

BROADCAST Dialogue

The Best Broadcast Briefing in Canada

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Christensen Communications Ltd. * 18 Turtle Path * Lagoon City ON * L0K 1B0
www.broadcastdialogue.com * howard@broadcastdialogue.com

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GENERAL: The annual grant the **CBC** gets from the feds is being chopped by 10% over three years. Right now, CBC gets about \$1.15 billion a year – about 64% of its operating budget. The annual \$60-million top-up to CBC is being eliminated as part of the \$115 million in cuts. The 2012-13 loss will be \$27.8 million. Whether or not the public broadcaster can move ahead with plans to expand speciality channels and a renewal of news services in English and French is not known. What is known is that between CBC and **Radio-Canada**, upwards of 650 jobs are expected to be chopped over three years as part of cost-cutting measures for a savings of \$115 million. And, in a significant departure, CBC is asking the **CRTC** to allow advertising and sponsorships on **CBC Radio 2** and **Espace musique**. The Corporation will also accelerate the shutdown of analog TV transmitters. In further moves to cut costs, CBC will cut back on news, music and sports programming, seek to get rid of pricey real estate and scale back its international radio arm... At least one media buyer and one strategist have endorsed the \$3.38 billion purchase of **Astral Media** by **BCE**. The real value of Astral's assets won't be realized until multi-platform media consumption across TV, mobile and online goes mainstream, said **Solutions Research Group** President **Kaan Yigit**. They might not draw a premium from it today, he said, but in upwards of seven years when multi-platform really engages, they will have the assets to drive it more competitively. And **Zenith Optimedia Media** President/CEO **Sunni Boot** wants the strongest possible Canadian media owners to compete for content and that it's essential to have strong domestic media companies to compete globally... The **CRTC** says Canada's BDUs increased revenues to \$13.5 billion for the broadcast year ended Aug. 31, 2011. In 2010, it was \$12.5 billion. Cable companies reported revenues of \$11 billion in 2011, an 8.2% increase year-over-year... **RTDNA** winners for the Central Canada Region have been announced. They are listed on Page 4.

REVOLVING DOOR: **Tony Marsh** has added GM duties for **The River/Rock 106 Lethbridge** while retaining that title at **Rock 105.3 Medicine Hat**. Marsh has been with **Rogers** for 14 years, first as an Account Manager in Calgary and then as GSM at **Rogers Victoria**... **Rogers** has also made a similar move in Eastern Canada. **Danny Kingsbury**, the GM of its Atlantic radio properties (Moncton, Saint John and Halifax), will add the Kingston, Ont., stations (**K-Rock**, **Kix 93.5** and **The Lake**) to his portfolio. Kingsbury will be



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based at Kingston... **Sherri Pierce**, the President/GM at **Shore FM Vancouver** up until the station's sale to **Astral Media**, is now at **Astral Corporate** as the Director of Local Sales Western Canada. Pierce left **Corus** in 2007 and was involved in two licence applications, both successful. She was hired as VP of Sales at Shore 104.3 before being promoted to her last position there... **Andrea Beach** is now VP at **Nielsen Media Canada** in Toronto. The promotion moves Beach from Director, Sales & New Business into the senior position previously held by **Lisa Eaton** (now at **BBM**)... **Angelo Persichilli**, the Communications Director job in **Prime Minister Harper's** office, has resigned citing the heavy workload. Persichilli, a former News Director at **CFMT-TV Toronto**, is the seventh person to leave that job since Harper became PM in 2006. He will stay in place until a successor is found... Retail Sales Manager **Kelly Walter** has been promoted to GSM at **Newcap's Edmonton Radio Group**. Stepping in to his RSM role at **Capital FM** and **K97** is **Doug McCulloch**, promoted from Sr Account Manager. **Leo Pilon** continues as RSM for **CFCW, CAM** and **W1440**... **Radio Advertising Bureau** President Jeff Haley is stepping down after more than five years on the job. Exec VP **Erica Farber** takes over the organization April 16... **Jennifer Pelat**, a five-year employee at **CKNW Vancouver** before Corus Exec **JJ Johnston** convinced her to move east last August to become PD at **Corus Peterborough**, will move to **CTV National News** in Toronto as Assignment Editor. Her last day at the Corus stations is next Friday, the 13th... **Jason Lee**, who does PM drive at **CJWW 600 Saskatoon**, is now also MD. He succeeds mid-day announcer **Jay Richards** in the MD role since Richards succeeded **Jeff Hayes** as **Saskatoon Media Group** Community Relations Director... **Gina Lorentz**, Brand Director at **Astral Radio St. Catharines**, is no longer with the cluster. She joined Astral at the end of 2009, moving from **CKNX-FM Wingham** where she had been PD/Morning Show Co-Host... The concept of regionalization has been cascaded down at **Bell Media** (Ontario) following last December's creation of four new regional VPs in B.C., the Prairies, Northern Ontario/Eastern Canada and Ontario. The changes in Bell Media stations in Ontario include: **Mark Schembri** of **CTV London** becomes Regional Manager, Engineering and IT, with input at **CTV Barrie, CTV Kitchener**, CTV London and **CTV Windsor** operations, as well as the 13 radio properties; **Michelle Wilson** becomes Business Manager at CTV Barrie, with primary responsibilities for managing Human Resources at Barrie, Lindsay, Peterborough, Kingston and Brockville. She will also maintain strong relationships with political, business and community leaders in the Barrie area; **Tom Fitz-Gerald**, Sales Manager at CTV London and Windsor, becomes Regional Retail Sales Manager, overseeing all local retail advertising and commercial production at CTV Barrie, Kitchener, London and Windsor; **Cameron Crassweller**, Sales Manager at CTV Kitchener, becomes Assistant Regional Retail Sales Manager; **Tom Green** at London/Windsor has been promoted to Regional Commercial Production Supervisor at CTV (Ontario); **John Cordiner**, most recently Creative Services Director at London/Windsor, has been promoted to Regional Manager, Promotion and Digital Media, focusing on the integration of digital services throughout the four CTV stations (Wingham, London, Kitchener and Barrie); **Janet Taylor**, the Program Promotion Manager at CTV Kitchener, becomes Regional Manager, Programming and Community Relations, assuming local responsibilities for sponsorship, public relations, communications, as well as local program production oversight;



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Michael Melling, the ND at CTV Kitchener, has been appointed as Regional News Director, overseeing the news operations at Barrie, Kitchener, London, and Windsor, as well as effecting the integration of the CTV News brand into the daily newscasts on those four stations;

Steve Young, a 27-year veteran of local TV news in four Southwestern Ontario markets, has been promoted to News Director at CTV London; and

Dan Appleby, with experience most recently at **CNN** and **Fox** in Denver, is the new ND at CTV Windsor...

