

BROADCASTING CABLE

SEPTEMBER 3, 2001

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SPECIAL REPORT

TOP 25 RADIO GROUPS

They control 24% of all stations, 57% of revenue

» PAGE 30

MAKING NICE WITH ADVERTISERS

Faced with a sluggish ad market, TV networks this fall will try anything, even product placement

» PAGE 5

CLEARLY REVAMPED

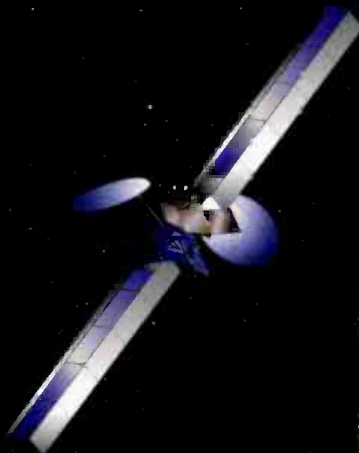
Clear Channel, nation's largest radio network, reorganizes into regional clusters

» PAGE 12

SIC TRANSIT GLORIA

Dingell aide is front-runner to replace Gloria Tristani, who is leaving FCC post

» PAGE 10



RADIO takes flight

NEW ERA
OPENS
NEXT WEEK
WITH THE
START
OF XM'S
SATELLITE
SERVICE

» PAGE 26



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Top of the Week September 3, 2001



Photo: AP Photo / Beth A. Keiser

Frank Biondi invests in The Tennis Channel.

SHUFFLED OUT COO Phil Kent exits CNN as his role is reduced in wake of AOL Time Warner merger. » 11

SENATE SUPPORT Sen. Dingell aide Andrew Levin is favored to replace exiting FCC Commissioner Gloria Tristani. » 11

SERVING A NICHE Ex-Viacom execs plan digital cable channel for tennis fans. » 12

RESTRUCTURED Radio giant Clear Channel organizes into regional groups and "trading areas". » 12

Rush Limbaugh has signed radio syndication's richest contract.



LET'S MAKE A DEAL Product placement is among incentives broadcast nets are dreaming up for advertisers. » 5

SIZZLING Summertime and the ratings were rising at Lifetime. » 8

MAKE OR BREAK Syndie shows may have little time to prove themselves. » 9

NO-SHOWS The economy is taking a toll on attendance at RTNDA and NAB Radio gatherings. » 10

STORMY Tempers flare over background of Miami weathercaster who might be hired in Chicago. » 10



Andrew Levin is pushed in the Senate by Democrat Dingell and Republican Tauzin.

Programming

Extreme talk Controversial hosts are the trend in radio syndication. » 24

Washington

FM dilemma FCC is sticking to Dec. 5 auction date despite thorny issues. » 20

Interactive Media

Static Radio on the Web has become a legal and financial minefield. » 22

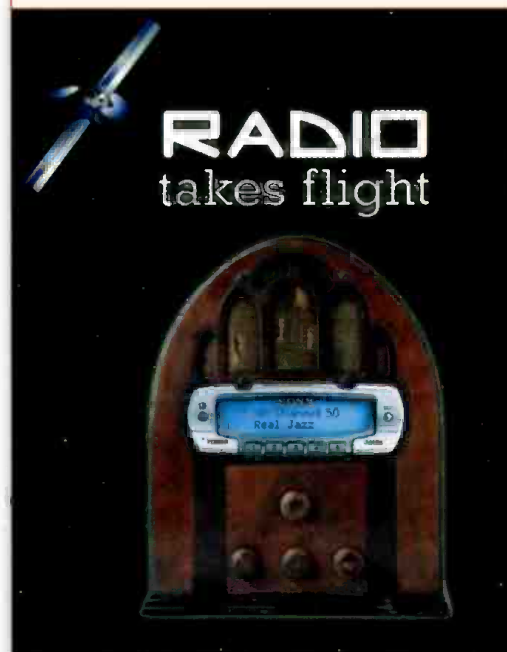
Technology

Digital radio IBOC technology allows analog stations to broadcast second, digital channel. » 24

COVER STORY

SATELLITE RADIO

A decade in the works, XM debuts next week, and Sirius is slated for December launch. » 26



SPECIAL REPORT

TOP 25 RADIO GROUPS

B&C's annual ranking shows that they control 24% of the country's radio stations. » 30

B&C Eye	4
Changing Hands	18
Classifieds	41
Editorials.....	46
Fates & Fortunes	36
Fifth Estater	40
Focus.....	17
Station Break	16
The Week That Was	13



RADIO

Avast there!

Pirate radio operators are getting their day in court—make that two days. The anti-establishment operators of unlicensed stations go before the federal appeals court in Washington Thursday to argue against FCC rules forbidding pirate broadcasters from holding low-power radio licenses if they refused to go dark following a federal warning. A week later, Cleveland nightclub owner and shut-down pirate Jerry Szoka appears in the same courtroom to take on the FCC's seizure of his station in 1999.—B.M.

Illustration: John Egerton

Bell excited @new home

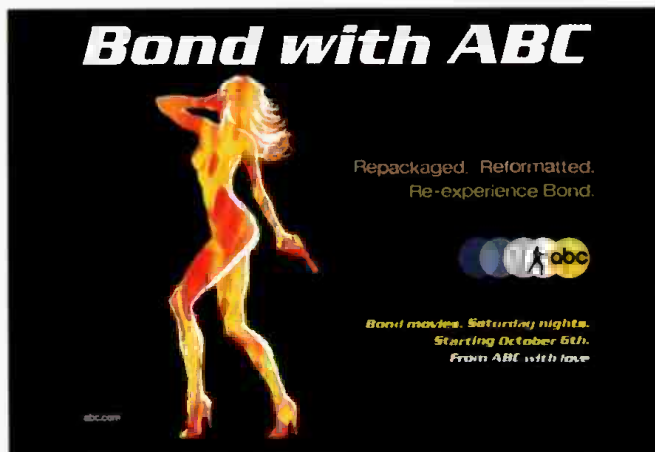
Don't you hate it when friends lean on you to buy stuff? That's essentially what happened to Excite@Home staffers. Two months ago, ex-Chairman George Bell had an e-mail distributed to the entire company. It began as a friendly "I will always root for your success" letter and quickly became a pitch for his new gig, Upromise, a "change-the-world company that aims to revolutionize the way families save for college"—basically, a frequent-flyer plan to get money toward tuition. "Signing up for Upromise is a snap," the letter said, "and it's free." That's good, since Excite@Home is facing Chapter 11. Excite@Home verified the e-mail; Bell couldn't be reached.—J.H.

BCEYE

PROMOTION

Bond-ing

ABC's *Big Picture Show* on Saturday nights is turning into *The Bond Picture Show*. Starting Oct. 6 with *Dr. No*, ABC is airing the first 13 Bond films on consecutive Saturdays (with a few exceptions for football). To fill the weekly three hours of prime time and stir up (make that shake up) interest, ABC is airing the films' original trailers and holding a Bond garage sale. There will also be a Bond Girl reunion, a villains' reunion and even a Bond-themed, prime time *Politically Incorrect*. For *Dr. No*, ABC is producing a number of interstitials with a "Bond University" theme: all you ever wanted to know about the franchise. Says ABC marketing and promotion executive Alan Cohen: "People think they've seen all of that stuff now, on DVD or TBS, so we have taken a completely different approach."—J.S.



TV NEWS

CNN with a smile

CNN executives are still working on Aaron Brown's prime time newscast, but it should look familiar to night-owl news junkies. CNN news chief Walter Isaacson (above) says the show will resemble ABC's quirky overnight *World News Now*, which Brown anchored, adding that there will also be some *Nightline* elements and *Daily Show*-style humor. Insiders say Brown's newscast, likely debuting the second or third week of October, will probably follow *Larry King Live*, with Bill Hemmer's double duty (*First Evening News* and *CNN Tonight*) scaled back to one 7 p.m. newscast.—A.R.

Back in business

Steve Wilson, the reporter whose lawsuit against Fox stations kept him out of TV news for almost four years, will return as lead investigative reporter at WXYZ-TV Detroit. Wilson and his wife, Jane Akre, claimed they were fired from WTVT(TV) Tampa, Fla. after refusing to slant a story on the dangers of a Monsanto hormone used in milk. Fox denied that, saying they were let go for insubordination. Akre won \$425,000; Wilson got nothing.

Fox is appealing, and Wilson wants a new trial. He said WXYZ-TV "wanted assurances we did what we did for the reasons we stated." It was never, he said, about an *Insider*-type book or movie deal: "Russell Crowe hasn't called." For his part, Wilson wanted assurances the station "is committed to investigative reporting the way it was done before [news] was taken over by lawyers and bean counters."—D.T.

Have we got a deal for you

Adjusting to bear market, networks offer sponsorships, product placements, other value-added lures this fall

By Joe Schlosser

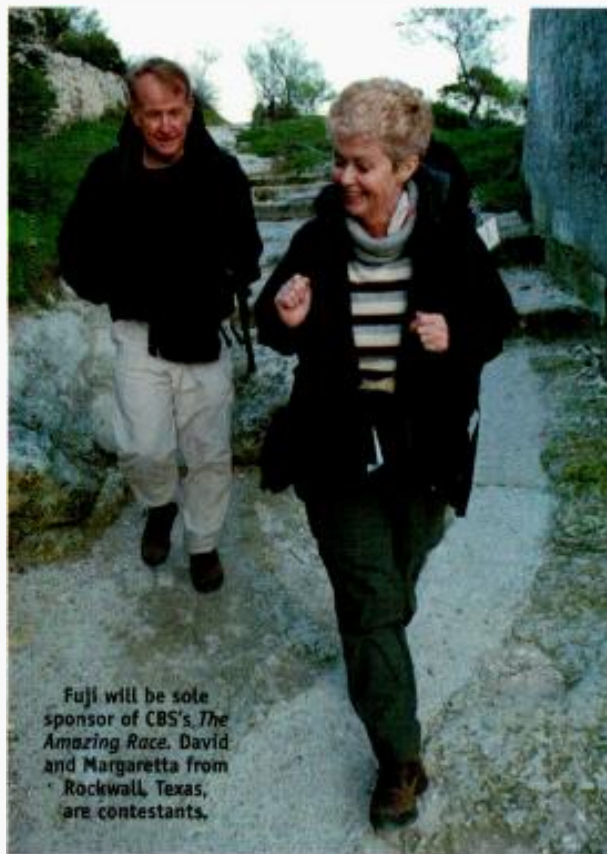
Having taken in a billion dollars less in upfront dollars than they did a year ago, major broadcast-network sales and marketing staffs are concocting sponsorships, product placements and other value-added incentives to get the top advertisers interested.

"For the last two years, with the economy as strong as it was, the networks weren't giving anything away. Now, in order to get more revenue into their companies, they have suddenly become more flexible," says Tom DeCabia, executive vice president at media buyer Advanswers PHD. "There are no rules in this game. It's just all dictated by the economy."

NBC is expected this week to unveil a deal with several advertisers that will receive product placement and value-added incentives in its fall reality series *Lost*. NBC's Vice President of Marketing/Media Analysis Ed O'Donnell had no comment on the *Lost* deals but said NBC is trying new avenues with advertisers.

Nokia will be the sole sponsor on the first episode of new ABC series *Alias* (Johnson & Johnson did the same thing last season on *Gideon's Crossing*), and a number of advertisers, including Chrysler and Pepsi, will be getting product placement in the network's midseason reality series *The Runner*. Sponsors otherwise will be featured heavily in print and on-air campaigns, on Web sites, and in other added-value attractions.

"When the market is not as strong, you are willing to do more," says Alan Cohen, ABC's executive vice president of advertising, marketing and promotion. "Realis-



tically, though, we here at ABC have had the approach that we want to do more of these deals because they help both of us. It helps get us more awareness and visibility, and it helps them sell more product."

At CBS, Fuji is the lone corporate sponsor on *The Amazing Race*, and network sales executives have again sold six multimillion-dollar corporate sponsorships for *Survivor*.

On *Survivor: Africa*, the third installment of the hit series, sponsors including Cingular Wireless, GM and Visa will get product placement, on-air promos and other incentives along with their regular 30- and 60-second spots.

Fuji came on too late for product placement, but it will be billed as the official film and camera of *The Amazing Race* on-air, in print and on the Web site. CBS has a \$300 million sponsorship deal with Procter & Gamble, but P&G doesn't get any product placement, network executives say. Procter & Gamble does get better placement in advertising rotations, however, others acknowledge.

"If you look at MTV, VH1 or any of the top cable networks, they've been doing this for a long time," says one top broadcast executive. "They have always looked at it very creatively and taken a radio-sales approach to

selling television. When radio-sales guys go out and sell time, 90% of the time, it's a promotion."

Advanswer's DeCabia says there will probably be more deals made that are full of value-added incentives along the lines of UPN's \$30 million deal with media buyer Omnicom and its top clients. The Omnicom package with advertisers, among which are McDonald's, Cingular Wireless, Gillette and Sony, will contain on-

air promos, sweepstakes and even product placement in UPN shows.

As part of the Omnicom deal, expected sponsor products will be placed within

'In order to get more revenue into their companies, [networks] have suddenly become more flexible.'

—Tom DeCabia, Advanswers PHD





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IN BRIEF

LINE OF TELEMUNDO SUITORS LENGTHENS

Eager to capitalize on the growing Hispanic market, AOL Time Warner is considering a play for Spanish-language network Telemundo. AOL Time Warner officials would not comment, but one of its cable executives told BROADCASTING & CABLE, "It makes a lot of sense." Viacom Inc. and NBC aren't backing off: Execs from both reportedly toured Telemundo's Miami headquarters last week. Majority owners Liberty Media and Sony Corp. and an investor consortium are seeking up to \$3 billion for the network they purchased in 1998 for \$539 million.

EXCITE@HOME @CROSSROADS

At press time Friday, the fate of financially troubled Excite@Home was still uncertain. Last Thursday, the board considered a bail-out plan that would require it to file for "prepackaged" Chapter 11 bankruptcy protection. The company has \$1.5 billion in debt and cannot sustain it. A source said that, despite layoffs and other cuts, Excite@Home is burning cash at a rate of \$1 million a day.

The bail-out calls for an investment fund controlled by ex-Clinton White House staffer Mike McLarty to inject \$100 million, but only after a Chapter 11 filing. The high-speed Internet service would continue, but it's not clear whether the Excite portal would.

AT&T is considering a counter-proposal that would give it more control, having spent \$5.5 billion for its 28% stake, now practically worthless. AT&T has promised its 1 million customers and Excite@Home affiliates that the @Home Internet service will continue to function.

episodes of *The Hughleys* and other shows. But UPN is still strongly denying a report that it will give its corner-screen ID bug to sponsors. "That will never happen," says one UPN executive.

"I think everybody realizes that they have to do business differently and they have to be more open than they were before, so that everybody is thinking about different ways of structuring deals than they have in the past," NBC's O'Donnell explains. "Whether it's buying advertiser-supplied programming, whether it's integrating further into a show than you have before, or getting promotional consideration in another media, ... I just think the whole state of the business is changing."

Joe Abruzzese, CBS's president of ad sales,

says product placement and other added incentives are rewards for big sponsorship deals but the network is not going out of its way to do more of them.

"I think it may cross a line that I'm not so sure everyone wants to take yet; there are pluses and minuses to product placement," Abruzzese notes. "It sounds great for the guy getting it, but, for the competitor who wants to buy a spot in that show, it may keep them from getting in."

The WB's midseason reality series *No Boundaries* is sponsored by Ford and will feature contestants driving and winning Ford Explorers. The carmaker already uses the *No Boundaries* slogan in its own marketing campaigns. ■

Summer Sundays sizzle at Lifetime

Cartoon Network slumps 10% despite kids' being out of school

By John M. Higgins

The expected summer onslaught of Cartoon Network didn't materialize, leaving Lifetime Television to remain the top-ranked cable network in prime time.

Lifetime boosted its Nielsen household ratings 22%, to a 2.2, in August, a month when only three of the top 10 networks managed to squeeze out any gain at all.

Cartoon Network tends to surge when the kids are out of school but didn't this August. Its ratings fell 10%, to a 1.8, still good enough to tie for second place with TBS Superstation (off 10%) and USA Network (off 5%).

Although Lifetime gets most of its viewership from movies, such series as *Any Day Now* provide a strong boost.

"The Sunday-night series have stayed well above a 2 all summer long, which gives us a powerhouse night," said Lifetime Senior Vice

President of Research Tim Brooks.

The most notable loser was TNT, which was down 12% from last summer, including one week when it scored a measly 1.3. The network typically runs 1.8-2.0.

Turner Vice President of Audience Development Bob Sieber said that the network is in part suffering from the cancellation of WCW wrestling, which got fat ratings despite lagging rival World Wrestling Federation.

Sieber said he's startled at how poorly the broadcast networks fared. CBS, of course, was *Survivor*-free, and down 19% last month. ABC fell 9% in August and was off 15% for the whole summer. The Big Four dropped 10% while basic cable was up an average of 8%.

