, joins Axelrod/Widdoes Productions, Universal City, Calif., as head of development.



Peña

Samm Peña, producer, *Mo Bro Comedy Show*, joins NFL Films, New York, as producer, international programming.

Scott Weinstein, story editor, Davis Entertainment Television,

Los Angeles, named manager, development.

Ellen Agress, senior VP/general counsel, American Sky Broadcasting, joins News Corp. Ltd., New York, as senior VP/deputy general counsel, communications, News America Publishing Inc.

Appointments at Group W Network Services, New York: **Peter Concelmo**, VP, sales and marketing, named VP/GM, business television; **Barry Fox** joins as VP/GM, entertainment.

RADIO

Sharon Massey, account executive, Midwest Television Inc., joins San Diego Radio Broadcasters Association, San Diego, as director, marketing.

Dean Cappello, senior producer, *Midday Edition*, Monitor Radio, Boston, joins WNYC-AM-FM New York as senior director, news and information.

Appointments at Jones Radio Network, Englewood, Colo.: **Frances Padilla** joins as operations manager, The Classical



Padilla

Samson

Collection music format, and host, *Ars Nova*; **Charley Samson**, on-air announcer, Superaudio (cable radio service and sister company to Jones), adds announcer, The Classical Collection, to his responsibilities.

Appointments at WGN(AM) Chicago: **John Williams**, host, midday show, WCCO(AM) Minneapolis, joins in same capacity; **Dean Richards**, production director/fill-in host, will contribute to the *Spike O'Dell Radio Experiment* with a weekly food and dining segment, and will host documentaries.



Sheehy

Baker

Appointments at WAMU(AM) Washington: **Erin Sheehy** joins as associate producer, *The Derek McGinty Show*; **Sally Baker**, director, external relations, Newsweek Inc., joins as producer, *The Diane Rehm Show*.

Steve Tuzeneu, operations manager, WVNE(AM) Leicester, Mass., named station manager.

Daniel Manella, interim GM, WLUM-FM Milwaukee, named GM, Milwaukee

ABC Radio appointments



Hare

Steinmetz

John Hare, president/GM, WBAP(AM) and KSCS(FM) Dallas-Fort Worth, assumes responsibility for all radio stations in New York, Los Angeles, Dallas, Detroit and Washington; **Mark Steinmetz**, president/GM, KQRD-FM, KEGE-FM and KDIZ(AM) Minneapolis, assumes responsibility for ABC stations in Chicago, San Francisco, Atlanta and Minneapolis.

Radio Alliance LLC. Manella will serve as GM of WLUM and WJZI(FM).

Charles Warfield Jr., senior VP/GM, Uptown Records, joins WDAS-AM-FM Philadelphia as VP/GM.

CABLE

David Brickhaus, manager, ad sales operations, Rocky Mountain and Pacific Northwest regions, Century Communications Corp., New Canaan, Conn., named director, Western division.

Paula Kaplan, senior director, talent relations, Nickelodeon, Los Angeles, named VP.

Nathalie Neuman, director, European ventures, ESPN International Paris, named VP.

Tom French, VP, marketing, ASkyB, New York, joins TCI Communications Inc., Englewood, Colo., as senior VP, corporate marketing.

Appointments at Time Warner Cable, New York: **Lou DiGiandomenico**, director, customer service center, Manhattan, named director, technical operations; **Mary Ann LaSardo**, manager, customer service quality assurance and training, named director; **Michael Moore**, director, new business development, named director, customer service center in Manhattan.

Justin Pettigrew, senior account executive, Hill and Knowlton Inc., Atlanta,

joins Turner Classic Movies there as manager, publicity.

Steven D'Annolfo, senior promotion writer/producer, WABC-TV New York, joins CBS Cable, Stamford, Conn., as creative services manager.

Rick Jacobs, senior VP, talent and casting, Columbia Pictures Television, joins Lifetime Television, New York, as head of talent.

John Brouse, operations engineering director, Jones Intercable, joins 21st Century CableTV Inc., Chicago, as VP, network operations.

Rick Leventhal, free-lance reporter, Fox News Channel, Chicago, joins as on-air reporter.



Arroyo

Dick Arroyo, senior VP/managing director, MTV Latin America, joins Playboy Entertainment Group Inc., Beverly Hills, Calif., as VP, international networks.