No longer with CTV are **Cal Johnstone**, ND at CTV London; Local Sales Manager **Paul Woodhouse** and Operations Manager **Brian Cathline** of CTV Barrie; and **Dave MacNeil**, the Ops Mgr of CTV Kitchener...

Jacqueline Janelle joins **CTV Edmonton** April 9 as the new Managing Editor. She has spent the bulk of her broadcast career at **CBC Edmonton** in roles that include producing the morning show... **Drew Keith**, the Brand Director/Ops Manager at **Astral Radio Hamilton**, and **Michelle Quinn**, MD/Talent, are no longer with the group.

Keith joined then-**Standard Radio** in 2003 from his Director of Programming role at **Haliburton Broadcasting**...

Spenser Shaw has been appointed Promotions Director at **92.3 The Dock Owen Sound**, moving from sister **Larch Communications** property **KICX 91.7 Sudbury** where she was an Advertising Specialist... **Al Clarke**, the ND at **Q101 Merritt**, has retired. Clarke was with the Merritt station for 39 years, hanging up his headset March 30. Before that, he spent five years at **CHQB Powell River**.

RADIO: With the government 10% funding cut for **CBC** there are now serious doubts about proceeding with a new Kamloops radio operation, despite the **CRTC's** already having given licence approval. CBC people need to first assess the budget limitations... The **Canadian Broadcast Standards Council** says despite a listener's complaint, a contest on the **HTZ-FM St. Catharines** morning show did not promote violence against animals. The segment, called *Evil That People Do*, heard a caller describe feeding hits of acid to a cat. Details at www.cbcs.ca... **CJWW 600** and **Magic 98.3**, the **Saskatoon Media Group** stations, were the facilitators in raising just over \$400,000 for **Royal University Hospital Foundation's Every Heart Matters** campaign. The goal for the 12-hour simultaneous broadcasts had been just \$250K, with all monies raised going toward

Saskatchewan's first full-time Cardiac Electrophysiology Lab in Saskatoon... **LIFE 100.3 Barrie**, the listener-supported Christian music station, raised \$442,694 in pledges during its annual two-day *Share-athon*. LIFE has repeaters in Owen Sound, Peterborough and Huntsville...

Thursday May 10th Speaker line up

James Cridland - London
Radio Futurologist & New Media
Is radio dying? Fox News say it's already dead but what's the truth across the world?

Clive Dickens - London
COO Absolute Radio
"You can't close your ears" - How do we redefine radio to ensure a growth story?

Valerie Geller - New York
President, Geller Media International
Moderator - Social Media & the news. *How do you use social media to connect with your audience?*

Sean Ross - New York
Vice President Edison Research
Programming against 50,000 competitors. Platform matters, but programming matters more than ever.

Jim MacLeod - Toronto
President & CEO, BBM Canada
What the Future Holds - Will PPM keep pace as technology evolves? See what's coming!

Click here for the full conference line up

SIGN-OFF: **Steve Barlow**, 45, of cancer in London. Barlow left broadcasting in 2007 but before he did, his broadcast career included stops at **Country 93 (CKYC-FM) Owen Sound** as well as Tillsonburg, London and Windsor. He was also a well-respected singer/songwriter in country music... In last week's **SIGN-OFFs** BD had **Phil Flagler's** job duties incorrect. At the time of his retirement from **CJBQ Belleville**, Flagler was the GSM and Host of the noon hour farm show.

LOOKING: **Corus Radio Peterborough** - Program Director; **K-Rock 105.7 Kingston** - Program Director; **Rogers Radio Halifax** - Technician; **Vista Radio Courtenay** - Morning Show Host/PD/Ops Manager; **Astral Terrace** - Account Executive; **Q99 Grande Prairie** - Summer Q-Cruiser person; **CHDR-FM/CHBZ-FM Cranbrook** - Sales Exec; **Rawlco Radio** - Programmers... **Astral Edmonton** - Account Executive; **100.7FM The River Red Deer** - Promotions / Marketing Director; **Chetwynd Communications Society, Chetwynd** - Technician, Radio & TV; **CBC Toronto** - Manager, Brand Development, Sports; **Bell Media Scarborough** - Senior Production Manager and a bilingual Media Analyst, Advertising; and **Bell Media Montreal** - bilingual Promo Producer and a bilingual Marketing Manager.

SUPPLYLINES: *Asian Television Network*, with studios in Markham, Ont., is working with **Broadcast Systems & Equipment** (BSE) and **Harris Broadcast Communications** for the installation of a multi-channel master control centre for its new broadcast facility, expected to open in June. ATN now offers 34 specialty channels across Canada... **Rogers Television Vancouver** (*Citytv*, *OMNI BC* and *SportsNet Pacific*) has purchased a set of **Calrec Artemis** audio consoles... **Christine Pierce** has been promoted to Customer Service Manager at **Novanet Communications**.

RTDNA Canada winners in the Central Region – to be recognized June 21 in Toronto – are:

TELEVISION

- Bert Cannings Award - Best Newscast**
CTV Barrie (Medium Market)
Citytv Toronto (Large Market)
- Adrienne Clarkson Award - Diversity**
CTV Southwestern Ontario
- Charlie Edwards Award - Spot News**
CP24 Toronto
- Dan McArthur Award - In-depth/Investigative**
CTV Montreal
- Dave Rogers Award - Short Feature**
CTV Sault Ste. Marie (Small Market)
CTV Southwestern Ontario (Medium Market)
Global Toronto (Large Market)
- Dave Rogers Award - Long Feature**
Rogers TV Simcoe (Small Market)
CTV Windsor (Medium Market)
CTV Montreal (Large Market)
- Gord Sinclair - Live Special Events**
Citytv Toronto
- Ron Laidlaw Award - Continuing Coverage**
CBC Montreal
- Trina McQueen Award - News Information Program**
Global Toronto
- Hugh Haugland Award - Creative Use of Video**
CTV Montreal

RADIO

- Byron MacGregor Award - Best Newscast**
Mix 106.5 Owen Sound (Small Market)
CKLW AM 800 Windsor (Medium Market)
CFRA 580 Ottawa (Large Market)
Best Use of Sound Award
CBC Windsor
- Charlie Edwards Award - Spot News**
CKNX AM 920 Wingham
- Dan McArthur Award - In-depth/Investigative**
CBC Sudbury
- Dave Rogers Award - Short Feature**
Newstalk 1010 Toronto (Large Market)
- Dave Rogers Award - Long Feature**
CBC Sudbury (Medium Market)
CBC Toronto (Large Market)
- Gord Sinclair Award - Live Special Events**
680 News Toronto
- Peter Gzowski Award - News Information Program**
CJAD Montreal
- Ron Laidlaw Award - Continuing Coverage**
CKNX AM 920 Wingham
- Adrienne Clarkson Award - Diversity**
CBC Thunder Bay
- Peter Gzowski Award - News Information Program**
CJAD Montreal
Digital Media Award
CBC News Toronto
- Sam Ross Award - Editorial/Commentary**
Newstalk 1010 Toronto (Dave Agar)