"Last summer, both broadcast and basic cable saw gains," Sieber said. "But for the four broadcast nets, it now seems like last summer did not exist." ■

**The Big Four
dropped 10% while
basic cable was up an
average of 8%.**

Running against time

Syndie shows usually get a year to prove themselves; now decisions might come quickly

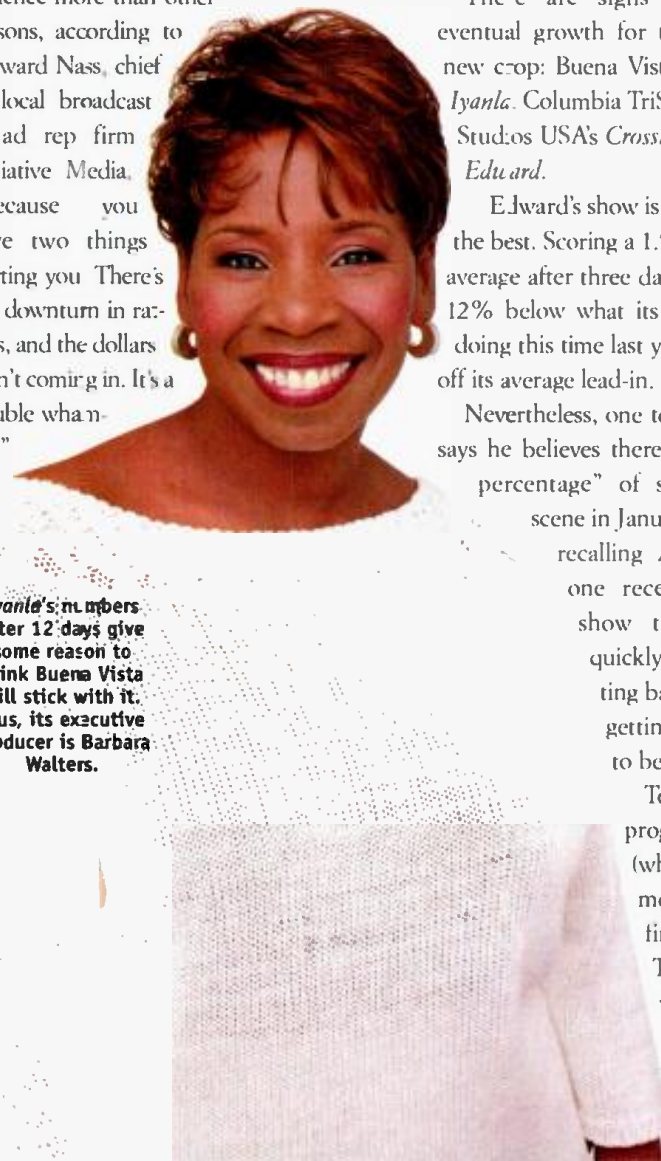
By Susanne Ault

First-run shows are generally blessed with having a full season to prove their worth. But this year? Some insiders are wondering whether studios can be patient, given a really rough ad market that adds another problem to a first-run show's typical difficulties.

Experts say advertising pricing is off 25% from last year's levels for those syndicated series that aren't of *Oprah* or *Judge Judy* quality—and even the A-list shows are seen to be getting 10% below what they were fetching in 2000.

So this season should test studios' patience more than other seasons, according to Howard Nass, chief of local broadcast at ad rep firm Initiative Media. "Because you have two things hurting you. There's the downturn in ratings, and the dollars aren't coming in. It's a double whammy."

Iyanla's numbers after 12 days give some reason to think Buena Vista will stick with it. Plus, its executive producer is Barbara Walters.



Most new syndicated shows operate at a big loss in their first season because stations aren't forced to ante up the nice license fees until a series builds an audience.

But, without the ad dollars that were there last year and given the modest license fees to cover production costs, "it's got to be on their mind" to throw in the towel earlier rather than later, says Nass. "If they see that they are in a terribly negative cash flow, they are going to have to pull the plug."

There are signs of eventual growth for the new crop: Buena Vista's *Iyanla*. Columbia TriStar's *Shipmates* and Studios USA's *Crossing Over With John Edward*.

Edward's show is apparently tracking the best. Scoring a 1.5/4 metered-market average after three days, *Crossing Over* is 12% below what its time periods were doing this time last year. But it's just 6% off its average lead-in.

Nevertheless, one top studio executive says he believes there will be "a higher percentage" of shows leaving the scene in January than previously, recalling *Ainsley Harriot* as one recent example of a show that got dropped quickly. "If you're not getting barter and you're not getting ratings, it's going to be game over."

Teri Luke, director of programming at PMC (which comprises newly merged station rep firms Petry and Blair Television), says, "It was impressive" that

Crossing Over wasn't totally off target. "It's been many years since we've seen that" for a new show, she explains.

Crossing Over may not be feeling the heat to do well right off the bat, since its episodes mostly consist of material from its Sci Fi Channel run. There's not a lot of extra production costs going into its strip version.

And most major syndicators do have deep pockets that would allow them to ride out the ad crunch if they choose. That is likely to be true for Paramount's coming *Rendez-View* and King

World's *The Ananda Lewis Show*, which have Viacom pockets to draw on. And NBC may want to give *The Other Half* extra care, since it will be the first series to roll out of its new in-house syndication division.

Also, Buena Vista could stick with *Iyanla* given the fact that its ratings in week two (1.5/5) topped the first week's numbers (0.9/3) by 67% on key station KNBC-TV Los Angeles. After 12 days, though, *Iyanla* (1.4/5 average) is 30% below its average lead-in (2.0/7) and 18% below what the time periods were doing this time last year (1.7/6). Even so, it "is Barbara Walters' show," notes an insider, referring to the show's high-profile executive producer. "That is not going to be an easy thing to move quickly."

As for *Shipmates* (1.0/3 for three days), it's 17% below its lead-in (1.2/4) and its time periods' year-ago levels (1.2/4). But it's posting respectable results (2.4/6) on WCBS-TV New York.

In the end, though, it all comes down to the bottom line: how much deficit spending the studio is willing to tolerate. ■

'If they see that they are in a terribly negative cash flow, they are going to have to pull the plug.'

—Howard Nass, Initiative Media

IN BRIEF

FCC'S STEWART

FCC Mass Media Bureau Chief Roy Stewart has a decision to make. Although he has survived through the tenures of four previous FCC heads, Chairman Michael Powell has made it clear Stewart will be subordinate to new cable bureau Chief Ken Ferree. Powell plans to combine the Mass Media, Cable Services and satellite-TV duties of the International Bureaus into one TV super bureau under Ferree—a plan first reported in the May 14 issue of *BROADCASTING & CABLE*. The 62-year-old Stewart would be offered a senior post in the bureau, perhaps deputy chief. But it's uncertain he will accept a diminished role. The FCC may reveal more about Powell's planned reorganization of the agency at its Sept. 13 meeting.

START THE BIDDING

Columbia TriStar Television Distribution is looking to turn online auction eBay into a fall 2002 syndicated strip. The currently untitled series, right now targeted for early-fringe and afternoon time periods, would tell the stories of people hunting treasures on eBay, which sells everything from antique cars to designer bags. The show will be produced by LMNO Productions, eBay and Columbia TriStar.

CORRECTIONS

The Top 25 Media Groups listing in the issue of Aug. 27 under-reported the 2000 revenue of two companies. Cablevision had revenue of \$4.4 billion, ranking it No. 16, not No. 17. Cox had revenue of \$7.8 billion, moving it up from No. 12 to No. 9. Also, Paul Allen was incorrectly listed as Charter chairman and CEO. He is chairman, but Jerry Kent is president and CEO.

Won't see you in Sept.

RTNDA, NAB Radio confabs expecting attendance dips

By Dan Trigoboff

Two September trade shows—the National Association of Broadcasters' Radio Show in New Orleans this week and the Radio-Television News Directors Association's annual convention in Nashville, Tenn., the week after—will show not only the state of the art of their respective industries but also the effects of the economic downturn.

NAB expects a drop-off of about 2,000 attendees from last year's record 7,600, and the 20% drop expected by RTNDA from its typical 4,000 or so attendance would put it in the low-3,000 range. Several broadcast groups have told *BROADCASTING & CABLE* it's difficult to justify trade-show travel expenses in a year

when budgets have been slashed and, in some cases, employees laid off.

In addition to the overall economy, the radio show apparently is suffering from a less-than-optimal show time: right after Labor Day. This year's lower attendance will likely match its 1999 figures, which were in the mid-5,000 range, NAB said.

President Barbara Cochran said RTNDA, which has already offered some deep discounts to promote advance registration—is now offering a two-for-one day pass. Both the lower attendance and discounts will hurt the organization's budget, Cochran conceded, and in particular its Freedom of Information activities. ■

Windy City blowup

Possible Playboy-model weathercaster raises hackles in Chicago news circles

By Dan Trigoboff

The possibility that CBS-owned WBBM-TV Chicago would hire a Miami weathercaster with limited news experience and a background that includes *Playboy* pictorials is causing a stir in the news community there.

A *Chicago Tribune* column reported that Jennifer Santiago, weather reporter at CBS sister station WFOR-TV Miami, was seen in the Chicago newsroom recently and had been seen a few years ago entirely differently: in photos that had run thrice in *Playboy* and in *Voluptuous Vixens*, a book



Jen Santiago says she posed for *Playboy* to help pay off law school loans.

Robert Feder, the veteran *Sun-Times* TV critic said station insiders were "mortified." Feder wrote that hiring Santiago would "represent all that's horrible about local television news in gen-

eral and Ch. 2 in particular. In one year's time, the station will have gone from Carol Marin to a 'voluptuous vixen' reading the news."

CBS's Marin, who got national attention for exiting WMAQ-TV Chicago when Jerry Springer briefly did commentaries there, tried an ambitious newscast at WBBM-TV last year.

Santiago called the controversy "shocking and premature" and saw "calculated omissions" in the *Sun-Times'* use of her WFOR-TV bio, highlighting her hobbies, not accomplishments. She noted that her bio also mentions that she is a law school graduate and former prosecutor. Columnist Feder was unavailable for comment.

Then known as Jennifer Klarman, Santiago posed in 1998, she says, to help pay off \$100,000 in law school loans. The pictures were intended for a *Playboy* special on lingerie. "If I had known they might end up in a book called *Voluptuous Vixens*, I might have declined." ■

CNN COO Kent to depart

After trimming operations, he saw his role diminished—as Isaacson ascended

By Allison Romano

CNN's second in command, President and COO Phil Kent, stepped down last week as the news network's executive shuffles continued.

Over the past year, Kent shepherded CNN through the AOL Time Warner

merger, trimmed the budget and overhauled operations, including laying off about 400 employees.

But, as the focus shifted from the business side to polishing the network's journalism and programming, Kent saw his role reduced.

"This will have no effect on the direction [of CNN]," said Walter Isaacson, head of the CNN News Group.

Earlier Turner Broadcasting Chairman Jamie Kellner sidestepped Kent to tap Isaacson, a Time Inc. veteran, to replace Tom Johnson as head of CNN's news operations. Isaacson said Kent agreed to stay on until September to help ease the transition.

Isaacson is slowly getting his footing at CNN. He is crafting a new signature prime time newscast, which should debut in mid-

October, anchored by former ABC star Aaron Brown. Nielsen ratings climbed to a 0.7 rating in August, compared with May and June's 0.6 ratings, and Headline News transitioned to its new format smoothly, albeit with some critical reaction.

CNN said Kent is leaving the company at the end of the month but does not yet have other plans.

Some of Kent's duties will fall to Jim Walton, president of CNN domestic networks, and

Brad Ferrer, CNN News Group's executive vice president of finance, but there are no plans to replace him for now, according to Isaacson. Chris Cramer, head of CNN international, may also play a role.

Kent's departure was no surprise: His background is not editorial but business development, one insider noted. ■

This will have no effect on the direction [of CNN]!

—Walter Isaacson

Levin: FCC front-runner

But Bush could still trump choice with patronage pick

By Bill McConnell

Andrew Levin, aide to the House Commerce Committee's top Democrat John Dingell, is the front-runner to replace Gloria Tristani as FCC commissioner. His stiffest competition appears to be from someone whose name hasn't yet reached the Washington rumor mill.

Dingell, along with House Commerce Committee Chairman Billy Tauzin (R-La.), is pushing Bush and the Senate to put Levin in Tristani's seat, which goes to a Democrat. They argue it's the House's turn to pick a commissioner. Industry sources predict, however, that Bush may try taking advantage of political leverage to dole out a little patronage by nominating a minority or female Texan who also happens to be a conservative Democrat.

After three years of fielding an FCC lineup of two women and an African-American chairman—Tristani, Susan Ness

and William Kennard, respectively—Democrats' only serious prospects have been white guys like Levin, new Commissioner Michael Copps, former cable executive David Krone, and Montana Public Service Commissioner Bob Rowe. Sure, former Gore aide Kathy Wallman is said to be on the list, but few industry observers are betting anybody closely identified with the Clinton administration will get the nod.

So far, either Bush hasn't found the right candidate or hasn't vetted the name on the Hill, according to congressional sources.

Meanwhile, Levin's supporters in the House, said to include Minority Leader Richard Gephardt and Minority Whip David Bonior, are trying to gin up support in the Senate, which is solely responsible for confirming presidential nominations.

Tristani, who last week announced she will step down Friday, has not revealed her plans but is expected to return home to



Andrew Levin has support of both Democrat Sen. Dingell and Republican Sen. Tauzin.

New Mexico and seek nomination to run against Republican Sen. Pete Domenici.

Tristani, one of the FCC's most liberal members during her nearly four years, was a vociferous critic of media consolidation and fierce advocate for children's television. Former FCC Chairman Kennard assigned her to oversee rollout of the V-Chip channel-blocking technology. Of late her key issue has been pushing for tougher FCC investigation of complaints about broadcast indecency. ■

Tennis, anyone?

Upcoming digital network will cover tournaments, instruction, news of stars

By John M. Higgins

With an eye clearly on the recent sales of The Golf Channel and Speedvision, a group of ex-Viacom executives is backing The Tennis Channel, a planned digital cable channel focused on that sport.

Based for now in Santa Monica, Calif., The Tennis Channel aims to provide a mix of tournament coverage, instruction and news of tennis stars. The network is being run by David Meister, an ex-HBO executive who is also a former president of Financial News Network and advised Robert Redford on the startup of the Sundance Channel. Tennis coach and promoter Steve Bellamy is president.

First-round investors include Frank Biondi, former president of Viacom, Universal and Home Box Office; Tom Dooley and Phillippe Dauman, also ex-presidents; and Viacomers that go a lot further back, including Terry Elkes, CEO of Viacom before Sumner Redstone bought control, and ex-Viacom tech wiz Ed Horowitz.

"Tennis is ripe. Television is ripe," said Meister, who has long been an active tennis player but still has a weak backhand.

The venture has more clout than money. So far, the investors have put up just a few million dollars to get things going, one insider said. Ultimately, the operation will probably need \$75 million or more. Biondi said the executives will be involved in working on additional financing rounds.

The network is similar to The Golf Channel and Speedvision, looking to subsist in the early days on low-profile tournaments and early rounds of big tournaments, which the broadcast nets and even ESPN have no interest in. But those matches often feature major players, though generally not pitted against each other.

Most important, the network has the backing of IMG, the key promoter and agent in professional tennis. That offers credibility and entrée as the network seeks TV rights and athletes' support.

Cable executives said they generally like the concept, although they question how many people would tune in for minor matches. Launch is scheduled for next summer, and Meister wouldn't say what kind of a license fee he expects to charge operators. ■

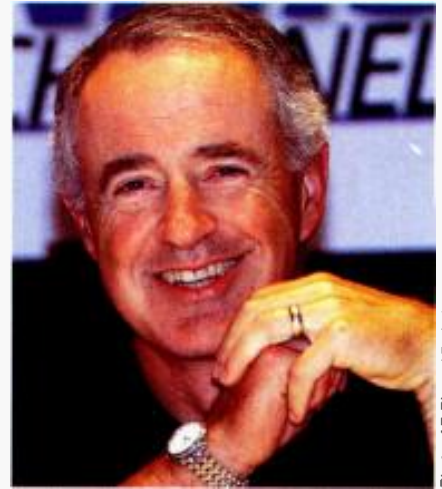


Photo: AP Photo / Beth A. Keiser

Frank Biondi, former president of Viacom, Universal and HBO, is a first-round investor in The Tennis Channel.

Clearheadedly restructuring

Radio's biggest station group channels its resources to maximize synergy

By Dan Trigoboff

Radio's biggest player, Clear Channel, last week reorganized its 1,200-plus-station group into eight regional units and 20 "trading areas."

The idea, said John Hogan, Clear Channel Radio president and COO, is to "maximize the synergy of our unique 50-state reach for our customers."

Each of the eight regions will be run by a senior vice president. The 20 trading areas create a new management tier of regional vice presidents, who will each manage a large market while overseeing smaller markets and report to one of the eight senior vice presidents. All markets will continue to have a local general manager, the company said.

The reorganization came only days after the company announced it will be hiring 500 account execs over the next several weeks.

Filling the eight senior vice president slots are current Clear Channel International Presi-

dent John Cullen, five current Clear Channel senior vice presidents—Jim Shea, Peter Ferrara, Dave Cowl, Jay Meyers and Jim Donahoe—and former Market Managers Rob Williams and J.D. Freeman.

There's a perception, said Leland Westerfield, UBS Warburg analyst, "that any reorganization comes out of weakness, whether it's in a good economy or a bad economy. But this is not a move out of weakness." As Clear Channel has grown, he noted, it has periodically changed structure.

"Clear Channel has famously decentralized its management," he said, "and this is a step along those lines. The personnel restructuring plays to the strengths in its rank

and file, which is among radio's finest. It's a challenge to keep that kind of talent."

Barrington Research Associates analyst James Goss agreed. "It's hard to run 1,200 stations centrally," he said. "And now there's an opportunity for promotion for the talent that shines."

Expanding its sales force, Westerfield says, "pays respect to the localism of radio. Local advertising looks to be a more stable source of dollars." ■

This is not a move out of weakness.'

—Leland Westerfield,
UBS Warburg

THE WEEK THAT WAS

FX'S RAMPART MAY RANKLE L.A.

We smell a controversy brewing. FX said late last week that it has ordered 13 episodes of **Fox Television Studios** police drama *Rampart*, which concerns a group of corrupt Los Angeles cops and their conflicted captain. But a network spokesman says the drama "is not taken from the real Rampart scandal," which threw the city police force and government into crisis in the late '90s when undercover officers in the Los Angeles Rampart district were accused of all kinds of criminal corruption. The series is planned for next spring. "I expect it will raise some eyebrows," says FX President of Entertainment Kevin Reilly. ...