Appointments at CNN: **Suzanne**

Spurgeon, deputy bureau chief, Los Angeles, named VP; **Keith McAllister**, managing editor, New York, named bureau chief/VP.



Humbert

Bruce Humbert, research director, The Weather Channel, Atlanta, named VP, strategic and consumer research.

Appointments at Showtime Networks Inc., New York: **Frank Pintau-ro**, VP, program-

ing creative services, named senior VP/senior creative director, creative services; **Dan Bragg**, executive producer, 3 Ring Circus, Los Angeles, joins as VP/senior creative director, on-air promotion, creative services.

ADVERTISING/MARKETING PUBLIC RELATIONS

Kathy Ives, managing director, electronic services, Nynex Information Technologies, joins The Kelsey Group, Princeton, N.J., as VP.

Kristina Hallman, public relations supervisor, home video division, The Walt

Disney Co., Los Angeles, joins Devillier Communications Inc., Washington, as account manager.

Adam Komack, director, sales for media planning and buying, DraftDirect Worldwide, joins Williams Worldwide, New York, as director, business development.

Gary Bassell, VP, Bates USA South, Miami, named senior VP/GM.

Sherri Chanen, group media director, BBDO Chicago, named VP; **Michael Saxon** joins BBDO Chicago as research analyst.

MULTIMEDIA

Mairi Welman joins Mainframe Entertainment Inc. (computer animation firm), Vancouver, B.C., Canada, as director, communications.

Cheryl Kucken, retail marketing manager, Evergreen Media Corp., Detroit, joins KRG Marketing Dimensions there as marketing manager.

Appointments at Metro Networks Inc., Los Angeles: **Michael Tunick**, director, West Coast distribution, Raycom Sports, joins as director, station sales and marketing; **John Riedl**, national sales manager/general sales manager, KABC-TV Los Angeles, joins as director, advertiser sales and marketing, MetroTV Services division.

TECHNOLOGY

Barry Watts, sales systems engineer, Nuko Information Inc., joins Tekniche, Northvale, N.J., as sales engineer.

Stephen Pearse, president/CEO, Geotek Technologies, joins Bay Networks, Santa Clara, Calif., as executive VP/GM, Internet/telecom business group.

SATELLITE/WIRELESS

Anthony Antonelli III, marketing administrator, Comcast Satellite, joins Primestar, Hunt Valley, Md., as marketing manager, Mid-Atlantic region.

Mary Lou Githens, director, market research and competitive intelligence, DIRECTV, El Segundo, Calif., named VP, strategic planning.

Abby Aronsohn, director, programing and special projects, Douglas Communications Corp., Ridgewood, N.J., joins Primestar Partners, Bala Cynwyd, Pa., as director, programing.

ViewPoint hires broadcast designers and producers

Responding to the increase in its broadcast and cable design business, Boston-based ViewPoint Studios announces the appointments of four award-winning designers and producers, as well as the appointment of a marketing coordinator. **David Shilale** joins as senior producer; **Jane Funke Holland**, art director, Hearst Broadcasting Productions, joins as designer; **Christina Brigham**, designer, Big Blue Dot and Hatmaker, joins as designer; **Carrie Larson** joins as producer; **Liz Mendez** joins as broadcast marketing coordinator.



Shilale



Holland



Brigham



Larson

Appointments at U.S. Satellite Broadcasting, St. Paul—Minneapolis: **Phillip Suttle Jr.**, area VP, Comcast Cablevision, joins as VP, consumer marketing; **Colleen Galloway** joins as director, pay per view.



Gallagher

Keith Gallagher joins GlobeCast, Culver City, Calif., as VP, sales, Western region.

Jim Titzell, VP, public policy and PCS business development, DCR Communications Inc./Pocket

Communications, joins Comsearch, Reston, Va., as group VP, regulatory affairs.

Andrea Grenadier, communications associate, Association of America's Public Television Stations, joins WorldSpace Management Corp., Washington, as director, media relations, North America.

Scott Kolber, director, technology and business operations, Viacom Inc., and **Harley Shuler**, senior VP, sales and services, Keystone Communications, join Loral Skynet, Bedminster, N.J., as directors, new business development and international sales, respectively.

ALLIED FIELDS

Linda Glowitz, executive producer, graphics, and VP, sales and marketing, PrinczCo Productions, joins Rhinoceros Visual Effects and Design, New York, as executive producer.