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RADIO: *Astral Media* is more than a titch miffed about **CBC's** application to sell advertising on **CBC Radio 2** and **Espace Musique**. In fact, Astral says, it's "*fiercely opposed*". CBC President **Hubert Lacroix** says he's making the move in an effort to find \$50-million in new revenues. Industry Consultant **Pierre-Louis Smith**, a former Chief Regulatory Officer with the **Canadian Association of Broadcasters**, says it would change the dynamic in the marketplace, if approved, likely detrimental for the private broadcasters. **Evanov Communications** VP **Carmela Laurignano** says CBC can't have it both ways. With ad revenues, she says, the competitive balance would be out of whack. For those who don't remember, a minimal number of local and national spots aired on CBC Radio into the mid-'70s. The ads stopped March 31, 1975 due to increasing complaints from listeners who believed that the CBC shouldn't be running them. There's a bright spot for CBC in its **SiriusXM** investment. The public broadcaster's significant minority stake puts it in the position of reaping its share of an increasingly large pile of cash. CBC was one of three investors (the others being **Bitove** and **Slaight**) that paid \$12-million each to create **Sirius Canada** in 2004. At the time, there was a groundswell of opposition from private broadcasters who demanded that CBC stick to its knitting. Last year's merger with **XM** paid CBC \$18-million plus a stake in the new company, now worth about \$53-million... **Astral Calgary's** three stations – **CJAY 92, 98-5 Virgin** and **Classic Country AM 1060** - staged its second Alberta is Working job fair yesterday (Wednesday). The idea was to help local and province-wide employers find qualified staff. In partnership with **SAIT**, Astral reached out to new SAIT graduates from the various trades, encouraging them to attend the job fair... A memorial get-together was held in Toronto yesterday (Wednesday) for the late **Norm Bonnell**. Upwards of 100 people from stations, rep houses and from the **Paul Mulvihill** days were expected.

GENERAL: *Astral Media* reports a double-digit increase in quarterly earnings, with net income at \$38.2-million or 69 cents per diluted share in the quarter ended Feb. 29. That was up 10% from 60 cents or \$34.3 million in the year-earlier period. On a segmented basis, Astral reported a 4% cent increase in TV



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advertising revenue in the quarter and a 1% increase in subscriber revenue. Radio revenues declined 3%... The essentials of the 10% cut in federal funds, and the impact the reductions will have on **CBC/Radio-Canada**, are downsizing, TV programming cuts, the possibility of advertising on two CBC radio outlets, and transmission shutdowns. CBC will cut 650 full-time jobs over the next three years – about 7% of staffing – with 475 cuts in this fiscal year. First among cuts are **CBC News Network's Connect with Mark Kelley** and CBC Radio's *Dispatches*. Additional cuts include news bureaus closed in Africa and South America as well the elimination of 88 news jobs. Investment in original TV programming will be slashed and, as a result, there will be more repeats on the schedule. Decisions will be made quickly because May is when CBC launches its fall schedule and pitches advertisers... The **Camosun College** program that trains students for careers in journalism, publishing and public relations has been decimated by budget cuts. **Kim O'Hare**, who teaches radio at the Victoria applied communication program, says the two-year course will end after next year. The college will not accept any new students, and students going into their second year will be the final graduating class. The administration has to trim more than 40 jobs to balance its \$104-million budget for 2012-2013...

TELEVISION: The big BDUs are petitioning the **CRTC** to resist calls to approve the so-called a la carte model which would allow subscribers to pick and pay for individual favourites. **BCE, Rogers Communications** and **Shaw Communications** argue that such a change would be disastrous for the likes of **Bell Media** and **Shaw Media**. The three big players support the current tied selling model of grouping weaker performing networks with popular channels. The Commission, concerned about higher subscription prices and unregulated online broadcast alternatives, worries that the model as it stands - and the subsidies it feeds Canadian content production - is in danger. **Telus, Cogeco, MTS Allstream** and **Eastlink**, unlike Bell and Shaw, want to be able to offer consumers the a la carte option. And tiered packages that would let subs create their own package of 15 or 30 channels might be on the table. Rogers wrapped up an a la carte pilot program in London March 31 that offered viewers a cheaper channel package, and filed a report on it to the CRTC last week. London subs could pay about \$20 a month for basic cable, plus an extra charge for any 15, 20 or 30 channels. The report, among other observations, noted that "contractual obstacles ... would make full-scale rollout difficult if not impossible." And, in another report to the Commission, Bell warned that an a la carte system would cause a market shakeout that could force many specialty channels to fold... A new study claims that online video services are tempting millions of American and Canadians to ditch cable TV services in favour of online streaming providers such as **Netflix** and **Hulu**. The study's authors – **The Convergence Consulting Group** (Toronto) – claims, though, that numbers should level out this year. The report, covering the 2008-2011 period, found that 2.65 million Americans canceled their cable and then became members of an online streaming service. Lower cost was said to be the key motive. Convergence notes that while 272,000 new cable subs were recorded in both countries in 2010, only 112,000 became cable subs in 2011. The study's authors say, however, that the cable subs' ins and outs over the next two years will be equal. Last week, the **CRTC** reported that BDUs, in the year ended Aug. 31/11, grew in total revenues from \$12.5 billion to \$13.5 billion. Cable had \$11 billion of it, up from \$10.1 billion. Households that subscribed to cable's basic TV service increased by 2.8% to reach 8.5 million... Less than 1% of Canadians watch TV on smartphones. **Deloitte Canada** analyst **Duncan Stewart** notes that screen size is a big consideration when it comes to how consumers view content. But even if mobile viewership is small, TV assets are seen as a means



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to grow for **Rogers**, **Quebecor** and **BCE**. All three have offered more programming for smartphones, tablets and personal computers – while bolstering content for their TV channels – to win more subscribers and increased revenues... **Astral Media** says it will launch its **HBO GO** app in the fall. The app will allow anyone with a mobile device and a subscription to watch popular HBO shows on them. **BCE** said earlier this year that it would offer the service to help it compete against such services as **Netflix**... Watching TV while using a tablet or smartphone is more common than not according to a Q4 2011 **Nielsen** survey of connected device owners in the U.S., UK, Germany and Italy. In the U.S., 88% of tablet owners and 86% of smartphone owners said they used their device while watching TV at least once during a 30-day period. For 45% of Americans, using their device while watching TV was a daily event... Burlington-based **Crossroads Christian Communications (CTS-TV)** will mark its 50th anniversary June 2. It began as Founder **David Mainse's** 15-minute program following the late night news at **CHRO-TV Pembroke**... *Canada's Best Beauty Talent*, a 12-part high-def reality television show, debuts Sunday night but only on the Internet. Produced by **Rogers Media** and funded directly by **L'Oreal**, the advertiser. While vertically integrated companies such as Rogers must share most programming with competitors, anything produced exclusively for online use is theirs alone. With the fight for mobile subs getting fiercer, any popular online TV series would be an advantage. While online viewing is still in its early stages L'Oreal says overall viewing numbers don't really matter. What does matter is the precise targeting of its advertising dollars...