NEWS IN THE NEWS

Gary Condit's ABC News interview helped the network sail to a weekly victory in all key demos. ABC won the week of Aug. 20-26 in both total viewers (9.7 million) and adults 18-49 (3.3 rating), according to Nielsen Media Research. ABC's victory in the adults 18-49 demo snapped NBC's 18-week string atop the category. ...

SEE AND BE SEEN

Court TV kicks off its run of British reality series *Ratrap* with two half-hour episodes Sept. 12. The series chronicles petty crimes like theft and break-ins and analyzes how they could have been prevented. ...

TLC's special *The Human Face*, hosted by Monty Python legend **John Cleese**, harvested an average 1.6 rating for its two parts on Sunday and Monday nights. The special, which explores the human fascination with faces and beauty, scored markedly higher than TLC's 0.9 August average in prime. ...

The Source Hip-Hop Music Awards: 2001 scored UPN's



The Way She Moves gave VH1 a 1.3 household rating.

highest female ratings for a Tuesday night in the network's history. *The Source* awards averaged a 3.7 rating/11 share among females 18-34 and a 2.9/8 in females 18-49, according to Nielsen Media Research. The special averaged 5.4 million viewers and delivered the network's largest Tuesday audience in more than 3½ years. ...

VH1's original movie *The Way She Moves*, about a young woman who falls in love with her salsa instructor, glided to a 1.3 household rating for its premiere Wednesday

night with 1.2 million viewers. The rating is a dramatic improvement for VH1, which has been averaging a 0.4 in prime time all summer. ...

THE PEOPLE MOVER

The latest in a wave of executive defections from the **Discovery Networks** came last week when **Charley Humbar**d, senior vice president and general manager of Discovery Digital Networks, resigned to pursue business ventures in interactive videogames. Humbar headed Discovery's six digital networks for the past three years and had been with Discovery since 1993. ... **Microsoft** co-founder **Paul Allen** filed with the SEC to sell 1 million **USA Networks** common shares. The filing shows that he expects to raise \$23 million in a sale and that he sold almost 1.2 million shares two weeks ago. Allen still has approximately 28 million USA shares. He got the stock when USA bought Ticketmaster, in which he held a major interest. ...

Dean Goodman was named chief operating officer at **Paxson Communications**. He has been president of Pax TV since it launched in August 1998. ... **KNBC(TV)** Los Angeles Vice President and News Director **Nancy Bauer Gonzales** will be leaving the station in what management described as a "mutual and amicable" parting. No replacement was immediately named.

She had been news chief since 1997. ...

JOCK PATROL

Fox Sports ad executives are close to locking in their remaining Major League Baseball post-season ad sales, and sources say the rates are comparable to baseball post-season spots a year ago, with 30-second ads going for \$300,000-\$325,000 apiece. Advertisers include **Miller, Anheuser-Busch, Gillette, John Hancock, Energizer, Charles Schwab** and **Radio Shack**. Insiders say Fox has sold close to 80% of its inventory for the World Series and 65% for the playoffs. ...

Coming off its X Games success, **ESPN2** will roll out a weekday extreme-programming block called **EXPAN Global TV** on Sept. 10. ... **ESPNNews** unveils its spruced-up multi-element screen on Sept. 7, **ESPN's** 22nd anniversary. The new look is highlighted by a real-time scores-and-stats ticker that is continuous, even during commercials.

CABLE'S NEW BIG GUYS

MTV, The Learning Channel, American Movie Classics, CNBC, Headline News and **ESPN2** are all expected to cross the 80 million-subscriber mark in September, according to Nielsen Universe estimates. That's about as big as a cable network can get.

Lend them your ears

Radio is thriving with controversial talk shows, the more extreme the better

By Allison Romano

Attention is better than invention. That's largely the trend in radio syndication today as stations and syndicators opt for more-extreme versions of controversial radio personalities.

As radio executives begin filling New Orleans for the National Association of Broadcasters Radio Show, they're likely to agree that the biggest splash these days comes from *Opie & Anthony*, whose success in Boston and then New York put the show on the syndication road via Westwood One, which reportedly pays its two raunchy talk jocks \$30 million for three years. Likewise, Infinity Broadcasting may be close to signing raucous Chicago personality Eric "Mancow" Muller to a syndication deal.

But those radio personalities are largely extreme mutations of Howard Stern and Don Imus. Industry executives say radio lacks the kind of breakthrough innovations that broadcast networks have conjured up with reality TV (stolen from Europe or MTV) or, to a lesser degree, game shows (reinvented or stolen from England).

"Stations looked at the success [of Stern], and they saw their music audience was dropping off. So how do you do more of what Howard is doing?" asks Premiere Radio Senior Vice President of Programming Gregory Noack.

"Sadly, conformity is the big trend," says radio consultant Holland Cooke. "Shows viewed as cutting-edge, younger and hot degenerate into a couple of Beavis and Butt-head guys chortling at what each other said."

Cooke believes syndication needs fresh female personalities. Dr. Laura Schlessinger's popularity is waning (her short-lived TV show probably didn't help), and some programmers say she's past her prime.

Right now, stations are finding that extreme talk cuts through the clutter. So talk hosts whose style is way over the edge are this year's flavor.

"A good host is one who is opinionated, no matter what the opinion is," Westwood One's chief executive Joel Hollander says.

While other forms of talk radio skew older, extreme talk reaches a desirable 18- to 34-year-old male demographic. *Opie & Anthony* plays on 22 stations, mostly in large cities, but radio execs believe the appeal extends to Middle America.

"Opie and Anthony say the things guys are thinking but can't say. They can play anywhere," said Pat Paxton, vice president of programming at Entercom, the fifth-largest station group.

Hollander's Westwood One, which is managed by Infinity Broadcasting and falls under the Viacom Inc. umbrella, has the lock on extreme talkers, syndicating *Opie & Anthony*, *Don & Mike*, Imus, and Tom Leykis. Separately, Infinity also syndicates Stern.

The industry's other major suppliers, Premiere Radio Networks (owned by Clear Channel Communications, the country's largest station group) and ABC Radio, have big-name political, advice and commentary shows. Premiere syndicates *The Rush Limbaugh Show* and *Dr. Laura*. Earlier this summer, Premiere signed Limbaugh to syndication's richest contract, an eight-year deal worth a

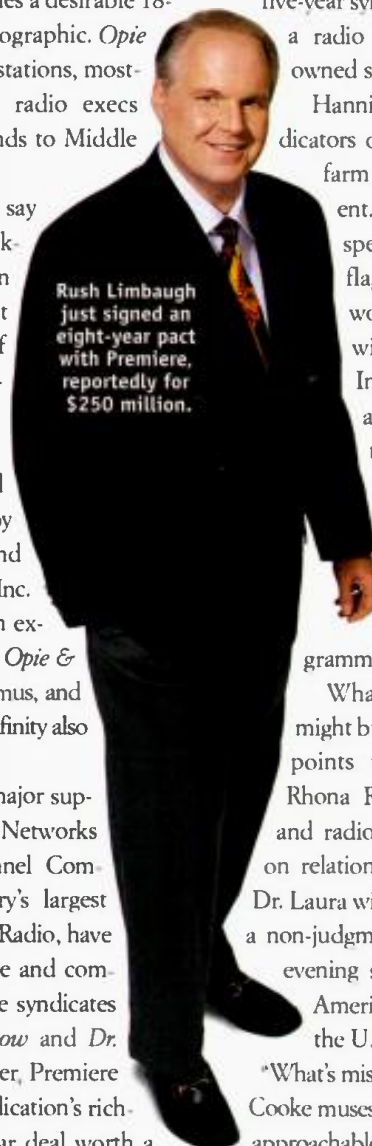
reported \$250 million, plus a \$35 million signing bonus.

ABC's franchise personalities include radio legend Paul Harvey, sports columnist and author Mitch Albom, and Fox News Channel host Sean Hannity. Hannity got his radio start on ABC Radio's New York station and, last week, ABC signed him to a five-year syndication deal. He will begin a radio show heard on six ABC-owned stations on Sept. 10.

Hannity's path is common. Syndicators often use local affiliates as a farm system to develop new talent. Both Albom and Hannity spent several years on ABC flagship stations, and Westwood One did the same thing with political pundit Laura Ingram. ABC, Westwood One and Premiere have an advantage over smaller independent syndicators, such as United Stations, because their affiliations with station groups provide a natural outlet for testing programming.

What alternative approaches might bubble up? Consultant Cooke points to Vancouver, B.C.-based Rhona Raskin, a syndicated writer and radio host who advises listeners on relationships, love and sex. "She's Dr. Laura without the snarling. She's like a non-judgmental older sister." Raskin's evening show is syndicated by Talk America on about 100 stations in the U.S. and Canada.

"What's missing is the opposite of Rush," Cooke muses. "A she, not a he. Engaging, approachable and not condescending." ■



Rush Limbaugh just signed an eight-year pact with Premiere, reportedly for \$250 million.

**EMMIS
COMMUNICATIONS
CORPORATION**

\$1,400,000,000
Senior Credit Facilities

Co-Lead Arranger

**INNER CITY
BROADCAST HOLDINGS**

\$120,000,000
Senior Credit Facilities

Syndication Agent

**INNER CITY MEDIA
CORPORATION**

\$25,000,000

Private Equity Investor

**TRANSWESTERN
PUBLISHING
COMPANY, LLC**

\$75,000,000
Senior Subordinated Notes

Joint Books

**TRANSWESTERN
PUBLISHING
COMPANY, LLC**

\$15,000,000

Private Equity Investor

**TRANSWESTERN
PUBLISHING
COMPANY, LLC**

\$300,000,000
Senior Credit Facilities

Co-Lead Arranger &
Syndication Agent

**MEDIACOM
COMMUNICATIONS
CORPORATION**

\$450,000,000
Follow-On Equity Offering

Co-Manager

**MEDIACOM
COMMUNICATIONS
CORPORATION**

\$380,000,000
Initial Public Offering

Co-Manager

**ADELPHIA
COMMUNICATIONS
CORPORATION**

\$500,000,000
Convertible Preferred

Co-Manager

**PRINCETON VIDEO
IMAGE, INC.**

\$17,500,000
Equity Investment

Advisor & Placement Agent

COTTER GROUP

has been acquired by
SFX/Clear Channel
Communications

Sellside Advisor

**QUINCY
NEWSPAPERS, INC.**

\$180,000,000
Senior Credit Facilities

Sole Arranger

**THE FLORIDA
OUTDOOR DIVISION
OF THE ACKERLEY
GROUP, INC.**

has been acquired by
Clear Channel
Communications

Sellside Advisor

CSC HOLDINGS, INC.
Parent of Cablevision Systems Corporation

\$1,000,000,000
Senior Notes

Co-Manager

**GOCOM
COMMUNICATIONS**

\$28,653,000

Private Equity Investor

**GOCOM
COMMUNICATIONS**

\$90,000,000
Senior Credit Facilities

Arranger &
Administrative Agent

**NEXSTAR
BROADCASTING GROUP**

\$160,000,000
Senior Subordinated Notes

Co-Manager

**NEXSTAR
BROADCASTING GROUP**

\$275,000,000
Senior Credit Facilities

Documentation Agent

**CHARTER
COMMUNICATIONS**

\$300,000,000
Senior Discount Notes

Co-Manager

**SINCLAIR
BROADCAST GROUP**

\$1,100,000,000
Senior Credit Facilities

Documentation Agent

**MORRIS
MULTIMEDIA**

\$85,000,000
Senior Credit Facilities

Arranger &
Administrative Agent

**PAXTON MEDIA
GROUP, INC.**

\$325,000,000
Senior Credit Facilities

Syndication Agent

**BLOOMINGTON
BROADCASTING
CORPORATION**

has been acquired by
Citadel Communications
Corporation

Sellside Advisor

**YOUNG
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\$800,000,000
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StationBreak

BY DAN TRIGOBOFF

CHICAGO REPORTER AIDS RESCUE

Veteran WLS-TV Chicago reporter Paul Meincke moved to center stage during a hostage crisis last week when a suspected bank robber refused to allow police to treat an officer he allegedly had shot. Meincke was asked by police spokesman Pat Camden if he would talk via cell phone to suspect Daniel Salley, who was down the hall and said he would surrender if he could tell his story to the media. As a precaution, Meincke was given a bullet-proof vest. He spoke with Salley for about two minutes, after which Salley surrendered.

Meincke, who was unable to ask questions during the brief talk, was mindful of the departure from the journalists' role and told viewers that, "while you don't want to stop being a journalist, ... the greater good has to be served here." Police had been unable to get to their wounded colleague for more than two hours. Meincke told BROADCASTING & CABLE a few hours after the incident that he also wanted to clear up local reports claiming he'd negotiated with the suspect. "I just listened. I don't know if I would

have been keen on doing it if it had been face to face."

OPENING AT O&O

KNBC (TV) Los Angeles Vice President and News Director Nancy Bauer Gonzales will be leaving in what President and General Manager Paula Madison described as a "mutual and amicable" parting. Bauer Gonzales had been with the station since 1989 and became news director in 1997. No replacement has been named, nor did Bauer Gonzales announce any plans, although there was speculation last week that she might be seeking the vacant news directorship at Los Angeles's KCAL(TV), where her husband, David Gonzales, is an anchor.

Madison said she admired Bauer Gonzales' "professionalism, leadership, news sense and her decision to pursue a better balance between her work and family life," while other L.A. newspeople suggested the split came over the two managers' differing visions of the KNBC newsroom. Madison herself was news director at NBC's New York flagship station, WNBC-TV, before being named GM in Los Angeles last

year and has made numerous changes in personnel and approaches at KNBC-TV.

L.A. LAYOFFS

Beginning the process of combining its two Los Angeles TV stations, Fox has laid off close to a dozen people so far—from finance, programming and sales. All those losing their jobs came from KCOP(TV), the Chris-Craft station acquired by Fox. Amid the anxiety and job insecurity, sources say, some of the fired workers had thought when they began to report to KTTV(TV)'s Bundy Street facility to learn about KTTV procedures that they were being spared the ax.

WCBS-TV BOLSTERING NEWS MANAGEMENT

Husband-and-wife news managers Richard Bamberger and Kristen Quillinan will leave Fox's WJBK(TV) Detroit next week for CBS's ratings-troubled flagship WCBS-TV New York. Joel Cheatwood, who is both executive VP for news at the Viacom station group and news director at WCBS-TV, called the two "dynamic news managers ... aggressive, innovative journalists who bring

great passion to their work."

Among their competitors will be their former boss, Neil Goldstein, who left WJBK(TV) to head Fox's new duopolized news in New York.

The hiring follows the exit of Executive Editor John Bell, who left several weeks ago after a minor scuffle with a producer. Management has considered hiring a news director for WCBS-TV, allowing Cheatwood to direct attention to other stations in the expanded group. The group recently hired WBAL-TV Baltimore News Director Princell Hair to share news management with Cheatwood.

TIME MARCHES ON INTO COURT

Newsman Dave Minshall's age-discrimination case against KMGH reached trial last week in Denver, part of a flurry of such lawsuits. Veteran TV weather forecaster Craig Weber last week sued his former station, WPHL-TV Philadelphia, contending managers violated federal age-discrimination law in bypassing him for better jobs and then firing him last year in favor of younger on-air talent. The station has not yet responded. A few weeks ago, Florida jurors rejected Steve Alvarez's claim he was a victim of age discrimination when WPLG(TV) Miami did not renew his contract in 1999.

All news is local. Contact Dan Trigoboff at 301-260-0923, e-mail dtrig@erols.com or fax 413-254-4133.



Focus Davenport-Rock Island-Moline

THE MARKET

DMA Rank	90
Population	779,000
TV homes	303,000
Income per capita	\$16,737
TV revenue rank	87
TV revenue	\$46,800,000

COMMERCIAL TV STATIONS

Rank*	Ch.	Affil.	Owner
1	KWQC-TV	6 NBC	Young Bcst.
2	WQAD-TV	8 ABC	NY Times Co.
3	WHBF-TV	4 CBS	Citadel Comm
4	KLJB-TV	18 Fox	Milton Grant
5	KGWB-TV	26 WB	Milton Grant
6	WQPT-TV	24 PBS	Black Hawk

*May 2001, total households, † a.m.-2 a.m., Sun.-Sat.

CABLE/DBS

Cable Subscribers (HH)	203,010
Penetration	67%
ADS Subscribers**	51,510
ADS Penetration	17%
DBS carriage of local TV	No

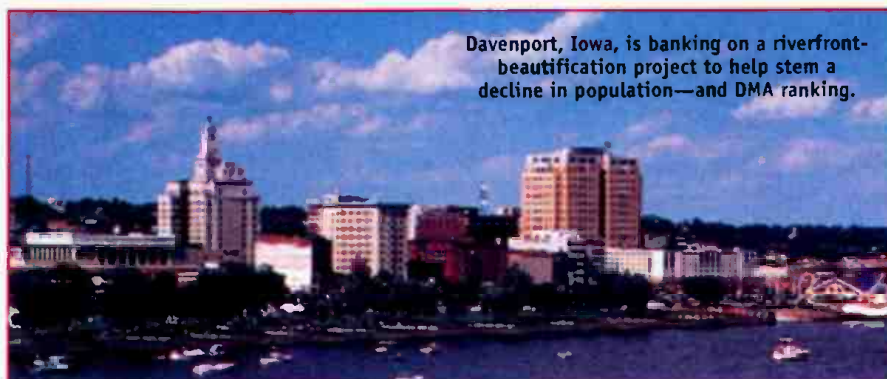
**Alternative Delivery Systems, includes DBS and other non-cable services, according to Nielsen Media Research

WHAT'S NO. 1

Syndicated show	Rating/Share***
<i>Wheel of Fortune</i> (KWQC-TV)	18/38
Network show	
<i>ER</i> (KWQC-TV)	24/39
5 p.m. newscast	
KWQC-TV	12/33
10 p.m. newscast	
KWQC-TV	20/42

***May 2001, total households.

Sources: Nielsen Media Research, BIA Research



Davenport, Iowa, is banking on a riverfront-beautification project to help stem a decline in population—and DMA ranking.