Brian Karn, editor, and **Colin Moore**, colorist, Magnetic North, Toronto, Ontario, Canada, named supervising

editor and supervising colorist, respectively.

Michelle Manning, executive VP, production, Paramount Pictures' Motion Picture Group, Hollywood, named president.

Gary Kramer, sales manager, DIC Merchandising, Los Angeles, named director, sales.

Larry Chernoff, founder/CEO, Encore Inc., Hollywood and Santa Monica, Calif., named 1997 Greater Los Angeles Entrepreneur of the Year (entertainment category), by Ernst & Young.

TELEMEDIA

Molly Glover joins Granite Broadcasting Corp., New York, as director, Internet marketing and new media development.

Appointments at Excalibur Group's broadband online service, *Road Runner*, Stamford, Conn.: **Cathy Talmadge**, VP, cable programing, Time Warner, joins as VP, affiliate development, business division; **William Nazaret** joins as VP, Internetworking products, technical division; **Paul Hart** joins as director, operational support engineering, technical division; **Malia Flynn**, project manager, operations, named affiliate marketing manager, marketing; **Mike Murphy**, associate software engineer, named software engineer, technical division.

Neil Trevett, VP, marketing, 3Dlabs Inc., joins the VRML Consortium (platform-independent standard for 3-D graphics on the Internet), San Ramon, Calif., as president.

—Compiled by Denise Smith
e-mail: d.smith@b&c.cahners.com

TV industry leaders last Friday submitted their revised ratings scheme to the FCC.

The new plan adds V, S, L, D and FV designations for, respectively, violence, sex, coarse language, suggestive dialogue and fantasy violence. The NAB, NCTA and MPAA also said that the icons and content symbols will appear for 15 seconds at the beginning of all rated programs, and that the icons will be larger than those now shown. The FCC next must determine whether the new ratings system is acceptable. The commission also must determine the same for the existing ratings system, which NBC says it is sticking with.

NBC has signed a deal to keep Thursday powerhouse sitcom *Friends* on the network through a sixth season (1999-2000). The Warner Bros. comedy will begin its fourth season on NBC in September. The deal catches the show up with its stars, who last season went through a high-profile renegotiation—including hefty salary boosts—that extended their contracts through the 1999-2000 season.

The Department of Justice last week closed its investigation into Microsoft Corp.'s proposed takeover of WebTV. Microsoft had announced plans in April to purchase WebTV for \$425 million. In a brief statement late Friday, the Justice Department stated that a "thorough investigation" by its antitrust division revealed that a number of competitors were about to enter the Internet TV market with competing technologies. As a result, it sees no reason to impede

Cable networks get SMART

Discovery, Lifetime, ESPN and USA have joined the SMART ratings project, a TV ratings service being developed by Strategic Research Inc. Sources say SRI is expected to announce the signings today (Aug. 4). Discovery is paying \$150,000-\$200,000 to participate in SMART (and have access to its data) for two years, according to sources. Lifetime and ESPN get a discount because of ties to ABC, a charter member of SMART; each will pay \$90,000 over two years. Word of the deals comes three days after SMART announced that Fox has agreed to join the ratings service. The Fox deal was a coup for SRI, since the network had questioned practical applications of the SMART initiative.

Other news on the ratings front last week: Nielsen announced a full-scale test in the Northeast of its next-generation A/P meter. It will begin installing equipment for the test in first quarter 1998, with the test to start later in the year. Nielsen test homes would include 250 with only the A/P meter and 250 with both the A/P and the current metering system, for comparative purposes.

Also last week, the Association of Local Television Stations issued results of its annual survey of Nielsen price hikes. The survey (of 135 stations not affiliated with ABC, CBS or NBC) found an average annual cost increase of 7.5% for Nielsen service from 1995 to 1996, and an average annual increase of 27.9% for 1992-96. A Nielsen spokesperson says the latter number seems high but that the company had not seen the survey or done its own formal analysis to refute it. —SM

the transaction.

Time Warner Inc. has hired Waller Capital Corp. to sell systems serving about 132,000 subscribers in the South. The properties were acquired in the 1996 takeover of Cablevision Industries Inc. For sale are systems serving 93,000 subscribers in Louisiana and 39,000 in Tennessee.