Fashion Television, the iconic **Jeannie Becker**-hosted **CHUM Television/CTV** show, has, after 27 years on the air, been cancelled with the loss of 10 jobs. Fashion TV was where so many of us, whether watching for the latest and greatest in style or simply hoping for a view of more skin on the models, were introduced to the likes of **Betsey Johnson**, **Vivienne Westwood**, **Jean Paul Gaultier**, **Karl Lagerfeld** and **Kate Moss**.

REVOLVING DOOR: **Ernie Blumke**, whose most recent broadcast experience was with **Astral Radio Nelson/Trail**, has become Station Manager of the new **Newcap** property, **Giant FM Penticton**. Blumke has a 35-year career in radio and TV... **Nick Addams**, PD at **CAM FM 98.1 Camrose**, has been appointed PD at **Newcap** sister station **C103 Moncton**. He begins in Moncton Monday, April 16... **Jason Portuondo** will return to **Woodbine Entertainment Group** as the on-air Host for the Toronto racetrack's network broadcast offerings. He'd previously held the job as the face of Woodbine Thoroughbred racing from 1999 through 2002. Portuondo's background includes **G98.7 Toronto**, **CHCH-TV Hamilton**, **680News Toronto** and **Sportsnet**... **CBC**

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is looking for a new Chairperson to succeed outgoing Chairman **Timothy Casgrain**, who is wrapping up his 2007 appointment to a five-year term... **Shore FM (CHHR-FM) Vancouver**, now owned by **Astral**, will see the return of announcers when **Ken Allan joonyer** (joonyer is correct) begins in the morning spot Monday, April 16. Shore went jockless in February after the purchase was approved... **Pete Montana**, who became GM of **Vista Broadcasting's** Coast Group on Vancouver Island Feb. 23, has left to become GM of the **Canadian Professional Rodeo Association**. Montana was also the group PD and morning Host at **Jet FM (CFCP) Courtenay**. He began with Vista as PD/morning Host at **FREE-FM (CFRI-FM) Grande Prairie** exactly five years ago... Changes to the **Bell Media** morning shows in Kitchener-Waterloo will see **Kyle "The Sarge" McKone** move from **105.3 KOOL FM** to join **Larry Silver** on **99.5 KFUN's** Breakfast Club. Succeeding McKone at KOOL FM is **Jeff Lumby**, ex of **Dave FM Cambridge**. Changes come into effect Monday, April 23...

SIGN-OFF: **Mike Wallace**, 93, at the Waveny Care Center in New Canaan, Conn. The **CBS News** legend, the **60 Minutes** pit-bull reporter whose probing, brazen style made his name synonymous with the tough interview, had been at the home for the past few years. A special program dedicated to Wallace will be broadcast on 60 Minutes Sunday, April 15.

LOOKING: **Rogers Radio North Bay** - General Manager/General Sales Manager; **K-Rock Kingston** - Program Director; **C-FAX 1070/KOOL FM Victoria** - Retail Sales Manager; **Astral Toronto** - Marketing Manager; **Virgin Radio Calgary** - Swing Announcer; **Astral Digital Toronto** - National Account Manager; **Newcap Radio Edmonton** - Creative Writer; **The Range Westlock** - Morning Show Announcer; **CTV Barrie** - Videographer; **CTV Edmonton** - Sports Reporter/Anchor; **CBC Montreal** - Senior Manager, Data Network Engineering; and **Shaw Media Toronto** - a Web Developer and an Application Developer.

SUPPLYLINES: **Reid Robertson**, after 23 years in the technical support area at **Panasonic Canada**, has moved into sales as Systems Solutions Manager, Professional Imaging Group... New **Sony** CEO **Kazuo Hirai** has stepped into a situation where 10,000 jobs are about to be terminated and fiscal losses are pegged at \$6.5 billion. His task is to somehow give existing workers a boost while continuing to restructure the company.

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TELEVISION: At the *Local Programming Improvement Fund* (LPIF) hearings in Gatineau, **BCE** has reversed itself, now saying **CBC** should be granted funds from the Fund, but only so long as it's sole provider of local TV services in a small market. **Shaw Media**, however, points to the Halifax market where **CBC** receives five times more than the local **Global** station. Shaw wants LPIF eliminated by year-end, arguing that the fund undermines the ability to change the face of local programming and respond to evolving consumer demands. **Yves Mayrand**, the VP Corporate Affairs at **Cogeco Cable**, said: "The fundamental issue here is whether it is appropriate for the CRTC, under the Broadcasting Act, to mandate a direct cross subsidy from the private to the public sector of the Canadian broadcasting system and whether the CRTC should supplement the role of Parliament in assessing the funding requirements of the CBC." CBC said the LPIF must be preserved and strengthened. It says the Fund has helped to stabilize local television as well as to boost local programming in smaller markets. **Chris Gordon**, President, Radio & Local TV at **Bell Media**, said: "Without LPIF funding, 10 of our 19 LPIF stations would have been unprofitable. Even with LPIF funding, six were unprofitable . . . Without LPIF, the business case for keeping these stations open deteriorates significantly and quickly. With it, we don't have to make some of the difficult decisions about our unprofitable small local stations that we otherwise would." **Channel Zero**, the owner of **CHCH-TV Hamilton** and **CJNT-TV Montreal**, and **CHEK Media Group**, owner of **CHEK-TV Victoria**, presented jointly. CHEK-TV's **John Pollard** said: "It is not an exaggeration for us to say that without LPIF it is highly likely that both CHEK and CHCH would not be on the air today." Channel Zero's **Cal Millar** supports continuation of LPIF but, he said, "if the Commission were to reduce the funding level to 1.1%, then it is essential for the CRTC to exclude vertically-integrated stations from eligibility." And **Rick Arnish** of the **Jim Pattison Broadcast Group stations** in B.C. and Alberta, said "Pattison Broadcasting wants to continue serving viewers to the best of our ability. LPIF support at current funding levels is critical to our ability to do just that." Overall objectives of the Fund are: to ensure that viewers in smaller markets continue to receive a diversity of local programming – particularly local news programming; to improve the quality and diversity of local programming broadcast in these markets; and to ensure that viewers in French-language markets are not disadvantaged by the smaller size of those markets... Technical executives from 13 worldwide TV broadcast organizations have signed

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Required Qualifications and Abilities:

- * Goal driven personality with the will to win
- * Minimum 2 years sales and marketing experience
- * Proven ability to achieve sales targets
- * Post secondary education, preferably in Business
- * Strong verbal and written communications skills
- * High level of proficiency in MS Office software
- * Strong planning and organizing skills
- * Strong negotiation skills and persuasiveness
- * High stress tolerance.