Looking for respect

You'd think the mighty Mississippi would spark interest as a historical landmark. But the Davenport, Iowa-Rock Island-Moline, Ill., market, evenly split by the river, is often overlooked.

Davenport, like Iowa in general, is struggling to shift away from a farming economy, with a lot of people leaving the area to look for work elsewhere. Not only does it carry a weak, 90 DMA ranking, but that is down from an 88 last year.

However, the region last month nabbed a \$20 million grant toward a \$113 million riverfront-beautification project. The plan, part of a \$190 million "Iowa Vision" rejuvenation, is intended to ramp up tourism by turning Davenport into an entertainment hot spot, taking advantage of its river locale.

"Hopefully, that will have an impact in attracting some businesses," says Jim Graham, president and general manager of Young Broadcasting NBC affiliate KWQC-TV. "It should improve the quality of life and create some excitement in downtown Davenport."

Graham's newscast ratings typically are double those of his nearest competitor, ABC affiliate WQAD-TV, but he admits that it's tough to enjoy them when the market is diminishing. "Our goal obviously would be to increase the population and then improve our ranking," he notes.

KWQC-TV deserves the recognition, he says, because, with "our news coverage and the [expertise] of the people we have here, we can compare with the bigger markets."

Also boosting the growth prospects for the Davenport market, which also includes the stations WHBF-TV (CBS), KLJB-TV (Fox) and KGWB-TV (WB), is the emerging biotechnology industry. Soybeans, Graham points out, can be made into a great substitute for petroleum products. "That's good for everybody's future, not just for people here," he stresses. "And this is the natural place to develop alternatives that involve agriculture." —Susanne Ault



big apple...big debut!

SHIPMATES is the #1 new strip in New York!

Rank	Program	Station	Time Period	HH Rtg.
#1	SHIPMATES	WWOR	11:30pm	3.2
#2	Iyanla	WABC	12:30am	2.2
#3	John Edward	WCBS	3:00pm	1.6

SHIPMATES



The Leader in Young Adult Programming.
cttd.com

Changing Hands

TVs

WFXU(TV) Live Oak/Tallahassee, Fla./Thomasville, Ga.

Price: \$250,914

Buyer: Pegasus Communications Corp., Bala Cynwyd, Pa. (Marshall W. Pagon, president/owner); owns/is buying seven other TVs; has LMAs with four more.

Note: Pegasus has option to acquire all of seller's TVs; Pagon's mother is married to chairman of seller

Seller: KB Prime Media LLC, Gladwyne, Pa. (Guyon W. Turner, president/20% owner); owns three TVs

Facilities: Ch. 49, 2,500 kW visual, ant. 443 ft.

Affiliation: Fox

Combos

WCKL(AM)-WCTW(FM) Catskill/Poughkeepsie and WHUC(AM)-WZCR(FM) Hudson/Poughkeepsie, N.Y.

Price: \$4.3 million cash

Buyer: Clear Channel Communications Inc., San Antonio (L. Lowry Mays, chairman; Randy Michaels, CEO, Clear Channel Radio); owns/is buying 17 TVs and about 1,170 other radio stations, including six FMs and one AM in Poughkeepsie.

Note: Clear Channel will have to divest three FMs in this market to comply with FCC ownership caps

Seller: Concord Media Group Inc., Odessa, Fla. (Mark W. Jorgenson, president/owner); owns/is buying nine FMs and eight AMs; has TBAs with Ohio FM and Pennsylvania AM. Jorgenson also owns/has interest in five other AMs and two other FMs

Facilities: WCKL: 560 kHz, 1 kW day; WCTW: 98.5 MHz, 2.1 kW, ant. 393 ft.; WHUC: 1230 kHz, 1 kW; WZCR: 93.5 MHz, 3 kW, ant. -15 ft.

Formats: WCKL: nostalgia; WCTW: bright AC; WHUC: news talk; WZCR: hot country

WKBH(AM) Holmen/LaCrosse and KFBZ(FM) Trempealeau/LaCrosse, Wis.

Price: \$1.5 million

Buyer: Faith Sound Inc., Rochester, Minn. (Raymond Logan, president/25% owner); owns KFSI(FM) Rochester

Seller: Riverview Communications Inc., Onalaska, Wis. (Pat Delaney, secretary). Principals own 51% of KGRA(FM)

Station Trades	
By dollar volume and number of sales; does not include mergers or acquisitions involving substantial non-station assets	
THIS WEEK	
TV/Radio	\$0 □ 0
TVs	\$250,914 □ 1
Combos	\$7,420,000 □ 4
FMs	\$27,500,000 □ 10
AMs	\$1,772,350 □ 6
Total	\$36,943,264 □ 21
SO FAR IN 2001	
TV/Radio	\$200,000,000 □ 1
TVs	\$574,304,028 □ 26
Combos	\$2,795,226,572 □ 69
FMs	\$447,827,555 □ 134
AMs	\$125,754,661 □ 93
Total	\$4,143,112,816 □ 323

Jefferson and KKRF(FM) Stuart, Iowa
Facilities: AM: 1570 kHz, 1 kW day, 500 W night; FM: 105.5 MHz, 3 kW, ant. 531 ft.

Formats: AM: sports; FM: AOR
WBNC-AM-FM and WMWV(AM) Conway, N.H.

Price: \$820,000 (includes consulting and noncompete agreements)

Buyer: Mt. Washington Radio & Gramophone LLC, Hollis, N.H. (Ronald Frizzell, 51% member); no other broadcast interests

Seller: North Country Radio Inc., Conway (Lawrence "Skip" Sherman, president); no other broadcast interests

Facilities: WBNC(AM): 1050 kHz, 1 kW day, 63 W night; WBNC-FM: 104.5 MHz, 3 kW, ant. 328 ft.; WMWV: 93.5 MHz, 3 kW, ant. 420 ft.

Formats: WBNC(AM): simulcasts FM; WBNC-FM: oldies; WMWV: AAA
WISL-AM-FM Shamokin (between Harrisburg and Williamsport), Pa.

Price: \$800,000

Buyer: Clear Channel Communications Inc., San Antonio (L. Lowry Mays, chairman; Randy Michaels, CEO, Clear Channel Radio); owns/is buying 17 TVs and about 1,170 other radio stations, including five FMs and two AMs in Harrisburg; two FMs and one AM in Williamsport

Seller: MJR Media Inc., Shamokin (Charles Michael Hagerty, president); no other broadcast interests.

Note: MJR acquired combo for \$400,000 in 1997

Facilities: AM: 1480 kHz, 1 kW day, 250 W night; FM: 95.3 MHz, 3 kW, ant. 505 ft.

Formats: AM: adult standards; FM: oldies
Broker: Gordon P. Moul & Associates Inc.

FMs

KTFA(FM) Groves/Beaumont, Texas

Price: \$4.5 million

Buyer: Clear Channel (see first Combo item, above); already owns six FMs and two AMs in Beaumont.

Note: Clear Channel will have to divest two FMs in this market to comply with FCC ownership caps

Seller: Voice in the Wilderness Broadcasting Inc., Beaumont (Ralph H. McBride, president); owns KOLE(AM) Port Arthur, Texas

Facilities: 92.5 MHz, 50 kW, ant. 440 ft.

Format: Contemporary Christian
Construction permit for WEGF(FM) Montezuma/Macon, Ga.

Price: \$4.5 million

Buyer: US Broadcasting LP, Macon (Magic Broadcasting II Inc., sole general partner [Donald G. McCoy, president/88% owner]); owns five FMs and three AMs in Macon market and KWRP(FM) San Jacinto, Calif.

Note: Deal is contingent on relocation of US's WPEZ(FM) from Macon to Hampton (near Atlanta), Ga.

Seller: Broadcast Equities Corp., Hawkinsville, Ga. (James Popwell Sr., president). Popwell owns four FMs and two AMs, all Ga.

Facilities: 95.1 MHz, 6 kW, ant. 138 ft.

WMGG(FM) Dade City/Tampa/St. Petersburg, Fla.

Price: \$4.1 million

Buyer: TAMA Group LC, Tampa (Glenn W. Cherry, president), owns WTMP(AM) Tampa

Seller: Mega Communications LLC, Silver Spring, Md. (Alfredo Alonso, president); owns 13 AMs and three FMs, including WMGG(AM) and WLCC(AM) Tampa/St. Petersburg

Facilities: 96.1 MHz, 3.8 kW, ant. 413 ft.

Format: Spanish

Broker: Hadden & Associates
WFGR(FM) Grand Rapids, Mich.

Price: \$3.9 million (for stock)

Buyer: Regent Communications Inc., Covington, Ky. (William L. Stakelin, president/0.43% owner); owns/is buying 36 other FMs and 15 AMs, including three FMs in Grand Rapids

Seller: Haith Broadcasting Corp., Grand Rapids (Thomas J. Beauvais, president); no other broadcast interests

Facilities: 98.7 MHz, 2.75 kW, ant. 492 ft.

Format: Classical

WHLZ(FM) Manning/Florence, S.C.

Price: \$3 million cash

Buyer: Apex Broadcasting Inc., Meridian, Miss. (Houston L. Pearce, chairman/51% owner); owns three other FMs and two AMs, all Louisiana. Pearce owns four more FMs and two more AMs, all Alabama
Seller: Cumulus Media Inc., Atlanta (Lewis W. Dickey Jr., president/75% owner of one of Cumulus's three attributable shareholders; brother John W. Dickey, executive vice president); owns/is buying 218 FMs and 91 AMs, including five FMs and one AM in Florence

Facilities: 92.5 MHz, 100 kW, ant. 1,207 ft.

Format: Country

KLFX(FM) Nolanville/Harker Heights/Killeen/Temple, Texas

Price: \$2.6 million cash (includes 5-year noncompete agreement)

Buyer: Clear Channel (see items above); already owns seven FMs in Killeen/Temple. Clear Channel will have to divest two FMs in this market to meet FCC ownership caps

Seller: Sheldon Broadcasting Ltd., Temple, Texas (Ken Williams, vice president of general partner/33% owner). Williams owns 33.3% of KTON(AM) Belton/Copperas Cove, Texas

Facilities: 107.3 MHz, 980 W, ant. 581 ft.

Format: Rock

KLOI(FM) Silsbee/Beaumont, Texas

Price: \$2.5 million (includes 2-year, \$200,000 LMA and \$200,000 in assumption of obligations)

Buyer: Cumulus Media Inc., Atlanta (Lewis W. Dickey Jr., president/75% owner of one of Cumulus's three attributable shareholders; brother John W. Dickey, executive vice president); owns/is buying 218 FMs and 91 AMs, including four FMs and two AMs in Beaumont

Seller: Hilco Communications Inc., San Antonio (William Hill, president); no other broadcast interests. Note: KLOI was bought, along with KSET(AM) Silsbee, for \$175,000 (Changing Hands, Jan. 1). Buyer was listed as Dave Collier Communication

Broadcasting Inc.; seller was Proctor-Williams Inc.

Facilities: 101.7 MI Iz, 3 kW, ant. 200 ft.

Format: Oldies

Broker: Connelly Co. and Proctor Group Inc. (both seller)

Construction permit for WSQR(FM) Genoa (near Rockford and Chicago), Ill.

Price: \$1.5 million

Buyer: Dontron Inc., Blue Bell, Pa. (Donald B. Crawford, president/owner). Crawford's Crawford Broadcasting owns 27 other radio stations

Seller: DeKalb County Broadcasters Inc., Plano, Ill. (Larry Nelson, president); no other broadcast interests

Facilities: 106.3 MHz

WBIP-FM Boonville/Jackson, Miss.

Price: \$700,000 cash (excludes call letters; includes 5-year noncompete agreement)

Buyer: Clear Channel (see items above); owns four FMs and two AMs in Jackson

Seller: Community Broadcasting Services of Mississippi Inc., Boonville (Larry Melton, president); owns WBIP(AM) Boonville

Facilities: 99.3 MHz, 6 kW, ant. 300 ft.

Format: Southern gospel

Broker: Media Services Group Inc. (seller)

KOLX(FM) Barting/Fort Smith, Ark.

Price: \$600,000

Buyer: Prime LLC, Fayetteville, Ark. (Jerry Patton, 50% managing member); owns KDAB(FM) Prairie Grove/Barting and KFPW(AM) Fort Smith, Ark.; is buying KFPW(AM) Fort Smith

Seller: Toccoa Falls College, Toccoa Falls, Ga. (Wayne Gardner, executive vice president); owns one FM and six AMs

Facilities: 94.5 MHz, 31 kW, ant. 502 ft.

Format: Religion, talk

AMS

KALL Salt Lake City

Price: \$232,350 cash

Buyer: Mercury Broadcasting Co. Inc., San Antonio (Van H. Archer III, president/owner); owns one TV, four FMs and two AMs, including KRAR(AM) Brigham City/Salt Lake City, KCPX(FM) Centerville/Salt Lake City and KOSY(FM) Spanish Fork/Salt Lake City, Utah. Archer owns 49% of five more FMs and two more AMs, none in Utah

Seller: Clear Channel (see items above); owns four FMs and two AMs in Salt Lake City; is acquiring KTVX(TV) Salt Lake City

Facilities: 910 kHz, 5 kW day, 1 kW night

Format: News/talk, sports

KOKO Warrensburg, Mo.

Price: \$435,000

Buyer: D&H Media LLC, Warrensburg (Loree and Vance Delozier, each 37% members); no other broadcast interests

Seller: Bick Broadcasting Co., Hannibal, Mo. (James E. Janes, president); no other broadcast interests. Note: Bick acquired station for \$310,000 in 1999

Facilities: 1450 kHz, 1 kW

Format: AC, news/talk

KLOC Ceres/Stockton, Calif.

Price: \$400,000

Buyer: Threshold Communications, Modesto, Calif. (co-general partners James Arata and Douglas Wulff)

Seller: Z-Spanish Trusts, Stamford, Conn. (Mark Inglis, trustee); owns five FMs and four AMs, all California

Facilities: 920 kHz, 2.5 kW

Format: Contemporary Spanish

WTAL Tallahassee, Fla.

Price: \$400,000

Buyer: Live Communications Inc., Tallahassee (Rev. R.B. Holmes, principal); no other broadcast interests

Seller: Unique Broadcasting LLC, Fairview, Tenn. (John H. Wiggins, manager/owner); owns KKLY(FM)

Pecos/Odessa/Midland and KKJW(FM) Stanton, Texas. Wiggins is buying CP for WJHW(FM) Bainbridge, Ga.

Note: Unique recently bought WTAL for \$135,000 (Changing Hands, June 11)

Facilities: 1450 kHz, 1 kW

Format: News/talk

Broker: Kempff Communications Co.

52% of WRHB Kendall/Miami, Fla.

Price: \$260,000 cash (for stock)

Buyer: New World Broadcasting Inc., Miami (Adib Eden, president/95% owner); currently 48% owner. Eden is managing general partner of Canede LLP, which is managing general partner of 80% owner of WKAT(AM) Miami

Seller: Richard A. Bowers, San Jose, Calif.

Facilities: 1020 kHz, 8.9 kW day, 980 W night

Format: Spanish

WCNR Bloomsburg, Pa.

Price: \$45,000

Buyer: Columbia Broadcasting Co., Fairport, N.Y. (Joseph F. Reilly, president/owner); no other broadcast interests

Seller: Community Communications Inc., Bloomsburg (Paul R. Eyerly III, president); no other broadcast interests. Note: CCI has owned station since 1966

Facilities: 930 kHz, 1 kW day, 23 W night

Format: News/talk, sports

—Compiled by Elizabeth A. Rathbun

IN BRIEF

SINCLAIR KNOCKS FCC DUOPOLY RULES

FCC restrictions on TV duopolies and local marketing agreements lack "any rational foundation," Sinclair Broadcasting is telling federal judges. The TV station group is challenging an FCC rule barring one company from controlling two stations in the same market if fewer than eight separately owned stations would remain after the deal. Sinclair would be forced to divest LMAs in Columbus and Dayton, Ohio; Charleston, S.C.; and Charleston, W.Va., if the eight-voice test is upheld. Sinclair insists the voice test is a drastic solution that fails the U.S. Supreme Court's "strict scrutiny" test, which requires infringements on free-speech rights to be tailored as narrowly as possible. If the voice-test idea is upheld, the company said in a court filing, the standard should include other media outlets in a market too, such as radio stations, newspapers and cable systems.

RTNDA LOBBIES AGAINST ANTI-LEAK LAW

The Radio-Television News Directors Association last week urged lawmakers to oppose plans by Sen. Richard Shelby (R-Ala.) to reintroduce legislation imposing criminal penalties and fines on federal employees who disclose classified information. "The language of the legislation is sweeping," wrote RTNDA President Barbara Cochran in a letter to members of the House and Senate intelligence committees. "Its potential impact on the public's right to know would be disastrous."

FM bidfest looms

Despite thorny issues, FCC sticks with Dec. 5 bid date that many want delayed

By Bill McConnell

Anybody who wants one of 350 FM stations scheduled to go on the block in December better get going with those applications.

Despite a court decision throwing the auction in doubt and the skepticism of many in the radio industry about whether the agency can keep to the timetable, FCC officials are still sticking to the application window, slated to be open between Sept. 24 and Oct. 5.

At the heart of the FCC's dilemma is a federal appeals court ruling throwing out rules that forced public and other noncommercial broadcasters to bid for channels located on the commercial part of the spectrum. The FCC is trying to rewrite the channel-allocation rules in time to head off a delay of the Dec. 5 bidding date.