An appeals court last week overturned an FCC ruling that cable operators need not include money collected to pay franchise fees in tallying their gross revenue. The FCC had issued the ruling in resolving a dispute between United Artists Cable of Baltimore and the city of Baltimore. The commission had determined that franchise fees are a tax calculated as a percentage of gross revenue and are not part of gross revenue themselves. But in reviewing the ruling, the U.S. Court of Appeals for the Fifth Circuit said gross revenue does include money collected from sub-

scribers to pay a franchise fee.

Daisy Fuentes has been named host of ABC's *America's Funniest Home Videos*, replacing Bob Saget, whose departure was expected. Fuentes was the first VJ to appear on both Spanish-language MTV Latino and the original MTV. *America's Funniest Home Videos* will return to the midseason lineup for the 1997-98 season.

CBS has picked up six episodes of the reality show *Unsolved Mysteries*—dropped from NBC last season after airing there for nine. The network also ordered six episodes of MGM's *The Magnificent Seven* for midseason. The drama is based on the western film of the same name and features actor Michael Biehn.

Universal Television's *Jerry Springer Show* hit an all-time high during the week of July 14-20. *Springer* reached a 3.7 AA rating and 3.8 GAA rating, according to Nielsen Media Research figures.

NAB last week said that TV stations donated \$91.6 million in airtime to Ad Council PSAs. The group said Ad Council statistics show a 43% jump in the dollar value of time donated by TV and radio stations. Broadcasters have come under criticism from FCC Chairman Reed Hundt for cutting back on PSA time. Last week, the industry's lobbying group said radio and TV stations devoted \$634 million in airtime to Ad Council PSAs.

Tele-Communications Inc. last week closed on its \$731 million merger with newspaper publisher and TCI shareholder Kearns-Tribune Corp. To do the deal, aimed in part at concentrating control of supervoting TCI Class B shares (TCOMB, 10 votes per share) under TCI, TCI issued roughly 47 million shares of TCI Series A (TCOMA) stock and used them to effect the merger. Kearns-Tribune assets include 9.1 million TCOMB shares, 2.3 million Liberty

Media Group B shares (LBTYB), 8.8 million TCOMA shares, 4.4 million Liberty A shares, the *Salt Lake Tribune* and four other regional newspapers and various real estate holdings. Following the merger, Liberty purchased the combined 6.7 million Liberty shares from TCI for \$168 million in cash. As a result of the merger and an unrelated transaction with Knight-Ridder, TCI chairman John Malone now controls about 25% of the voting power in TCI.

Jones Intercable Inc. reported a 13% increase in cash flow on a pro-forma basis (net of acquisitions and dispositions), although actual cash flow declined nearly 77%, to \$4.1 million. Revenue also declined, dropping 2%, to \$90.9 million. The decline took place largely because of general partner distribution and a \$15.5 million brokerage fee. On a pro-forma basis, revenue increased by \$7.6 million, or 9%. Jones also saw a whopping 2,436% increase in net income, largely because it sold its shares in Cable & Wireless Communications. In a filing with the SEC, Jones disclosed that its proposed sale of cable systems in Walnut Valley and Oxnard, Calif., to Century Communications failed to meet the June 30 sale deadline; as a result, Jones was reducing the price on the Walnut Valley system by \$1 million, to roughly \$32.5 million. While the Walnut Valley sale is expected to

close by Sept. 30, Jones reported that its agreement to sell the Oxnard system to Century for \$70.5 million had expired, and that it no longer expects to sell the Oxnard system to Century. Jones also reported in the SEC filing that it has recorded roughly \$55.5 million in capital expenditures through June 30 and expects to spend another \$50.6 million in the remainder of the year.

Pegasus Communications Corp., a provider of DBS and cable television in mostly rural markets and owner-operator of five broadcast TV stations, **reported a \$3.1 million second-quarter loss**, or 64 cents per share, up 82% from last year. At the same time, Pegasus's revenue increased to \$19.8 million, up 84%. Cash flow increased 66%, to \$6.6 million, largely the result of acquisitions over the past year. Cash flow growth was particularly strong in the cable and DBS sectors, where it rose 136%, to \$3.8 million. Pegasus Multichannel Television division (DBS and cable) has roughly 142,000 subscribers in 26 states and Puerto Rico. Pegasus Broadcast owns and operates five Fox-affiliated stations and has rights to build three additional stations that will be affiliated with UPN and The WB. Pegasus began trading publicly 10 months ago.