The successful candidate should have a positive, attentive manner, possess flexibility, and be able to independently creatively problem solve whilst showing an extreme level of initiative.

If you're interested, please send your cover letter and resume with salary history to jobs@sparknetcommunications.com.

No phone calls please. Only those candidates who are short-listed for interviews will be contacted.

a memorandum of understanding – building on the **Future of Broadcast TV Summit** held Nov/11 in Shanghai – to form the global **Future of Broadcast Television Initiative** (FOBTV). It's a framework for cooperation in the charting of a course for terrestrial broadcasting. The FOBTV signatories, including **CBC** and **CRC**, have goals which include: Developing ecosystem models for terrestrial broadcasting taking into account business, regulatory and technical environments; developing requirements for next generation terrestrial broadcast systems; fostering collaboration of Digital TV development laboratories; recommending major technologies to be used as the basis for new standards; and requesting standardization of selected technologies (layers) by appropriate standards development organizations... Former **CTV London** News Anchor **Dan MacLellan** was arrested earlier this month for failing to comply with a recognizance order. He's been free on bail over four assault charges stemming from a Christmas Eve incident. The new charge relates to an address where he was supposed to be residing. He has since been released.

GENERAL: **CBC** won't alter its online music service in the face of complaints from private broadcasters who complained to Heritage Minister **James Moore** and the **CRTC** that the site is unfair competition. **CBCmusic.ca**

allows users to listen to an endless stream of music over the Internet at no charge. Its competitors offer similar services, but at a fee, and are demanding that CBC either close the site, begin charging for access or change the site's scope to play only Canadian artists. CBC says it awaits direction from the Commission... A recently published **Pew Internet & American Life Project** report finds most Americans (72%) – in all demos – continue to follow local news. The numbers are strongest among 40+ and females. The 18-39 demo uses the greatest number of local news sources at an average 4.38 weekly. Older local news followers said they use two to three sources a week. Roughly 80% of 40+ adults get their news from TV broadcasts while nearly half of those surveyed said they use word-of-mouth, radio and regional newspapers... Police chiefs across Ontario have closed ranks on stopping the rebroadcast of police radio communications, their motivation being the airing on radio and TV last summer of a dying York Regional Police constable's last words. Further, they've initiated a Canada-wide police effort

insisting that the federal government introduce legislation to shut down the online streaming of police radio communications by individuals and to prevent media rebroadcasts. The initiative follows, police say, their being rebuffed by senior management at Toronto media outlets... **Canadian Women in Communications** and **Wired Woman** have signed a memorandum to bring the two Canada-wide organizations under the CWC umbrella. The logistics of the process are expected to evolve over the next several months... **Shaw Communications** will take a \$100-million hit to its cash flow this year, blamed on a soft ad market and competitive efforts that put pressure on second-quarter results. Shaw expects free-cash flow will be \$450 million for fiscal 2012, about \$100 million less than guidance issued in January. For the second-quarter ended Feb. 29, Shaw's profit rose 3.5% as revenue grew at its cable and satellite TV divisions. Net income from continuing operations was \$178 million or 38 cents per share. Revenue was up 3% to \$1.23 billion. **Shaw Media** contributed \$242 million of revenue in the quarter... **Corus Entertainment** had a \$31.6-million profit for its second quarter, seeing its revenue increase by 8% over the same time last year. Corus had 38 cents per share of net income, about even with the year-earlier quarter. Overall revenue improved to \$205.7 million, with growth from television offsetting a slight decline in radio. Revenue from Corus specialty channels grew to \$163.3 million from \$148.4 million a year earlier, while radio revenue slipped to \$42.4 million from \$42.6 million.

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RADIO: **Corus Vancouver** has imposed a lifetime ban on a self-described “prize pig” who’s won everything from trips to concert tickets to meals in quality restaurants over the last 30 years. **Brad Williams** earned the ban for trying to sell concert tickets he’d won on **Rock 101** through an ad on Craigslist... **Canadian Satellite Radio Holdings**, parent of **SiriusXM Canada**, said its underlying earnings more than doubled during the second quarter as the company saw record revenues and an increase in subscribers. Adjusted earnings before income tax, depreciation and amortization were \$11.9 million, up from \$4.7 million in the comparable period last year on revenue of \$63.8 million, up from a year-earlier \$58.3 million. Subscribers grew 11% to 2.02 million, among those, self-paying subs increased 12.5 per cent to 1.45 million... **Nostalgia Broadcasting Cooperative** hopes to win **CRTC** approval for a non-profit radio licence in Winnipeg. By filing, the door was opened for others to also file applications. Nostalgia Broadcasting is on the air until April 30 under a temporary licence at 107.9 FM. The deadline for competing applications is July 9... **CISN FM Edmonton** celebrates its 30th anniversary in June. The Country station, begun by **Bob McCord**, is now owned by **Corus**... **David Wiebe** has been named *Citizen of the Year for 2011* in Altona. He was with **Golden West Broadcasting** for 41 years beginning as a Creative Writer and retiring as VP of National Sales and Administration. He was President of the **Broadcasters Association of Manitoba**, **Western Association of Broadcasters** and sat on the board of the **Canadian Association of Broadcasters**.

REVOLVING DOOR: **Al Lucas** has been promoted to GSM for **Newcap’s** stations in their Alberta Radio Group (South): **KG Country/ ZED 99 Red Deer, Q91Drumheller, Q14 Stettler, Mountain Radio Blairmore/Crowsnest Pass** and **Q105/The One Brooks**. He moves up from RSM and Sales Manager at the Red Deer stations... **Kris Mazurak** has stepped down from the morning show/APD positions at **90.3 AMP Calgary**. He moved into morning slot in Sept/11 after serving as the station’s PD... **Star FM Brandon** morning show co-Host **Krystal Cane** is moving with her family to Southern Ontario. The six-year veteran’s last show is July 20.