Although FM frequencies between 88 and 92 MHz are reserved for noncommercial users, such users also may operate on unre-served portions of the spectrum.

Difficulties slowing the rewrite are preventing the FCC from scheduling auctions for another 100 FM channels, 250 AM frequencies and four TV stations.

Until now, solutions to the problem of locating noncoms have been floated only by National Public Radio and public-advocacy groups, which brought the suit against the previous bidding requirements. Their suggestions: Either use the point system currently used for the noncommercial band or apply a need-based formula giving noncommercial applicants the edge when a market has few public stations.

Those ideas are generating little enthusiasm

among commercial broadcasters, who fear that noncommercial applicants will have a big advantage.

The current noncommercial point system grants licenses to top-scoring applicants based on points won for local ownership, service to local schools, and technical performance. Ties would be decided in favor of applicants with the fewest licenses and pending applications.

Media Access Project Deputy Director Cheryl Leanza believes a completely different point system can be designed that would not disadvantage commercial broadcasters. "It's premature for them to protest because a specific proposal hasn't been formulated," she notes.

Agency has to devise new rules for noncom bidders.

Both sides do agree on one point. They say the FCC would be wise to postpone the application and auction dates. The number of competing requests from noncommercial applicants will be needlessly inflated, according to Leanza, because many are likely to file requests in all 350 markets unless they can accurately predict their chances in specific markets. "Proceeding on this timetable will maximize the number of mutually exclusive applications," she explains.

The dilemma is so intractable that Congress ultimately will be forced to step in, predicts Peter Tannenwald, also a broadcast-industry attorney. "It's an unworkable situation that Congress needs to address," he observes.

Commercial and public broadcasters are leery of getting Congress involved because both sides could lose ground to religious broadcasters, who so far are sitting out the fight over the court-ordered rewrite. Religious stations are eligible for noncommercial licenses, too, and have benefited from the court's decision. ■

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Static online

Legal issues, money woes slow growth of Internet radio

By Michael Grotticelli

Radio on the Web has hit a wall of static. What began as a promising way for stations to extend their brand online (and pick up a few extra bucks along the way) has turned into a legal and financial minefield.

To start with, like all Internet-related businesses, advertising on radio sites has gone into the tank. Paul Maloney, editor of the online *Radio and Internet Newsletter*, says, "We saw heavy spending in 1999 and early in 2000, but revenues for most sites began to see a downturn in the second half of last year. This continues today. When there's confusion, people tend to play it safe and do nothing."

Web radio also suffers from the fact that most PC users still access it through dial-up services, at bit rates of no more than 56 kb/s. That's fine for text and graphics but too slow for audio streams. Faster broadband access—cable modems and DSL—is coming, but, according to James DePonte, of Price-waterhouseCoopers, only 8.2 million of the 54.3 million Internet homes will have it by the end of this year.

Ad dollars and bandwidth aside, however, what concerns broadcasters most is the uncertainty surrounding royalty payments that a court has ruled that they must pay to the record companies for streaming content they already play on air.

The Radio Industry Association of America (RIAA) thinks that radio Webcasters should pay record companies up to 15% of their revenue to compensate artists whose songs are played online. Stations

counter that they already pay fees to broadcast the same music. With little revenue from the Web, they say, the additional costs make Webcasting prohibitive for many small to midsize companies.

The courts have sided with the record industry, and an arbitration panel is trying to figure out what the music licensing fees should be. Hearings should wrap up in a few weeks, with a final decision expected early next year. The fees would apply retroactively to October 1999.

Commercial actors also want a piece of the online action. Their union, the American Federation of Television and Radio Artists (AFTRA), has claimed that members are not getting their due when radio spots featuring them get a second run on the Web.

Webcasting "is not a high priority at this point," said Richard Parker, of Kelly Communications, owner of four stations. "The investment in time and technology for a non-revenue-producing aspect of our business that's in litigious uncertainty is just not worth it to us."

A group of owners representing nearly 200 stations, including Bonneville, Emmis, Corus Entertainment and Jefferson-Pilot, have joined in the Local Media Internet Venture (LMIV) to answer the challenge of online competitors.

LMIV President Jack Swarbrick hopes that the RIAA will put a cap on the fees. "This issue has put such a damper on the streaming environment that I think everyone involved needs to be very careful that we don't kill the distribution channel that could mean additional revenue for us all." ■



LMIV's Jack Swarbrick hopes for a cap on royalty fees: "Everyone involved needs to be very careful that we don't kill the distribution channel that could mean additional revenue for us all."

WebWatch

CABLE AND NETWORK SITES

July 2001

Ranked by gender composition
Source: Jupiter Media Metrix

Site	Males 18+	Chg.
1 THEGOLFCHANNEL.COM	68.8	25.30%
2 ANIMALPLANET.COM	67.1	44.90%
3 ESPN*	65.5	1.70%
4 CNBC.COM	62.9	-11.30%
5 SCIFI.COM	61.0	-11.70%
6 FXNETWORKS.COM	60.	33.00%
7 CNN.COM	59.3	3.50%
8 COURTTV.COM	59.	43.20%
9 FOXNEWS.COM	57.4	-14.20%
10 WEATHER.CO	54.2	6.30%
11 VH1.COM	53.2	27.90%
12 MSNBC.COM	53.	-0.70%
13 A&E.COM SITES*	50.7	-14.90%
14 COMEDYCENTRAL.COM	50.4	5.60%
15 ODYSSEYHNN.COM	49.9	2.00%
Cable/Network Universe	45.7	0.40%

Site	Females 18+	Chg.
1 LIFETIMETV.COM	67.0	-13.00%
2 USANETWORK.COM	60.8	-1.10%
3 HGTV.COM	60.1	-2.40%
4 FOODTV.COM	57.	0.50%
5 COUNTRY.COM	54.9	25.30%
6 TLC.COM	52.	63.90%
7 ABC*	50.3	-14.00%
8 TVLAND.COM	49.4	-13.90%
9 DISCOVERY.COM	48.3	5.20%
10 EONLINE.COM	47.	11.90%
11 HISTORYCHANNEL.COM SITES*	46.1	-7.40%
12 CBS.COM SITES*	44.	7.10%
13 BET.COM	44.3	23.10%
14 A&E.COM SITES*	42.8	23.70%
15 MSNBC.COM	42.2	-2.10%
Cable/Network Universe	42.3	0.00%

NEWS SITES

Site	Males 18+	Chg.
1 BLOOMBERG.COM	71.6	-0.70%
2 CNNFN.COM*	68.	9.10%
3 CNBC.COM	62.9	-11.30%
4 CNN.COM	59.	3.50%
5 FOXNEWS.COM	57.4	-14.20%

Site	Females 18+	Chg.
1 MSNBC.COM	42.2	-2.10%
2 FOXNEWS.COM	40.6	32.20%
3 ABC NEWS*	38.6	-18.20%
4 CNN.COM	36.4	-5.50%
5 CNBC.COM	33.4	23.70%

Composition: The percentage of a Web site/channel/application's visitors that belong to a specific age/gender grouping

* Represents an aggregation of commonly owned/branded domain names

Chg.: Change from previous month.

—Statistically insignificant traffic

Note: Sites categorized by BROADCASTING & CABLE

NA: Comparison with previous month not available

NC: No change from previous month

Sample size: More than 60,000 individuals nationwide

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IN BRIEF

GLOBAL CROSSING HELPS CNBC GET THERE

Starting Sept. 1, CNBC Europe will distribute its programming over Global Crossing's Media & Entertainment fiber-optic network. Initially, CNBC Europe will transmit video over MPEG-2 channels among facilities in Fort Lee, N.J.; London; and Asia. This will enable CNBC to centralize operations (with London as the hub), in addition to reducing transmission costs worldwide, said a spokesperson.

MIT SUES SONY OVER DTV PATENTS

The Massachusetts Institute of Technology filed a lawsuit against Sony Electronics, claiming that the manufacturer infringes on four patents used in its digital televisions. Spokesman Robert Sales would not comment on the specific patents but said MIT scientists contributed the technology to the Grand Alliance, which helped develop the ATSC's DTV standard.

MIT has taken similar actions against Sharp and Toshiba America, with both lawsuits dismissed after MIT signed licensing agreements with the companies.

ABC AUTOMATES SOME NEWS COVERAGE

ABC Network News is using a ParkerVision Digital PVTV Studio News production-automation system in its main newsroom in New York for breaking-news coverage overnight Friday and Saturday evenings (when a full crew is not on duty). The Windows NT-based system, operated by one or two people, will be integrated with the network's existing studio cameras and intercom systems.

Radio's digital play

Stations will begin broadcasting second digital channel late next year

By Michael Grotticelli

Satellite radio had better be quick about signing up subscribers. By 2004, hundreds, perhaps thousands, of AM and FM stations will be striking back with second channels of CD-quality service.

In-Band, On-Channel (IBOC) technology, which will allow every station to overlay its existing analog service with a digital one, still has testing, standards-setting and regulatory hurdles to overcome. But the first IBOC signals could be on the air by the end of 2002.

Potentially, IBOC is conventional radio's answer to satellite radio and Web radio—two other media looking to steal listeners. In addition to that CD-quality, the IBOC signal can also transmit data to cell phones and portable digital devices.

iBiquity Digital Corp., Columbia, Md., is developing the technology. It successfully completed tests of the FM version and has sent the results along to the National Radio Systems Committee (NRSC), which will set the standard and ask the FCC to codify it. iBiquity and other IBOC proponents hope the FCC will act in first quarter 2002.

Testing of the AM version won't be completed until October. That puts its timetable several months behind that of the FM version.

Anticipating prompt NRSC and FCC action, iBiquity has already licensed the technology to such transmitter manufacturers as Broadcast Electronics, Harris Corp. and Nautel. Terms of the license were not disclosed.

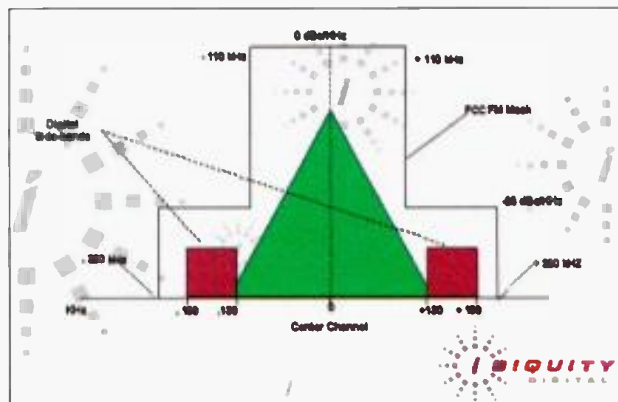
The manufacturers say they will integrate

technology into digital transmitters and excitors that will be introduced at NAB 2002.

Once the technology is widely available, most expect a smooth transition to digital. The cost for radio stations, in both equipment and manpower, will be far less than the up to \$3 million investment that TV broadcasters are having to make to launch digital stations, according to Harris Vice President, Transmission, Dale Mowry.

That's because IBOC signals don't require their own broadcast antennas and some existing analog AM transmitters can be retrofitted for IBOC with a new exciter and a few auxiliary items for \$35,000. The price increases to \$250,000 if an AM station does a full upgrade.

On the FM side, the investment ranges from \$110,000, if equipment is required to

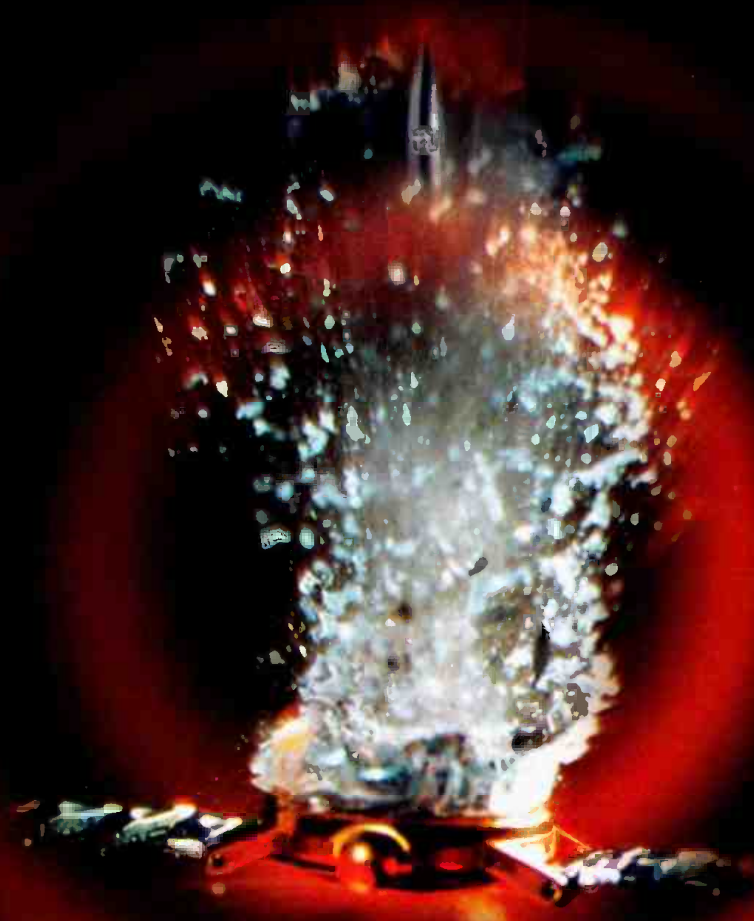


IBOC technology enables redundant digital FM radio signals to reside on either side of the existing analog center channel.

convert an analog tube transmitter to digital solid-state technology, to the full \$250,000. Mowry predicts many stations will use IBOC equipment to operate both an analog and digital channel in the same band for several years.

iBiquity is licensing the technology to consumer electronics manufacturers; some have said they will introduce IBOC receivers at the Consumer Electronics Show in January 2003. The company is also talking to car manufacturers. Hyundai has said it will equip its cars with IBOC radios in 2003. ■

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COVER STORY

XM Satellite

RADIO

set to FLY

Rival Sirius to take off later this year

BY PAIGE ALBINKA

Ten years after the idea was first conceived, consumers will finally be able to determine if satellite radio will really fly.

XM Satellite Radio, which debuts next

Monday, is the first of two satellite services that will be launched this year. It already has two satellites in the air. XM's birds—appropriately named “Rock” and “Roll”—were launched earlier this year and are now hovering above the equator. On its

XM's Hugh Panero: “People will pay for their passions. We're going to provide an amazing opportunity for them to do so.”

Web site, you can sample some of its new channels.

Next comes Sirius Satellite Radio, which launches in December with three satellites orbiting the earth.

The birds from both services are poised to beam some 200 new channels of sound back to earth, mostly to Americans driving cars because, of course, that's where Americans do most of their radio listening. It's a huge market, as anyone caught in rush hour can attest: There are approximately 208 million cars on the road; and consumers buy 17 million new cars each year. Every year, they buy almost 30 million new car stereos.

XM and Sirius each need to snag 4 million of those new car buyers by 2004 just to earn back their initial investment of \$3.2 billion between them. They think they can do it: The idea is that, while consumers might balk at spending \$200 to \$1,000 to retrofit their car for satellite radio, they may not mind if the cost of the service is rolled into the price of a new car or included as part of a lease.

A LITTLE LIKE CABLE

Still, satellite radio's hurdles aren't unlike cable television's tough sell at its start. Will consumers pay for something they have never paid for in the past? XM wants \$9.95 a month (and Sirius wants \$12.95) to give consumers 100-plus channels of CD-quality, largely commercial-free, nationally distributed radio.

And, while it's important for the companies to sign up subscribers, it's just as important for them to keep them, analysts say. The model, again, is cable television, and Americans have certainly shown they want that.

“I don't think it's going to be an in-between, hanging-on scenario,” says Haig Hovaness, an independent media consultant who follows satellite radio. “Word of mouth will determine if it's going to catch on.”

He is generally bearish on satellite radio's prospects. “I'd say odds are against them, but I can't rule out a success,” Hovaness concedes—but other financial types

expect big things. The Boston-based Yankee Group estimates that satellite radio will have 20 million subscribers by 2005.

"Once their services are completely operational, we are expecting growth rates similar to direct-broadcast satellite, which showed the highest growth rates of any consumer product ever," says Ryan Jones, media and entertainment analyst for The Yankee Group.

Another important indicator of confidence, according to Jones, is the fact that XM last month launched a \$100 million advertising campaign, including TV, radio, magazines, newspapers, direct mail, outdoor and online ads.

But Jones says the bar now is higher because it has taken longer to launch than first expected.

When Sirius planned to debut in 1998, it thought it would need only 1.8 million subscribers to hit the break-even mark. But Sirius has struggled to get the chipsets in its receivers to work correctly.

XM always planned to launch in 2001, says XM President Hugh Panero, but XM also was slowed while it put its repeater

network in place, Jones says.

So now, XM goes live in Dallas/Fort Worth and San Diego on Sept. 12, rolls out to the entire Southwest U.S. in October and goes national in November. Sirius will launch nationally in December without any test-market experiments.

TOUGH TIME TO START

There are a lot of unknowns. One of the biggest right now is the economy.

But, as XM and Sirius executives see it, \$10-\$13 a month is a small price to pay to be entertained, particularly when spending hours a day commuting in traffic. On the other hand, luxury cars are one of satellite radio's prime targets, and purchases of those tend to decline in economic hard times.

Both satellite providers have horsepower behind them. Sirius' two strategic investors are DaimlerChrysler Corp. and Ford Motor Corp., and, two weeks ago, it announced that luxury-car maker BMW will

offer Sirius as an option in second quarter 2002. Besides Chrysler and Ford, other car nameplates that will offer Sirius include Mercedes-Benz, Jeep, Lincoln, Jaguar and Volvo. Long-haul trucking companies Freightliner and Sterling Trucks also have Sirius distribution agreements.