In a joint venture with U.K./Channel 4 and Highland International, **Bunim-Murray Productions**

Inc.—the company responsible for MTV's long-running hit *Real World*—has picked up the rights to a reality-based international game show, *Wanted*. The show—which features two-person teams who spend a week traveling and completing missions before show "trackers" catch them—already has finished its second season in Great Britain and is preparing launches in Germany, Sweden and Japan, among others. Bunim-Murray—which has developed pilots for ABC, NBC and Fox—is reformatting *Wanted* for a U.S. audience. The deal was brokered by Mark Itkin and Ben Silverman of the William Morris Agency.

Members of the Primestar Inc. transition committee met in Denver last week in an effort to determine where the company will eventually be headquartered. Choices include Denver, where key Primestar partner TCI Satellite Entertainment is

headquartered, and Bala Cynwyd, where Primestar Partners is based. A decision on the new headquarters is expected by mid-August. The various partnership interests in Prime Partners are being rolled up into Primestar Inc., although the transaction awaits requisite federal regulatory approvals. No word as yet on who will be named chairman or CEO of Primestar Inc., although a search firm has been enlisted to identify candidates.

Universal TV has signed a deal with Grammy Award-winning artist Kirk Franklin, who will produce and star in a comedy developed for him. Ralph Farquhar, who helped *Mo'Nisha* star Brandy make the transition from music to TV, will develop the series with Franklin. Franklin is best known for the platinum song "The Family." Farquhar (*South Central*, *Married... With Children*) signed a multiyear development deal with Universal last year.



Drawn for *Broadcasting & Cable* by Jack Schmidt

"Here's a 'career enhancement' tip for you.... Get your sales reports in on time!"

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Incorporating The Fifth Estate TELEVISION Broadcasting

Fear-ness doctrine

"Because we believe it will serve the public interest, we seek to extend to the electronic press the same First Amendment guarantees that the print media have enjoyed since our country's inception. The First Amendment does not guarantee a fair press, only a free one." With that ringing endorsement, then-FCC Chairman Dennis Patrick took up the gauntlet that had been laid down by this magazine at its founding in October 1931. Patrick's statement came Aug. 4, 1987—exactly 10 years ago today—as the chairman was announcing the fall of the so-called fairness doctrine, the content regulation that had forced broadcasters to air all sides of controversial issues. With the FCC's 1987 conclusion that the doctrine was unconstitutional, this magazine broke out the champagne: "Mark Aug. 4, 1987, as the day the FCC proclaimed the emancipation of the Fifth Estate."

What happened?

Ten years later to the day, not only is the Fifth Estate not as free as the press, but its content is arguably less its own than at any time in recent memory (see Commissioner Chong's criticisms in the next column). The government's lost power to enforce the fairness doctrine has begun to pale as a content chiller next to the government's found power over the reassignment of TV spectrum in the digital age. Content restrictions—both envisioned and achieved—have been heaped atop one another, while station owners with stockholders to please and livelihoods and jobs at stake have decided away their rights by degrees, some less willingly than others, in an attempt to safeguard their economic future. From children's quotas, ratings and V-chips to calls for free time for candidates and no time for alcohol ads, the hits just keep on coming.

Ten years later, the fairness doctrine has been replaced by the "fear-ness" doctrine. That's where broadcasters are pressured into acquiescing to content regulation out of the

fear of losing their current licenses, or their claims on a digital channel or their ability to buy new stations or, well, point made.

Happy anniversary.

Better late than never

FCC Commissioner Rachelle Chong may be exiting the FCC, but she is not going quietly. In what read like remarkable candor from this vantage (exit interviews often provide the most candid assessments), Chong last week exhorted broadcasters to take a stand against government regulation of programming. "This avalanche of government intrusion into your content is reaching crisis proportions," Chong said in a speech to the home folks—the California Broadcasters Association.

"The rock slide is about to roar over you and bury you," she said. Chong appeared to be urging broadcasters to editorialize on the subject, advising her audience to "tell everyone why unelected government officials must not be allowed to mandate what free Americans can and cannot see on TV." We wish that voice had been heard more vigorously while her vote still held full weight, but we'll take it where we can get it.

Class of '97

The newest class of inductees into BROADCASTING & CABLE's Hall of Fame appears on page 12. They are a diverse group that includes actors, anchors, veteran executives and even the first father/daughter inductees. The common denominator, of course, is that each has made a lasting and important mark on the industry. We salute them here, and look forward to putting an exclamation point on it Nov. 10 at the annual Hall of Fame dinner in New York.

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