SIGN-OFF: **Dick Clark**, 82, of a heart attack in a Santa Monica hospital. Clark helped bring rock ‘n’ roll into the mainstream on **American Bandstand** and later produced and hosted a vast range of programming from game shows to the year-end countdown from Times Square on **New Year’s Rockin’ Eve**. Clark continued performing after he suffered a stroke in 2004.

LOOKING: Jobs we’ve heard about this week include **SPARKNETWORKS** seeking an Affiliate Relations Manager. See the ad on Page 2... **Star FM Brandon** - Morning Show Host; **Global Maritimes Halifax** - Station Manager/News Director; **90.3 AMP Calgary** - Morning Show; **Global Saskatoon** - Assignment Editor; **Shaw Media Toronto** - Publicist and a Legal Counsel; **CTV Ottawa** - News Director, CTV Morning Live; **CTV Regina** - Co-Anchor Host; **TVO Toronto** - Director, Research; **CHAT-TV Medicine Hat** - Anchor/Reporter; **Astral Dawson Creek** - Master Control Switcher; **CBC Toronto** - Director, Communications, Marketing and Brand; **CBC Yellowknife** - Senior Communications Officer and a Managing Editor; **Z99 Regina** - Program Director; **107 fm The River Red Deer** - News Director; **Newcap Radio Lloydminster** - Afternoon Announcer/Music Director; and **Astral Radio Terrace** - Creative Writer.

SUPPLYLINES: Montreal’s **Miranda Technologies** has secured a contract to provide technology to back **NBC’s** broadcast coverage of the **London 2012 Olympics**. It will provide NVISION hybrid routing, Kaleido multiviewers, its Densite infrastructure equipment, fibre and media cards, and iControl signal and facility monitoring... **Ross Video** has acquired **Cambotics**, a robotic camera systems company based in Escondido, California. Cambotics joins the recently established Ross Robotics division.

BROADCAST Dialogue

The Best Broadcast Briefing in Canada

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Christensen Communications Ltd. * 18 Turtle Path * Lagoon City ON * L0K 1B0
www.broadcastdialogue.com * howard@broadcastdialogue.com

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Volume 20, Number 1

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RADIO: **Vista Radio Group**, which holds 38 licences in B.C., Alberta and the Northwest Territories, has acquired **Haliburton Broadcasting Ltd.** and its 22 Ontario stations. **Christopher Grossman** founded Haliburton in 1997. Toronto-based **Westerkirk Capital**, a new investor in Vista, assisted in the planned expansion. Westerkirk has, subject to **CRTC** approval, agreed to purchase all of the shares not owned by founding partners **Paul Mann**, **Margot Micallef**, **Bryan Edwards**, **Barb Fairclough** and **Jason Mann**. While the following would usually appear in the **REVOLVING DOOR** section, these changes are relevant to the story. Vista President **Terry Coles** will move into retirement at the end of 2012 and immediately into a consulting role with the company. His successor is CEO **Margot Micallef** who will handle the dual roles of President/CEO. **Bryan Edwards** moves to Sr VP of Business Development. **Vista Kelowna** GM/GSM **Ross Hawse** will become the Director Western Operations. **Gary Russell**, Vista's Director of Systems and GM of **Vista Prince George**, will integrate Haliburton and Vista in Ontario as the Director of Integration and Operations, Vista East. Co-Founder/Exec VP **Paul Mann** will add Sr VP of Sales and Training and Development to his duties. Assisting him will be **Tracey Gard**, the GM/GSM of the **Cariboo Group** of Vista stations, as Director Vista Sales, West and based in Courtenay. The former finance Exec at **Corus** and **Telemedia**, **Chris Lecomte** has joined Vista as Sr VP/CFO and will be based in Toronto. Haliburton's roster of stations, which includes two awaiting CRTC approval of their purchase, are:

CFZN-FM Haliburton
CFBK-FM Huntsville
CKLP-FM Parry Sound
CFBG-FM Bracebridge
CKKV-FM Kemptville
107.9FM Prescott
CHBY-FM Barry's Bay
CNMS-FM Bancroft

CFXN-FM North Bay
CFSF-FM Sturgeon Falls
CHMT-FM Timmins
CHPB-FM Cochrane
CKAP-FM Kapuskasing
CKHT-FM Hearst
CFIF-FM Iroquois Falls
CKNR-FM Elliot Lake

CJJM-FM Espanola
CHGK-FM/CJCS-AM Stratford
CKJN-FM Caledonia
CJED-FM/CFLZ-FM Niagara Falls
and,
pending **CRTC** purchase approval:
CFGM-FM Caledon and **CJFM-FM Bolton**

Vista Broadcast Group, on another acquisition, has entered into an agreement to purchase **CKAY FM Sechelt...**



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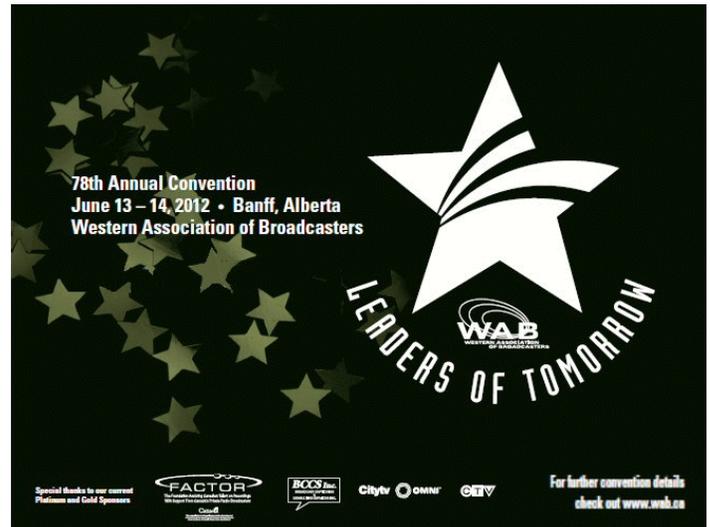
CKPC Brantford turns hybrid Monday when it begins programming Christian music weekdays from 1 p.m. through 7 p.m. The rest of the broadcast day will be Country. The birth of contemporary Christian music on CKPC, in the six-hour segment to be called *Rise Radio*, is attributed to research indicating a preference for it... **CBC** is cutting two-thirds of its live-concert recording services. **Chris Boyce**, the Exec Director of Radio and Audio, says the number will be reduced from about 300 per year to as few as 100. Further, he said, several staffers will be cut. Recording facilities and mobile studios in Ottawa, Winnipeg, Regina, Calgary, Edmonton and St. John's will be closed although CBC will continue doing live concert recordings in those locations using different technology and on a reduced scale... **The Beat 94.5 Vancouver** launches a new morning show next Monday. The show, a compilation of the station's on-air talent, is called *Beat Mornings with Holly (Conway), Jonny (Staub), Nira (Arora) and Amy (Beeman)*... The **CRTC** has approved an application by **CKPM-FM Radio Port Moody** to change its technical parameters by relocating the transmitter site, by increasing the average effective radiated power from 470 to 540 watts and by increasing the effective height of the antenna above average terrain from -193.2 metres to -155.1 metres. The station, owned by Matthew McBride, was also given an extended time limit to implement the change (to Nov. 30)... Jokes about murders aired on the **Dean Blundell** morning show at **102.1 The Edge (CFNY) Toronto** breached the *Canadian Association of Broadcasters' (CAB) Code of Ethics* because, says the **Canadian Broadcast Standards Council**, it had gratuitous violence and made light of a violent act. A listener complained