XM's automotive partners include strategic investors General Motors and Honda, with GM planning to include XM as part of the factory-installed options in 2002 Cadillac. XM plans to unveil other car deals at the beginning of next year, likely with Honda and other GM models. XM also is funded by

No. 1 satellite-TV company DirecTV and the country's biggest radio operator, Clear Channel Communications.

That funding is substantial. Sirius has raised \$1.8 billion and XM \$1.4 billion, some of it sunk into XM's Washington headquarters with its 20 production suites, 310 audio workstations and 82 studios, as



XM's consultant, radio legend Lee Abrams, asks company recruits, "Are you ready to revolutionize radio?"

KEEPING SIGNALS UNINTERRUPTED

Part of what will make or break satellite radio has nothing to do with satellites or programming or receivers.

It's the extensive repeater networks both services have placed in urban areas, so-called "gap-fillers" that will deliver the service to consumers' receivers if the satellite signal is interrupted. Urban canyons in big cities disturb satellite radio so XM and Sirius have been forced to rig high-powered repeaters to fix that.

XM is building a network of some 1,500 repeaters across the country, some to cover large areas and other smaller "microrepeaters" to fill in around tunnels, underpasses or ravines. Sirius also is working

on a repeater network, installing 105 high-power repeaters in 46 urban areas. Because Sirius is using three satellites instead of XM's two, it has more redundancy and doesn't need as many repeaters.

The companies say repeaters are just part of the business plan; traditional broadcasters say the repeaters are a ploy that will allow the satellite radio companies to enter local radio markets if the satellite services fail as businesses.

But both XM and Sirius say they have no intention of providing local radio content or selling local ads.

"The rules have been designed to ensure that we can only repeat the signal that's on

the satellite. We cannot do any kind of local ad insertion," says Lon Levin, XM's senior vice president of regulatory affairs. "We simply are prohibited by the rules from doing that, and that's something we accept."

The wireless-phone companies—such as AT&T Wireless, Bell South and Verizon—are concerned that the repeater networks will interfere with their services. Satellite radio operates in 25 MHz of the S-Band of spectrum, from 2320 to 2345 MHz. Wireless phone services operate in the surrounding spectrum, from 2310 to 2320 and 2345 to 2360 MHz. The phone services say satellite radio's transmissions are interfering with them; the

satellite-radio representatives argue that wireless-phone services just need to design better receivers.

And then there's this: While they are on the receiving end of complaints about their interference potential, XM and Sirius also have complained to the FCC about one obscure maker of newfangled lightbulbs, Fusion Lighting.

Fusion's lightbulbs operate in the 2450 MHz band, almost 100 MHz above XM and Sirius. Still, tests have proved that Fusion's technology interferes with satellite radio. (Satellite radio doesn't hurt the lightbulbs, though.) Since XM paid \$88 million and Sirius paid \$83 million for their licenses, they feel they have a right to ask the FCC to keep interfering elements off their band.—P.A.

well as a 2,600-square-foot performance studio. XM also has supplemental studios in New York and Nashville.

LIMITED COMMERCIALS

Both services will offer 100-plus channels of music, news, talk and sports, and both will have some commercials on some channels, although Sirius likes to boast that all 50 of its music channels will be commercial-free.

XM says 30 of its 71 all-music channels will be commercial-free. The channels that do run ads, says Chance Patterson, XM's vice president of corporate relations, will start with two to four minutes per hour and ultimately will increase to five or six minutes.

That's not much compared with commercial drive-time radio, Patterson says. "In some of these markets, drive-time spot loads can go upwards of 24 minutes of commercials per hour."

The absence of commercials is another reason XM and Sirius believe that consumers will be willing to pay for satellite radio. Drivers will still have access to their local radio stations for news, traffic and weather, and, once they get all that, they can tune into a system that the companies hope will be as well received as cable and satellite TV before it.

"If you love reggae music, you are not going to find a reggae channel anywhere, except maybe for an hour on some college radio station," says XM President Panero.

"Out of our 71 [music] channels," he adds, "I think there are individual channels that are so compelling to certain people that they would just pay \$10 a month to get the one channel. People will pay for their passions. We're going to provide an amazing opportunity for them to do so."

Some well-known radio hands will be working to make the medium's latest incarnation a success. At Sirius, its programming consultant is veteran Joe Capobianco. XM's consultant, Lee Abrams, is a legend in the radio world. He has been in the business since he was 13 and now seems as excited about programming radio stations as if he'd just started.

"We run an XM boot camp where we

get everyone together for these long eight-hour sessions to liberate them from everything they've learned about radio and teach them the XM way," he explains. "For every 100 people we've recruited, 99 tended to

have too much radio baggage, but there's that one person who's got it."

And like a cheerleader at a pep rally, Abrams asks his new recruits: "Are you ready to revolutionize radio?" ■

TALE OF THE TAPE

After a decade and hundreds of millions of dollars, satellite radio takes off next week with the debut of XM; Sirius is expected to launch in December.

	Sirius	XM
Headquarters	1221 Avenue of the Americas New York, NY 10020 (212) 584-5100 siriusradio.com	1500 Eckington Pl. NE Washington, DC 20002 (202) 380-4000 xmradio.com
Top executive	CEO David Margolese	President Hugh Panero
Facilities	76 studios, four live-performance studios	About 82 studios in NY, DC and Nashville; one live-performance studio in DC
Targeted customers	Commuters, truck drivers, RV owners, Hispanics	Everyone
First available in cars	1Q 2002 (BMW)	3Q 2001 (GM)
Price of after-mkt. receivers	\$250 plus	\$240-\$299
Monthly subscription rate	\$12.95	\$9.99
Number of channels	100	100
Programming	50 commercial-free music channels; 50 news, talk and sports (with commercials)	71 channels of music (more than 30 commercial-free); 29 news, talk, comedy, children, sports
Unusual channels	Eclectic rock, bluegrass, classic soul, gospel, Latin love songs, Scandal Channel	NASCAR channel, trucker, Babble On youth channel, disco, Hindi music, unsigned artists
Exclusive program providers	CNBC, NPR, USA Networks/Sci-Fi Channel, Ray Manzarek	BET, Clear Channel, CNN SI, CNNfn, CNET, Bloomberg, Radio One (urban music), Salem Communications, MTV, VH1, HBC
Automobile partners*	Ford (exclusive; includes Mazda), DaimlerChrysler (Jeep, Dodge exclusive; "preferred" status for Freightliner trucks), BMW (exclusive)	General Motors Corp. (exclusive), Freightliner (trucks), Honda, Saab, Chevy trucks, Buick, Cadillac
Receiver partners**	Alpine Electronics, Audiovox, Clarion, Delphi-Delco Electronics Systems, Kenwood, Panasonic, Sanyo Electric, Visteon Automotive Systems (Ford)	Alpine, Audiovox, Clarion, Blaupunkt, Delphi-Delco, Electronic Automotive America, Motorola, Pioneer Electronics, Sharp Sanyo, Bontac
Receiver-technology providers	Agere Systems	STMicroelectronics
Principal investors	DaimlerChrysler, Ford, Apollo Investors, Blackstone Group	General Motors Corp., DirecTV, Clear Channel, Motient Corp., Apollo Group

*New deals will be non-exclusive.

**Though required by the FCC, receivers that accept both Sirius' and XM's signals will not be available until 2004, the companies say.

Source: Companies and their Securities & Exchange Commission filings

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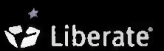
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Bigger than ever

Rankings show that 25 groups control 24% of radio stations

By Ken Kerschbaumer

The late 1990s saw a period of rapid and unprecedented consolidation among radio stations. By 2000, consolidation had begun to slow, but its impact was being felt like never before.

"The overall economy was booming, and the impact of consolidation was continuing," says Mark Fratrick, vice president, BIA Financial. "It led to radio being a stronger industry and a more formidable competitor in the advertising marketplace."

The total revenues of the top 25 radio groups topped \$10.2 billion in 2000, 57% of the \$17.62 billion total radio revenue, according to BIA Financial Network, a Virginia-based broadcast investment firm. Last year, they accounted for \$9.16 billion, also 57% of the total.

Once again, it was Clear Channel, with its 1,202 stations, leading the way, with \$3.5 billion in revenue, up approximately 10% over 1999's \$3.1 billion.

The top 25 groups control 2,710 stations, 24.3% of the 11,115 commercial radio stations, a 1% gain over 1999.

According to Fratrick, fourth quarter 2000 saw the beginning of a downturn that has continued through the current quarter. He is cautiously optimistic that the fourth quarter will show some bounce, but, for the time being, the strength of consolidation may be one of safety in numbers.

Top 25 radio groups

Rank	Radio Group	Revenues (in millions)
1	Clear Channel	\$3,500
2	Infinity	\$2,350
3	Cox Radio	\$455
4	ABC Radio	\$436
5	Entercom	\$415
6	Citadel	\$349
7	Radio One	\$301
8	Emmis	\$295
9	Hispanic Broadcasting	\$254
10	Susquehanna	\$236
11	Cumulus Media	\$226
12	Bonneville	\$203
13	Greater Media	\$170
14	Spanish Broadcasting	\$149
15	Jefferson-Pilot	\$142
16	Beasley Broadcast	\$130
17	Salem Comm.	\$110
18	Saga Comm.	\$99
19	Journal Broadcast	\$77
20	Entravision	\$70
21	Sandusky Radio	\$64
22	Inner City	\$63
23	Tribune	\$62
24	Regent	\$58
25	NextMedia Group	\$54

1. CLEAR CHANNEL



Mays

(NYSE: CCU)
Total rev.: \$3.5 billion
Number of stations: 1,202
Total markets: 189
 200 E. Basse Rd.
 San Antonio, TX 78209
Phone: 210-822-2828
www.clearchannel.com

L. Lowry Mays, chairman/CEO

Market (Rank)	Market Share	# of Stations*
New York (1)	24.4	5
Los Angeles (2)	31.2	10
Chicago (3)	22.6	6
San Francisco (4)	27.6	10
Philadelphia (5)	28.9	6
Dallas (6)	22.9	6
Detroit (7)	34.4	7
Boston (8)	14.3	4
Washington (9)	29.6	8
Houston (10)	39.9	8

2. INFINITY

(Controlled by Viacom)
Total revenues: \$2.35 billion
Number of stations: 183

Total markets: 41
 40 W. 57th St.
 New York, NY 10019
Phone: 212-314-9200
www.infinityradio.com
 Daniel R. Mason, president

Market (Rank)	Market Share	# of Stations*
New York (1)	24.4	5
Los Angeles (2)	31.1	7
Chicago (3)	31.3	7
San Francisco (4)	23.8	7
Philadelphia (5)	34.6	5
Dallas (6)	29.8	6
Detroit (7)	33.3	6
Boston (8)	41.5	5
Washington (9)	25.6	5
Houston (10)	13.5	4

3. COX RADIO



Neil

(NYSE: CXR)
Total rev.: \$455 million
Number of stations: 82
Total markets: 18
 1400 Lake Hearn Dr. NE
 Atlanta, GA 30319
Phone: 404-843-5000

www.coxradio.com
 Bob Neil, president and CEO

Market (Rank)	Market Share	# of Stations*
Houston (10)	10.8	4
Atlanta (11)	31.8	5
Miami (12)	18.7	4
Nassau-Suffolk, N.Y. (18)	29.9	3
Tampa, Fla. (21)	19.8	6
San Antonio (32)	32.1	7
Orlando, Fla. (41)	32.5	6
Jacksonville, Fla. (52)	47.3	6
Louisville, Ky. (54)	22.8	4
Dayton, Ohio (56)	27.4	4

4. ABC RADIO



Callahan

(Subsidiary of Disney)
Total rev.: \$436 million
Number of stations: 55
Total markets: 27
 13725 Montfort Dr.
 Dallas, TX 75240
Phone: 972-991-9200
www.abcradio.com

John Hare, president, ABC Radio;
 Robert F. Callahan, president, ABC Broadcast Group

Market (Rank)	Market Share	# of Stations*
New York (1)	7.6	3
Los Angeles (2)	6.5	4
Chicago (3)	6.8	4
San Francisco (4)	12.5	3
Philadelphia (5)	0.1	1
Dallas (6)	13.5	5
Detroit (7)	12.3	3
Boston (8)	0.0	1
Washington (9)	13.2	3
Houston (10)	0.1	1

5. ENTERCOM



Field

(NYSE: ETM)
Total rev.: \$415 million
Number of stations: 95
Total markets: 18
 401 City Ave., Suite 409
 Bala Cynwyd, PA 19004
Phone: 610-660-5610
 www.entercom.com

David J. Field, president/COO

Market (Rank)	Market Share	# of Stations*
Boston (8)	18.8	4
Seattle (14)	40.5	8
Portland, Ore. (25)	29.0	7
Sacramento, Calif. (27)	24.3	5
Kansas City, Mo.-Kan. (30)	40.2	8
Milwaukee (31)	13.7	3
Norfolk, Va. (38)	28.2	4
New Orleans (42)	45.5	6
Greensboro, N.C. (43)	28.7	4
Memphis, Tenn. (45)	18.9	3

6. CITADEL COMMUNICATIONS



Proffitt

(Nasdaq: CITC)
Total rev.: \$349 million
Number of stations: 206
Total markets: 40
 7201 W. Lake Mead Blvd., Suite 400
 Las Vegas, NV 89128
Phone: 702-804-5200

www.citadelcommunications.com
 Lawrence R. Wilson, founder/chairman/
 president/CEO; Bob Proffitt, COO

Market (Rank)	Market Share	# of Stations*
Providence, R.I. (35)	37.4	6
Salt Lake City (36)	21.7	7
Nashville (44)	12.4	2
Buffalo, N.Y. (50)	29.3	5
Oklahoma City (55)	29.9	5
Birmingham, Ala. (57)	27.5	5
Tucson, Ariz. (62)	25.4	5
Grand Rapids, Mich. (66)	24.3	4
Wilkes Barre, Pa. (68)	24.3	11
Allentown, Pa. (69)	27.5	2

7. RADIO ONE



Liggins

(Nasdaq: ROIA)
Total rev.: \$301 million
Number of stations: 63
Total markets: 22
 5900 Princess Garden Parkway
 Lanham, MD 20706
(301) 306-1111

Catherine L. Hughes, chair; Alfred C. Liggins III, president

Market (Rank)	Market Share	# of Stations*
Los Angeles (2)	4.1	1
Philadelphia (5)	5.3	2
Dallas (6)	3.6	2
Detroit (7)	3.7	3
Boston (8)	1.4	2
Washington (9)	11.2	4
Houston (10)	12.4	2
Atlanta (11)	5.9	3
Miami (12)	0.6	1
Minneapolis (17)	0.4	1

8. EMMIS COMMUNICATIONS



Rose

(Nasdaq: EMMS)
Total rev.: \$295 million
Number of stations: 23
Total markets: 8
 40 Monument Circle, Suite 700
 Indianapolis, IN 46204

Phone: 317-266-0100
 www.emmis.com

Jeffrey H. Smulyan, chairman
 Doyle L. Rose, president, Radio Division

Market (Rank)	Market Share	# of Stations*
New York (1)	13.6	3
Los Angeles (2)	6.7	2
Chicago (3)	4.4	1
Phoenix (15)	16.8	4
St. Louis (19)	15.7	5
Denver (23)	8.0	2
Indianapolis (40)	28.3	4
Terre Haute, Ind. (194)	34.5	2

9. HISPANIC BROADCASTING



Tichenor

(About 29% owned by Clear Channel, not traded)
Total rev.: \$254 million
Number of stations: 48
Total markets: 13
 3102 Oak Lawn Ave., Suite 215

Dallas, TX 75219
Phone: 214-525-7700
 www.hispanicbroadcasting.com
 McHenry T. Tichenor Jr., chairman/president;
 David D. Lykes, COO

Market (Rank)	Market Share	# of Stations*
New York (1)	1.6	2
Los Angeles (2)	9.4	5
Chicago (3)	4.1	3
San Francisco (4)	2.1	2
Dallas (6)	3.1	6
Houston (10)	9.8	8
Miami (12)	12.8	4
Phoenix (15)	1.7	1
San Diego (16)	6.0	2
San Antonio (32)	16.6	6

10 SUSQUEHANNA RADIO



Kennedy

(Private)
Total rev.: \$235 million
Number of stations: 32
Total markets: 9
 140 E. Market St.
 York, PA 17401
Phone: 717-852-2132
 www.suspfz.com

Louis J. Appell Jr., chairman; David Kennedy, president

Market (Rank)	Market Share	# of Stations*
San Francisco (4)	17.4	5
Dallas (6)	12.5	7
Houston (10)	6.5	1
Atlanta (11)	6.2	2
Cincinnati (26)	10.7	2
Kansas City, Mo.-Kan. (30)	16.8	4
Indianapolis (40)	21.2	3
Louisville, Ky. (54)	0.7	1
York, Pa. (105)	40.8	2

GETTING THE INFO

The revenue information included in this listing is from BIA Financial and is based on 2000 Gross Revenue Estimates for the stations. These totals were allocated to the owners for all their current and pending holdings plus any stations operated through an LMA as if the

owner had had the properties for the entire year. By the same token, if an owner has filed to sell a property to another company but has not closed on the transaction, the revenues of the station will be attributed to the pending owner. This will differ from the owner's

income statements. Regarding the market listing, due to space limitations, only the 10 largest markets served by a station group are listed. For the entire list, please visit www.TVinsite.com.