that the segment about murders in Mexico was "entirely repugnant and disgusting". CFNY acknowledged that the "discussion was graphic and unpleasant", but said the hosts were trying to "bring levity" to the subject. Details at www.cbcs.ca... In another **CBSC** decision, while hair colour isn't included in identifiable groups under the Human Rights clause of the *CAB Code of Ethics*, it's still in poor taste to disparage redheads on the air. The standards council found that a **X92.9 FM (CFEX-FM) Calgary** Host's comments about phasing out male redheads were not, as a listener complained, unacceptable because they targeted a specific group. Details at www.cbcs.ca... Former Nova Scotia politician and **CJCB Sydney** talk show Host **Dave Wilson** has been sentenced to nine months in jail for defrauding the public purse of nearly \$61,000 to feed a gambling addiction. Wilson, who pleaded guilty last September to fraud, breach of trust and uttering forged documents, said he felt deep shame and remorse for his actions... **NL Broadcasting**, the operator of **Radio NL 610 AM/97.5 The River/Country 103 Kamloops**, has teamed with **CIBC** and **The Prostate Cancer Foundation of BC** for **PETER'S PENNIES FOR PROSTATE!** Radio NL Morning Mayor Peter Olsen is fighting prostate cancer. The stations are asking listeners to donate their pennies, before they go out of circulation, at a CIBC branch in Kamloops or any area branch with all donations going directly to The Prostate Cancer Foundation of BC. Donations will be accepted through to June 15... The **GX94/FOX Yorkton Airwaves for Health Radiothon** has raised \$97,100 so far, with more cash coming in. All of the donations are destined for the purchase of an ultrasound machine for the heart and stroke clinic, the orthopedic surgeon and other specialty services operated in the **Sunrise Health** region.

TELEVISION: **Nielsen** Vice Chairman **Susan Whiting** says that while video consumers increasingly are watching video on the best screen available, on more devices and at more locations, 91% of that anytime-anywhere consumption is still on traditional TV in real time. While mobile devices have fueled an explosion in digital access to video, there remains a record number of TV sets in American homes. Her remarks are based on Nielsen's latest *State of the Media: Digital Consumer Report*. The average viewer watches a 146 hours-plus of traditional TV. The average monthly total of viewing on mobile devices and computers is a little under nine hours... And, coincidentally supporting the **Nielsen** numbers in an oddball way is an **Ipsos Socialogue** report that concludes television is still king. It is so much a part of people's lives, says Ipsos, that 58% would forego social networks if staying online meant they couldn't watch TV. North America, Europe and the G8 countries are the most

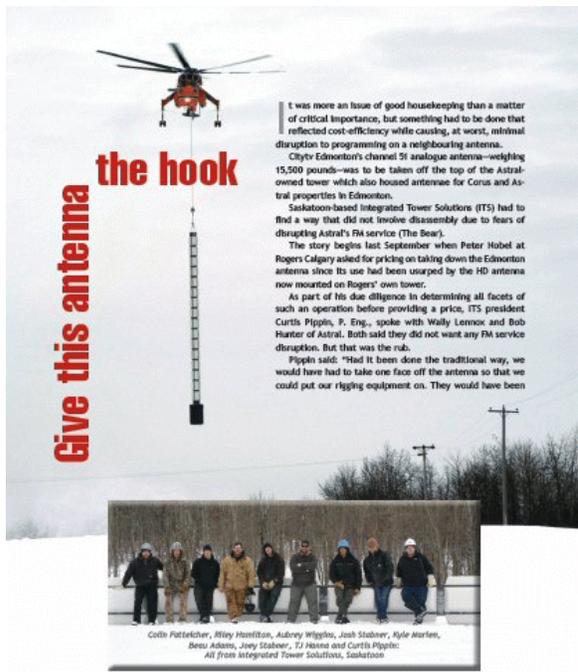
likely to prefer TV over social networking. Among those younger than 35, there's a 50-50 split on who would give up what... **Netflix** has projected slower subscriber growth, sending its shares down 17%. It warns that domestic streaming additions in the second quarter will be below that the same period last year. One analyst said Netflix is giving a signal to the street that their growth story is over and he now rates Netflix as a "sell"... The financial situation at **Netflix** corresponds to a **CRTC** decision to not conduct a second fact-finding exercise on the impact of over-the-top (OTT) programming services. While the Commission said last year, after its first look-see at OTT services, that it would repeat the exercise this year, it's now not considered necessary. The CRTC found that such services "have not had an impact sufficient to warrant another fact-finding exercise" although it will "closely monitor over-the-top services in the context of the