*=Total AM and FM stations in a given market

11. CUMULUS MEDIA



Dickey

(Nasdaq: CMLS)
Total revenues: \$228 million
Number of stations: 227
Total markets: 43
 3060 Peachtree Rd.
 NW, Suite 730
 Atlanta, GA 30305

Phone: 404-949-0700
 www.cumulusmedia.com
 Lew Dickey, chairman and CEO

Market (Rank)	Market Share	# of Stations*
Harrisburg, Pa. (79)	39.9	4
Toledo, Ohio (81)	45.7	8
Mobile, Ala. (90)	28.1	5
Melbourne, Fla. (97)	37.4	3
Youngstown, Ohio (104)	59.4	8
Lexington, Ky. (106)	45.1	5
Oxnard, Calif. (113)	35.4	3
Flint, Mich. (120)	43.5	5
Pensacola, Fla. (124)	12.8	3
Canton, Ohio (126)	15.4	1

12. BONNEVILLE INTL.



Reese

(The Church of Jesus Christ of the Latter-day Saints, owner, private)
Total rev.: \$203 million
Number of stations: 20
Total markets: 6
 P.O. Box 1160, Broadcast House

Salt Lake City, UT 84110
Phone: 801-575-7500
 www.bonnint.com
 Bruce T. Reese, president/chief executive officer

Market (Rank)	Market Share	# of Stations*
Chicago (3)	11.6	5
San Francisco (4)	11.3	4
Washington (9)	12.3	4
St. Louis (19)	17.9	4
Salt Lake City (36)	12.4	1
Frederick, Md. (202)	1.4	2

13. GREATER MEDIA



Smyth

(Private)
Total rev.: \$170 million
Number of stations: 18
Total markets: 6
 2 Kennedy Blvd.
 East Brunswick, NJ 08816
Phone: 732-247-6161

www.greatermedia.com
 John Bordes, chairman; Peter Smyth, group vice president/COO

Market (Rank)	Market Share	# of Stations*
Philadelphia (5)	14.0	4
Detroit (7)	18.0	3
Boston (8)	18.0	5
Middlesex, N.J. (33)	45.3	3
Monmouth, N.J. (49)	12.2	1
Morristown, N.J. (100)	98.8	2

14. SPANISH BROADCASTING



Alarcon

(Nasdaq: SDSA)
Total rev.: \$149 million
Number of stations: 24
Total markets: 8
 3191 Coral Way
 Miami, FL 33145
Phone: 305-441-6901
 Raul Alarcon Jr., chairman/president/CEO

Market (Rank)	Market Share	# of Stations*
New York (1)	6.8	2
Los Angeles (2)	1.8	3
Chicago (3)	2.1	1
San Francisco (4)	0.2	1
Dallas (6)	--	1
Miami (12)	11.2	3
Puerto Rico (13)	23.7	11
San Antonio (32)	5.9	2

15. JEFFERSON-PILOT



Stone

(NYSE: JP)
Total rev.: \$142 million
Number of stations: 17
Total markets: 5
 100 N. Greene St.
 Greensboro, NC 27420
Phone: 336-691-3000
 www.jpc.com

Theresa M. Stone, president, Jefferson-Pilot Communications

Market (Rank)	Market Share	# of Stations*
Atlanta (11)	10.1	2
Miami (12)	9.9	3
San Diego (16)	15.5	4
Denver (23)	17.4	5
Charlotte, N.C. (37)	16.8	3

16. BEASLEY BROADCAST



Beasley

(Nasdaq: BBGI)
Total rev.: \$130 million
Number of stations: 45
Total markets: 11
 3033 Riviera Dr., Suite 200
 Naples, FL 34103

Phone: (941) 263-5000
 www.bbgi.com
 George G. Beasley, president; Bruce Beasley,

president, Radio Group

Market (Rank)	Market Share	# of Stations*
Philadelphia (5)	6.0	4
Boston (8)	0.2	1
Atlanta (11)	0.5	2
Miami (12)	18.5	5
Las Vegas (39)	12.6	3
New Orleans (42)	11.8	3
W. Palm Beach, Fla. (51)	1.2	1
Fort Myers, Fla. (72)	35.2	5
Greenville, N.C. (83)	51.8	6
Augusta, Ga. (116)	34.6	9

17. SALEM COMMUNICATIONS



Atsinger

(Nasdaq: SALM)
Total rev.: \$110 million
Number of stations: 81
Total markets: 37
 4880 Santa Rosa Rd.
 Ste. 300
 Camarillo, CA 93012

Phone: 805-987-0400
 Edward G. Atsinger III, president/CEO

Market (Rank)	Market Share	# of Stations*
New York (1)	0.0	2
Los Angeles (2)	1.1	4
Chicago (3)	1.6	2
San Francisco (4)	0.3	3
Philadelphia (5)	0.1	2
Dallas (6)	3.5	4
Boston (8)	0.2	2
Washington (9)	0.0	2
Houston (10)	0.0	2
Atlanta (11)	0.7	4

18. SAGA COMMUNICATIONS



Christian

(Amex: SGA)
Total revenues: \$99 million
Number of stations: 56
Total markets: 11
 73 Kercheval Ave.
 Grosse Point Farms, MI 48236

Phone: (313) 886-7070
 www.sagacommunications.com
 Edward K. Christian, chairman/president

Market (Rank)	Market Share	# of Stations*
Milwaukee (31)	23.6	5
Columbus, Ohio (34)	13.8	2
Norfolk, Va. (38)	17.6	3
Springfield, Mass. (82)	30.7	4
Des Moines, Iowa (92)	29.8	6
Portland, Maine (164)	49.4	6
Manchester, N.H. (188)	44.5	3
Clarksville, Tenn. (200)	72.9	5
Springfield, Ill. (201)	48.0	5
Champaign, Ill. (217)	40.3	3

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19. JOURNAL BROADCAST



Gardner

(Private)
Total rev.: \$77 million
Number of stations: 36
Total markets: 8
 720 E. Capital Dr.
 Milwaukee, WI 53212
Phone: 414-332-9611
 www.journalbroadcast-

group.com
 Carl Gardner, president, radio

Market (Rank)	Market Share	# of Stations*
Milwaukee (31)	21.5	2
Tucson, Ariz. (62)	19.6	4
Tulsa, Okla. (64)	14.8	3
Knoxville, Tenn. (70)	17.9	4
Omaha, Neb. (75)	40.0	8
Wichita, Kan. (88)	36.0	6
Boise, Idaho (125)	19.0	6
Springfield, Mo. (147)	26.5	3

20. ENTRAVISION

(NYSE: EVC)
Total rev.: \$70.6 million
Number of stations: 55
Total markets: 24
 2425 Olympic Blvd., Suite 6000W
 Santa Monica, CA 90404
Phone: 310-447-3870
 www.entravision.com
 Walter F. Ulloa, chairman; Jeffrey A. Liberman, president, Radio Division

Market (Rank)	Market Share	# of Stations*
Los Angeles (2)	1.4	3
Chicago, (3)	0.5	3
Dallas (6)	1.0	3
Houston (10)	0.0	1
Miami (12)	0.0	1
Phoenix (15)	1.8	3

Denver (23)	1.2	2
Sacramento, Calif. (27)	6.2	3
San Jose, Calif. (28)	28.0	3
Las Vegas (39)	1.6	1

21. SANDUSKY RADIO



Rau

Norman Rau, president

Market (Rank)	Market Share	# of Stations*
Seattle-Tacoma (14)	14.4	5
Phoenix (15)	14.7	5

22. INNER CITY BROADCASTING



Warfield

Pierre Sutton, chairman; Charles Warfield, president/COO

Market (Rank)	Market Share	# of Stations*
New York (1)	3.0	2
San Francisco (4)	4.5	2
Philadelphia (5)	0.6	1
Miami (12)	0.0	1
Pittsburgh (22)	0.0	1
San Jose, Calif. (28)	2.2	1
Columbia, S.C. (93)	27.0	4
Jackson, Miss. (121)	25.1	5

(Private)
Total revenues: \$64 million
Number of stations: 10
Total markets: 2
 515 Park Ave., 4A
 New York, 10022
Phone: 212-355-3074

(Private)
Total rev.: \$63 million
Number of stations: 17
Total markets: 8
 3 Park Ave.
 New York, NY 10016
Phone: 212-447-1000

23. TRIBUNE BROADCASTING



Carver

president, Radio Group, Tribune Broadcasting/vice president and general manager, WGN(AM)

Market (Rank)	Market Share	# of Stations*
Chicago (3)	6.8	1
Denver (23)	12.7	3

24. REGENT COMMUNICATIONS



Stakelin

www.regentcomm.com
 William Stakelin, president/COO

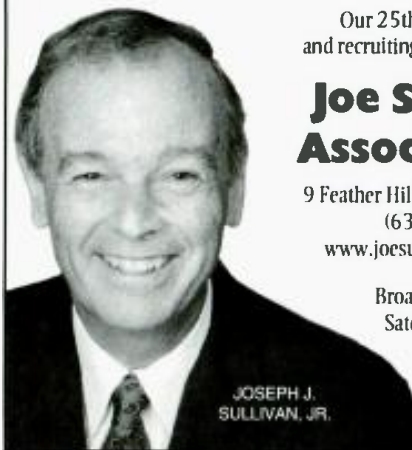
Market (Rank)	Market Share	# of Stations*
Albany (61)	23.6	6
Grand Rapids, Mich. (66)	25.3	5
El Paso, Texas (73)	26.4	3
Flint, Mich. (120)	31.2	3
Saginaw-Bay City, Mich. (127)	0.0	1
Peoria, Ill. (141)	25.3	6
Utica, N.Y. (154)	52.8	5
Erie, Pa. (160)	34.8	4
Chico, Calif. (196)	36.8	4
St. Cloud, Minn. (219)	42.0	6

25. NEXTMEDIA GROUP

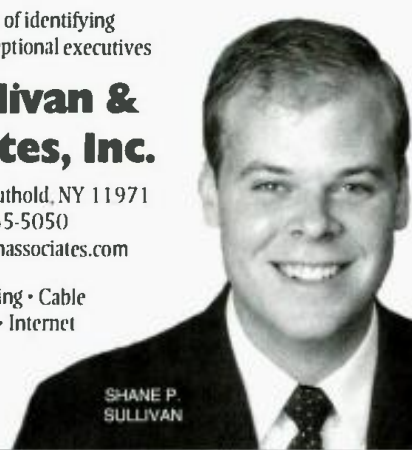
(Private)
Total rev.: \$54 million
Number of stations: 57
Total markets: 11
 6312 S Fiddler's Green Cir #360 E
 Englewood, CO 80111
Phone: 303-694-9118
 Skip Weller, president/co-COO

Market (Rank)	Market Share	# of Stations*
Chicago (3)	2.2	12
Milwaukee (31)	1.0	1
Wilmington, Del. (76)	22.3	1
Greenville, N.C. (83)	29.4	10
Canton, Ohio (126)	55.7	2
Reno, Nev. (128)	9.1	4
Erie, Pa. (160)	60.0	6
Myrtle Beach, S.C. (176)	21.7	4
Lubbock, Texas (181)	30.4	3
Panama City, Fla. (233)	25.0	5

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People

F A T E S & F O R T U N E S

Broadcast TV

Errol Gerber, local sales manager, WPWR-TV Gary, Ind., promoted to general sales manager.

Steve Cloy, general sales manager, WTVQ-TV Lexington, Ky., named national sales manager, WSPA-TV Spartanburg, S.C.

Cable TV

Larry Eldridge, acting GM, Fox Sports Net, Pittsburgh, named GM.

Lisa Brodeth Carrick, area director, advertising sales, Comcast, Eatontown, N.J., promoted to director, learning and development, Northeast region.

Programming

Promotions at Carsey-Werner-Mandabach, Studio City, Calif.

Robert Dubelko, executive VP/CFO, named co-president/co-COO; **Courtney B. Conte**, executive VP, named co-president/head of production; **Dirk van de Bunt**, head, business and legal affairs, named co-president/co-COO.

Alan N. Braverman, executive VP/general counsel, ABC Inc., Burbank, Calif., adds to

his duties deputy general counsel, The Walt Disney Co., Burbank, Calif.

Craig Heyl, VP, production, Turner Studios, Atlanta, named senior VP, Turner Studios.

Appointments at E! Networks, Los Angeles: **Kevin MacLellan**, VP, international television networks, Columbia TriStar, London, joins as senior VP, international; **Duccio Donati**, director, sales, promoted to VP, international sales; **Cheryl McDermott**, senior VP, business affairs, Saban/Fox Family Worldwide, Los Angeles, joins as VP, business operations, international.

Chris Sanagustin, executive director, creative affairs, Viacom Productions, Los Angeles, promoted to VP.

Appointments at Columbia TriStar Television Distribution: **Dirk Johnston**, VP, Southwest region, Dallas, promoted to senior VP; **Steve Maddox**, VP, Southeastern region, Atlanta, promoted to senior VP; **Tom Warner**, VP, Midwestern region, Chicago, promoted to senior VP; **Jeff Wolf**, VP, Northeastern region and busi-

ness development, New York, promoted to senior VP; **Mark Wurtzel**, regional manager, Los Angeles, promoted to VP.

Jeremy Harris, senior VP, marketing and programming, Rogers Cable, Toronto, joins Starz Encore Group, Englewood, Colo., as senior VP, consumer marketing.

Bob Sitrick, director, technical operations, Discovery Networks, Bethesda, Md., named VP, live production and special projects.

Cindy McConkey, executive VP, Ackermann Public Relations & Marketing, Knoxville, Tenn., named VP, communications, Scripps Networks, Knoxville, Tenn.

Appointments at Viacom Plus: **Marc Weinhouse**, advertising director, *Rolling Stone* magazine, New York, joins as VP, sales, Eastern region, New York; **Linda Perry**, marketing director, KCBS-TV Los Angeles, joins as VP, sales, Western region, Los Angeles.

Appointments at TechTV, San Francisco: **Bill Musherush**, director, creative services, NBC Entertainment,

Burbank, Calif., joins as director, on-air promotions; **Tim Bellamy**, executive, business and legal affairs, Sony Picture Entertainment, Culver City, Calif., joins as VP and general counsel.

Noel Siegel, manager, development, VH-1, Los Angeles, joins King World International Productions, Los Angeles, as director, international production and development.

Radio

Jerry Rushin, VP/GM, WEDR-FM Hollywood, Fla., adds to his duties VP/GM, WHQT-FM Miami.

Journalism

Andrew Schmertz, co-anchor, *Money Talks*, ABC Network, New York, named technology correspondent, *BusinessWeek Television*, ABC Network, New York.

Flavia Colgan, campaign manager, David Wecht, Philadelphia, joins Fox News Channel, Philadelphia, as political contributor.

Jim Gilchrist, assistant news director/executive pro-



Alan Braverman



Craig Heyl



Kevin MacLellan



Chris Sanagustin



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ERICA FARBER, Publisher & CEO, Radio & Records

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Tuesday September 11

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6:00 PM - 8:00 PM

AWRT Members - \$50 Non-Members \$60

For Information contact: **Rosemaire Sharpe**, 212-481-3038

F A T E S & F O R T U N E S

ducer, WXII-TV Winston-Salem, N.C., named manager, news and operations, NBC6.com, Charlotte, N.C.

Alan Cohn, investigative reporter, WAMI-TV Hollywood, Fla., joins WTNH-TV New Haven, Conn., in same capacity.

Sandra Hernandez, freelance reporter, KSWB-TV San Diego, named co-anchor and reporter, KDFW(TV) Dallas.

Ira Cronin, weekend sports anchor, KSTU(TV) Salt Lake City, joins WCNC-TV Charlotte, N.C., in same capacity.

Advertising

Tim Duncan, manager, Boston Media, Boston, named senior VP, advertising sales and marketing, TVi Media LLC.

Appointments at Nevins & Associates, Baltimore: **Mitchell Schmale**, senior account supervisor, promoted to VP; **Kirstie Durr**, account supervisor, named VP.

Randy Lykes, operations director, AT&T Media Services Group, East region, Lexington,

Ky., joins Adelphia Media Services, Coudersport, Pa., as corporate director, technical operations.

Mark Bertinsky, advertising sales manager, MetroChannels, Rainbow Advertising Sales Corp., New York, promoted to director, integrated sales.

M.P. Kelleher, sales manager, WHUB-TV Boston, joins National Cable Communications, Boston, in same capacity.

Hyun S. Park, sales assistant, WPIX(TV) New York, joins Katz Television Group, New York, as account executive.

Technology

Sonia Khademi, president/CEO, CableSoft Corp., Burlington, Mass., named executive VP, Chinook Communications Inc., Lexington, Mass.

Gerard Kunkel, senior VP, strategic programs, WorldGate, Trevose, Pa., promoted to president of the company.

—P. Llanor Alleyne
palleyne@cabners.com
212-337-7141

Obituaries

Seymour Kaplan, executive vice president of sales and marketing for Tribune Media Services, died Aug. 29 in Dallas of a heart attack. He was 62. Kaplan, who was also head of sales and marketing for WGN Cable, had a 40-year career first in motion pictures and then with the cable television industry. In 1981, as senior vice president of affiliate relations, he guided the Cable Health Network through its transformation into Lifetime Television Network.

Kaplan was an active member of industry associations, including the National Cable Academy, Cable Ace Awards Committee, Cable Advertising Bureau and NCTA.

Survivors include his wife, Marion; sons, Adam and David; and daughter, Sheri.

Norman Fischer, president of the media brokerage firm Norman Fischer & Associates Inc., died Aug. 25 at 77. He had been a media broker for the last 27 years and had been honored as the Associate Broadcaster of the Year for 2001 by the Texas Association of Broadcasters. Survivors include his wife, Cecile, and son, Terrill, who will continue to operate the brokerage house.

G. Robert "Bob" Johnson died July 22, shortly before his 72nd birthday. He started in radio in Pennsylvania at age 14 as an announcer and play-by-play sportscaster and also did local news. He worked at various radio stations in the area, making the transition to the business side. He was GM of WENY(AM) and WELM Elmira, N.Y., as well as other stations in the region. In 1976, he began work for the Advertising Federation in Washington, where he remained as a VP for seven years. After retiring in 1994, he served as a volunteer in local communications efforts.

—Beatrice Williams-Rude



Jeremy Harris



Bob Sitrick



Cindy McConkey



Flavia Colgan

TV NEWS TECHNOLOGY

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Issue Date: September 10, 2001

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Issue Date:

September 24

Ad Close:

September 14

Materials Due:

September 18

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T H E F I F T H E S T A T E R

He heard his calling

ABC's Berry aimed to be a newspaperman, but radio got his ear

In the wild presidential battle for Florida last year, one day remains golden for ABC News Radio Vice President Chris Berry. On Dec. 1, the Supreme Court, for the first time, lifted its veil of secrecy and allowed audiotapes of oral arguments by Bush and Gore lawyers to be released to the public. ABC Radio handled the pool feed, but it was lobbying by Berry, along with Radio-Television News Directors Association chief Barbara Cochran and others, that helped persuade the court to relax its rules.

"I see that as the high point of several years," Berry says, recalling that day when an ABC Radio producer exited the Supreme Court building and headed for the radio division's mobile van, where the pool coverage originated. "It set the stage for further public exposure of what happens in the federal court system."

Berry's youthful thirst for current events led to adulthood hopes of being a newspaper reporter. But fresh out of the University of Mississippi's journalism program, he found himself in the television

business, as a weekend news-producer at HBQ(TV) Memphis. Within six months, he was producing the weekday 6 p.m. telecast. He was only 21.

A year later, Berry's childhood reporter dreams took him to Los Angeles, where he got a job as a news writer, albeit not at a newspaper. He was hired at CBS's all-news KNX (AM). Finding the experience rich with an intimacy that he knew could not be delivered with paper and ink, Berry suddenly found himself attracted to audio.

"I fell in love with radio," he beams. "When you listen to the spoken word on radio, you are listening with both ears. It is such a personal medium."

Following his four-year stint

in Los Angeles, CBS radio transferred Berry to its Washington bureau, where he served a brief term as executive producer of the news department.

In 1986, Berry left Washington's news hub for CBS's longtime all-news leader in Chicago, WBBM(AM). By 1990, he'd risen to news director and was delighted with the competition that Westinghouse had engendered with its own all-news WMAQ(AM)—while beyond the industry, the U.S. was starting a war with Saddam Hussein.

Although the competitive environment of the Windy City was providing Berry with excitement, a lunch date with longtime friend and former CBS cohort Bernard Gershon during the



Chris Berry
Vice President,
ABC News Radio

b. Aug. 11, 1960; B.A., journalism, University of Mississippi; news producer, WHBQ-TV Memphis, Tenn., 1981-82; morning-drive news editor, KNX(AM) News Radio, Los Angeles 1982-86; executive producer, CBS Radio, Washington Bureau, 1986-87; asst. news director/executive editor, WBBM(AM) Newsradio Chicago, 1987-90; director, news and programming, WBBM(AM), 1990-96; general manager, ABC News, New York, 1996-98; current position since 1998; m., Cynthia, 1982; children: Christopher (14), Nicholas (11)

1996 Democratic Convention brought his 14-year relationship with CBS to a close.

"When I became vice president of ABC news radio, I began a nationwide search to find the best person to be second in command," says Gershon, now senior vice president

of ABCnews.com. "I was impressed with Chris's work at WBBM radio. I convinced him that working for me would be rewarding and fun."

Berry signed on at ABC as general manager of news operations, and, instead of one station, he had the heady responsibility of directing nearly 3,000 affiliates and the freedom to pursue national news stories.

Now, having been vice president of news at ABC for the last three years, Berry is riveted on stretching the format's potential.

"I'm bullish on radio," he says. "I believe it is right now—even though radio is 75 years old—we are scratching the surface of what we can do."

With both XM and Sirius poised to deploy satellite radio into car and, eventually, home stereos, Berry has left the boot-quaking to the short-sighted. In fact, ABC radio has five networks on XM radio, which will begin beaming this month.

"I believe that satellite radio will become another item on America's menu of media choices," Berry says. He is also confident that terrestrial radio will be on that menu. He thinks it has key elements to sustain it: It's local, ubiquitous and portable.

"As radio continues to evolve and news appetites change, information programming will evolve also," he predicts. "At ABC News Radio, we are uniquely positioned to develop the products that will meet the local stations' programming needs and grow together." —P. Llanor Alleyne

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Classifieds

Television

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Midwest television station, in one of the top 40 markets, is seeking a proven GSM to lead our sales organization.

GSM Candidate must have a sales management background and a proven track record in local and national sales. The person must be an exceptionally skilled and highly motivated leader. The successful candidate will manage all aspects of the sales and traffic departments including personnel, local and national revenue budgets, sales strategies and pricing, sales marketing and management of inventory. Computer skills and understanding of the Internet and its potential marketability is a strong plus. College degree in business, marketing or management preferred.

Send cover letter and resume to Box 94, Broadcasting & Cable, 275 Washington Street, 4th fl., Newton, MA 02458, attn: N. Andrews.

Women and minorities are encouraged to apply. Station is an equal opportunity employer.

GENERAL SALES MANAGER

WTOL-TV, Toledo, Ohio, is seeking an experienced and dynamic General Sales Manager. WTOL, a CBS affiliate, is the ratings and revenue leader. If you think you can make the best better, please respond. The ideal candidate will have local, national, and web sales manager experience. Send letter and resume to Personnel Administrator #165, WTOL-TV, P.O. 1111, Toledo, Ohio 43699-1111. No Phone Calls. EOE.

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WRGB has an opening for a Sales Coordinator with extensive computer and office management skills. Must be able to create, compile, and maintain sales management reports. Other duties include maintenance of sales research software programs, answering phones, creating proposals and correspondence, and filing. Candidate for this busy office should have math skills, and the ability to prioritize. College education, knowledge of Excel, website navigation and willingness to multi-task preferred. Send resume via US Postal Mail to Human Resources, WRGB-TV, 1400 Balltown Road, Niskayuna, NY 12309. WRGB IS AN EQUAL OPPORTUNITY EMPLOYER

SALESPERSON

Established Colorado Production Company is seeking domestic salesperson with significant experience in the selling of documentary and television programming to major broadcast and cable networks. Responsibilities include overseeing development of new programming, sales presentations, negotiating license agreements, and securing sponsorships. Travel required. Excellent benefits. Salary based on contacts and experience. No phone calls. jobs@warrenmiller.com

FOX Cable Networks has the following opportunities available in our New York office:

Manager of Sales Inventory & Traffic

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Candidate will be responsible for supporting the process of maximizing revenue through the strategic utilization of inventory. This entails maintaining and synchronizing program titles, advertiser, and agency information in the proposal and traffic systems. Additional responsibilities will include the entry and maintenance of all Selling Titles and inventory capacity in Dealmaker, TRANS/Act, and the BMS traffic system.

Qualified candidate will have a Bachelor's degree; media sales experience; and knowledge of various media sales traffic and inventory management systems. Excellent communication skills, as well as knowledge of media math and Excel modeling also required.

Please fax resume, cover letter, and salary requirements to: (212) 822-8660 OR apply online at <http://fox.recruitingcenter.net/publicjobs/canviewjobs.cfm>. No phone calls, please.

Sales Inventory Traffic Analyst

Code: DH/SITA

Candidate will be responsible for supporting the process of maximizing revenue through the strategic utilization of inventory. This entails maintaining and synchronizing program titles, advertiser, and agency information in the proposal and traffic systems. Additional responsibilities will include the entry and maintenance of all Selling Titles and inventory capacity in Dealmaker, TRANS/Act, and the BMS traffic system.

Qualified candidate will have a Bachelor's degree; media sales experience; and knowledge of various media sales traffic and inventory management systems. Excellent communication skills, as well as knowledge of media math and Excel modeling also required.

Sales Administrator

Code: DH/SA

This position will involve checking and entering orders into the traffic system, some inventory management, processing and devising sales reports, and working with sales assistants to ensure an efficient order process. This position will expose the candidate to various aspects of cable ad sales and poses the opportunity to learn and grow in a fast-paced environment.

One to three years business experience in a cable ad sales environment is preferred. Knowledge of Enterprise traffic system or some industry traffic system is a plus. Good organizational and communications skills a must.

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Classifieds

Television

NEWSCAREERS

News Director

WLS-TV in Chicago, the #1 rated ABC owned station in the 3rd largest market, is looking for a top-notch news director with a proven track record in news management. Qualified candidates must be rock-solid journalists with strong leadership and organizational skills as well as a keen eye for local news and a demonstrated record of sound fiscal management. 3-5 years prior experience in a major news management position is required. Major market experience is preferred. Interested applicants should send a resume and references to: **Emily Barr, Pres. & GM, WLS-TV, 190 North State Street, Chicago, IL 60601.** No phone calls accepted. EOE



TELEVISION PHOTOJOURNALIST

WCCO-TV is looking for a reliable photographer with a sharp eye and creative style. Three years of photography experience. Please submit your non-returnable tape to:

WCCO-TV, ATTN: Denny Behr, 90 South 11th St., Mpls., MN 55403. EOE.

METEOROLOGIST

Richmond's No. 1 news organization seeks dynamic Meteorologist to join its four per son weather team. Successful candidate must be solid forecaster and concise communicator who understands how to tell compelling weather story. Experience required. AMS seal preferred. Immediate opening. Send cover letter, resume and non-returnable VHS demo tape to Frank Jones, Executive Producer, NBC12, P.O. Box 12, Richmond, VA 23218. No calls. EOE M/F/D

NEWS DIRECTOR

KFSN-TV (An ABC Owned Station), located in the California Central Valley, is seeking a dynamic leader, with a proven track record, to head its News Department. The ideal candidate will have 4+ years news management experience in television journalism and newscast production. This individual will be responsible for all daily news gathering operations, long term planning, personnel management, and financial management and budgeting. Candidate must have a Bachelor's Degree and be currently employed in television news management. Send resume to: KFSN-TV, 1777 G Street, Dept. BC 01-09, Fresno, CA 93706. ABC, Inc. is an Equal Opportunity Employer. Women and minorities are encouraged to apply.

PRIMARY ANCHOR

NBC33 is searching for a dynamic communicator to anchor our primary newscasts alongside the market's best co-anchor. The ideal candidate must be an energetic journalist who can anchor both from the set and the field. We're looking for a charismatic storyteller with a flair for enterprise reporting. This individual will have strong writing skills and editorial judgment. Our successful candidate is a newsroom leader with a strong sense of community involvement. A winning attitude is mandatory. Send resume and non-returnable VHS tape to: Personnel, WKJG-TV, 2633 W. State Blvd., Fort Wayne, IN, 46808. E.O.E. No phone calls.

ANCHOR/REPORTER

WPRI/WNAC in Providence, RI, is looking for an experienced anchor for our 10PM Fox Newscast and you will also report for our CBS newscasts. We need an anchor who can sell the story, handle breaking news yet present it in a conversational way. If you are interested in this position, rush your tape to: Gary Brown, News Director, WPRI/WNAC, 25 Catamore Blvd., East Providence, RI, 02914. EOE.

WEATHER ANCHOR

Rapidly growing, small market, dominant, Network affiliated Southwest station seeks M-F Weather Anchor. Experience preferred. Submit non-returnable resume tape to: Box 827, Broadcasting & Cable, 275 Washington Street, 4th fl., Newton, MA 02458, attn: N. Andrews. This employer is an Affirmative Action / Equal Opportunity Employer.

PRODUCERCAREERS

PROMOTION PRODUCER

Outstanding writing, graphic and visual skills to produce daily news topicals and news series. Understanding of on-line editing equipment with AVID experience helpful. Ability to work under pressure with flexible schedule. Pre-employment drug test required. EOE M/F/D/V. Send resume to Promotion Manager, 4466 John Young Pkwy, Orlando, FL 32804.

ASSOCIATE PRODUCER

The Department of Communications of the Archdiocese of Seattle has an opening for a full-time Associate Producer. Requirements: 5 years experience in broadcast production, with emphasis on videography; demonstrated ability to write and produce feature segments for television; proficiency with video cameras (Betacam and digital); ability to work nights and weekends. Preferred qualifications: BA degree; two years experience as associate producer; proficiency with Photoshop and other digital effects software; proficiency with analog and digital editing systems; experience with AVID editing software. Competitive salary and excellent benefits. Check www.seattlearch.org or call (206) 382-2070 for complete job description and application packet. EOE.

WANTED:

PROMOTION WRITER/PRODUCER

We're looking for a highly creative, motivated team player with strong writing and production skills. If you have experience writing and producing solid TV advertising and a reel that proves it - we want to talk to you!

Send your reel and resume to: Dan Weig, Audience Promotion Manager, WCCO-TV, 90 South 11th Street., Minneapolis, MN 55403. EOE M/F/H/V No calls please!

ANCHOR/REPORTER

for major newscast in top 50 market. It may be time for us to make a change. All of our morning and evening anchors do some reporting, so we're looking for a person who can join this team with talents both on the anchor desk and in the field. Good work ethic, storytelling skills, a passion for journalism, natural enthusiasm, an ability to work with a team, and that certain sparkle when the camera light goes on... these are all important to us. We're a major network affiliate in the upper Midwest, a beautiful part of the country with an excellent quality of life. If you think you might be right for this opportunity, please send tape, letter and resume to: Box 93, Broadcasting & Cable, 275 Washington Street, 4th fl., Newton, MA 02458, attn: N. Andrews.

WEATHERCASTERS AND ANCHORS

A national television news consulting firm is looking for weathercasters and anchors for its small and medium market clients in the midwest and mideast. If you are interested, please send a resume and vhs tape to: Box 96, Broadcasting & Cable, 275 Washington Street, 4th fl., Newton, MA 02458, attn: K. Parker.

ASSOCIATE PRODUCER

KTRK-TV is looking for an Associate Producer for one hour daily talk show "Debra Duncan". Must possess strong computer research and writing skills, excellent phone and booking skills, ability to generate show ideas, and working knowledge of all aspects of television production.

Send resume to: Wendy Granato, Executive Producer, KTRK-TV 3310 Bissonnet, Houston, TX 77005

No phone calls please.

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CREATIVESERVICES

BROADCAST DESIGNER/ANIMATOR

CBS Owned Television Station needs an experienced graphic designer/ animator. Minimum 2 years experience. Strong skills in After Effects, Photoshop, and Illustrator a must. Knowledge of Quantel and Chyron and 3D animation a plus. Work with a design team on graphics for news, sales and promotion. Must be able to work well in a fast paced environment.

Send resume and tape work to: Karen Dahlquist, Art Director, WCCO-TV, 90 South 11th Street, Minneapolis, MN 55403, No calls please! EOE.

Classifieds

Television

TECHNICAL CAREERS

CHIEF ENGINEER

WIPX in Indianapolis, IN needs a Chief Engineer with strong TV transmitter maintenance background, knowledge of FCC rules and regulations and 5 or more years maintaining modern broadcast equipment. Practical knowledge of electrical, plumbing, HVAC and basic construction techniques helpful. Certification through the FCC or SBE a plus. Send resume to: Director of Engineering, WIPX TV 63, 6602 E. 75 St., #510, Indianapolis, IN 46250. EOE

OPERATIONS MANAGER

Small market, northeast affiliate in search of a qualified technical manager to oversee all broadcast operations and maintenance. Experience in budgeting and capital planning. Must provide a high level of competency in all areas of television's technical and operational positions. Responsible for technological advances and continued growth. Will handle all hiring/staff changes for the department and will have intense interaction with the sales, news, technical and maintenance departments. Must be highly motivated, have a positive attitude, be a team player and above all have exceptional people skills. 5+ years of supervisory/management experience required. Send resume by September 14th, 2001, to Box 95, Broadcasting & Cable, 275 Washington Street, 4th fl., Newton, MA 02458, attn: K. Parker. EOE.

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Editorials

COMMITTED TO THE FIRST AMENDMENT

Plain speaking

"We are outraged at what the Justice Department has done," said AP President Lou Boccardi last week. So are we. What it did was subpoena the phone records of AP reporter John Solomon so it could track down and identify the source on a story. The press is not free, and investigative journalism is mortally wounded, if the government can use reporters' records to hunt down and punish sources. Boccardi, you will remember, was the one news executive to tell off Congress last February when it grilled network news chiefs in a hearing on election-night coverage. His statement then applies equally to last week's subpoena: "Such an official government inquiry into essentially editorial matters is inconsistent with the First Amendment values that are fundamental to society." Radio-Television News Directors Association President Barbara Cochran was quick to defend AP: "Forced disclosure of sources or information threatens the constitutional right to a free press by undercutting the media's independence from government."

Sadly, the Justice Department's action is just the latest in a disturbing trend that includes a writer sitting in a Texas jail for refusing to turn over notes; Rep. Henry Waxman's dogged pursuit of an election-night internal video from NBC—the direct result of February's parade of news presidents; and an attempt by Sen. Richard Shelby to re-introduce draconian leak-plugging legislation. That law would likely lead to more subpoenas to identify sources and probably to the practice of "classifying" more documents to try to make them leak-proof.

We've heard from Lou Boccardi and Barbara Cochran. The entire journalistic community should add its voice and turn a loud protest into a thunderous rebuke. You could be next.

Plane speaking

At the moment we began writing this editorial (Tuesday afternoon, Aug. 28), the pilot of a small Beechcraft aircraft in California had noticed a warning light that indicated its landing gear was not working. The landing gear ultimately turned out to be down, and what there was, apparently, was a warning-light problem. But, for about an hour, maybe more, the all-news networks carried a live shot of this small plane flying in circles against an azure sky. Around and around. Around and around on CNN. Around and around on MSNBC. Around and around on Fox News Channel. Why were all these news organizations delivering the video equivalent of a screen saver? The day before, another small craft's landing gear really didn't come down, and all-news television was there, and apparently ratings were quite good for that. It landed safely and without much drama.

The plane in Van Nuys landed safely, with even less drama.

And even before it touched down, we were thinking that, if we were 21, we wouldn't choose television journalism as a career.

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