evolving Canadian communications OTT services"... Soon after taking ownership of the **Toronto Maple Leafs**, senior execs at **Rogers** and **BCE** will be haggling over which of their specialty networks gets to broadcast the most desirable games once the current deals expire in 2015. Since the two struck that \$1.3-billion deal for a 75% stake in Maple Leafs Sports and Entertainment (MLSE) – which owns the Leafs, the **Toronto Raptors**, the **Toronto FC** and the **Air Canada Centre** – their overall objective was broadcasting rights. And divvying up the 51 Leafs games each year between **TSN** and **Rogers Sportsnet** isn't going to be easy. Meanwhile, at last Thursday's **TVB TV Day** in Toronto, one session saw the Chief of **CBC's** English services, **Kirstine Stewart**, say that she has every intention of bringing back **NHL** coverage when the CBC's contract with the league comes due in two years. She argued that while **Bell Media** and **Rogers** can begin carving up regional rights to the **Toronto Maple Leafs**, the league remains in control of all national broadcast rights. But Rogers' **Keith Pelley** said that her argument has nothing to do with **Hockey Night in Canada**. Still, said Stewart, CBC's appeal to a general audience larger than viewers of **TSN** and **Rogers's Sportsnet** may hold some sway with NHL execs when the contract expires at the end of the 2013-14 season... A switching error at a cable company that put pornography onto **CHCH-TV Hamilton's** morning broadcast last Friday had dozens of viewers riled. **Mike Katrycz**, the VP of News, said he noticed the issue right away and frantically called master control to try to fix it but since the problem originated elsewhere they weren't able to immediately pull the material off the air. While CHCH wasn't at fault, said Katrycz, "that still doesn't mitigate the impact on our viewers, those who saw it, and for that we apologize"... The **CRTC** has recognized **Telefilm Canada's** new private donation fund as a *Certified Independent Production Fund*. Other endorsed funds include the *Bell Broadcast and New Media Fund*, *Le Fonds Harold Greenberg* and the *Canada Media Fund (CMF)*... French-language specialty channel **V** did not violate any broadcast code during an interview regarding student protests in Quebec, says the CBSC. The hosts spoke with a man March 22 who explained students' opposition to the Quebec government's decision to raise tuition fees for college and university students. The hosts stated their disagreement and challenged their guest on his views. There were 914 complaints alleging that the interviewers had been disrespectful because they interrupted and made disparaging comments about the student movement. Details at www.cbsc.ca... The U.S. **National Religious Broadcasters** is urging federal **Republicans** to drop support for legislation eliminating must-carry regulations because it could spell the ruin of many religious broadcasters. The must-carry rules give broadcast TV stations the right to have their signals carried on cable systems in local markets. Killing the rules would allow cablecos to refuse to carry such signals... Thirty students from the **RTA School of Media** at **Ryerson University** in Toronto will head to Los Angeles in August for a two-week intensive course on the U.S. television market. The for-credit program will give the students hands-on experience and networking opportunities with TV industry senior staff.



REVOLVING DOOR: **Brad Muir**, who most recently was Director of Programming for **Newcap's** New Brunswick stations in Fredericton and Moncton, is now PD at **C100/101.3 the BOUNCE Halifax**. He began on Tuesday. His first PD gig was at **K97/96X Edmonton** in 2001... **Andy LeBlanc**, the current President of the **RTDNA** and a TV instructor at the **New Brunswick Community College's** Woodstock campus, will become News Director at **CTV Atlantic** in Halifax. LeBlanc's history with CTV includes having started his career with it in New Brunswick as a Reporter and eventually moving up to become Assistant ND at Halifax before accepting a job as ND at **CTV Southwestern Ontario** in Kitchener. His start date is expected to be before

the beginning of summer... **William B. Linton**, the CFO at **Rogers Communications** whose departure was announced last October, completed his last day yesterday (Wednesday). Succeeding him in the post is **Tony Staffieri**... **Peter Christensen**, the new **CTV Saskatoon** Ops Mgr/Creative Manager, arrived from 20+ years as a Director of Photography in the episodic TV world... **Cheryl McKenzie** has been appointed Host/Producer of **APTN National News**, starting May 7. McKenzie began working for APTN in June, 2001, as a Reporter... **Jack Haskins**, ex of **Newcap TV Loydminister**, is now a Sports Anchor/Reporter at **Global Saskatoon**. He's the son of **Jim Haskins** who runs the **CBC Alberta** sales team from his base in Edmonton.



Give this antenna the hook

It was more an issue of good housekeeping than a matter of critical importance, but something had to be done that reflected cost-efficiency while causing, at worst, minimal disruption to programming on a neighbouring antenna.

Citytv Edmonton's channel 51 analogue antenna—weighing 15,500 pounds—was to be taken off the top of the Astral-owned tower which also housed antennae for Corus and Astral properties in Edmonton.

Saskatoon-based Integrated Tower Solutions (ITS) had to find a way that did not involve disassembly due to fears of disrupting Astral's FM service (The Bear).

The story begins last September when Peter Habel at Rogers Calgary asked for pricing on taking down the Edmonton antenna since its use had been usurped by the HD antenna now mounted on Rogers' own tower.

As part of its due diligence in determining all facets of such an operation before providing a price, ITS president Curtis Pippin, P. Eng., spoke with Wally Lemox and Bob Hunter of Astral. Both said they did not want any FM service disruption. But that was the rub.

Pippin said: "Had it been done the traditional way, we would have had to take one face off the antenna so that we could put our rigging equipment on. They would have been

How Did Rogers and Astral Solve the Removal of a Dead Transmitter?

Read All About the Ingenious Solution in May's Broadcast Dialogue Magazine.

Curtis Pippin, Riley Hamilton, Audrey Wiggins, Josh Stokser, Kyle Marlet, Beau Adams, Joey Stokser, TJ Hesse and Curtis Pippin: All from Integrated Tower Solutions, Saskatoon

BROADCAST DIALOGUE—The Voice of Broadcasting in Canada • May 2012

SIGN-OFF: Tom "Big Tom" Fitzgerald, 38, in a St. John's hospital of heart disease. Fitzgerald, who would have turned 39 tomorrow (Friday), was a Co-Host on the **K-ROCK (VOCM-FM) St. John's** morning show.

GENERAL: The **NAB** reports higher numbers for its 2012 annual convention in Las Vegas. The **2012 NAB Show** saw a slight bump in exhibitors, from 1,550 last year to 1,600. Registered attendees numbered 91,932 (with 151 countries accounting for 24,928 of those in attendance)... **Rogers Communications'** first quarter results show net income at \$356 million or 67 cents a share compared with a net income of \$423 million or 76 cents a share in the same quarter last year. Quarterly revenue was \$2.95 billion, down 1% year over year. First-quarter adjusted operating profit was \$1.091 billion, down 6% year over year. Quarterly adjusted operating margin was 36.9% compared with 38.8% in the year-ago quarter. During the first quarter of 2012, Rogers Communications generated \$528 million from operations compared with \$943 million in the year-ago quarter. Free cash flow during the reported quarter was \$79 million compared with \$323 million in the year-ago quarter.

LOOKING: **Vista Radio Group**, Courtenay - All positions; **Country 103 Kamloops** - Local Sales Manager; **SparkNetworks** - Affiliate Relations Manager; **The Beach Collingwood/Wasaga Beach** - Morning Host; **Newstalk 1010 Toronto** - a Producer and a News Reporter; **CHQR Calgary** - Morning News Announcer; **XM 105 Whitecourt** - News/Sports Reporter/Announcer; **Newcap Radio Halifax** - Account Manager; **Bell Media Toronto** - a Technician (CTV) and a Junior Technician (MTV); **CBC Toronto** - Director, English Services Training and an Executive in Charge of Production (Kids' CBC); and **Global Montreal** - Redacteur en chef.

SUPPLYLINES: **CTV** is adding **Harris Corp.** digital news solutions at **CTV Victoria** and **CTV Ottawa**, and upgrading others as CTV establishes a common news production platform across its TV properties. The Victoria and Ottawa stations will get Harris **NewsForce** solutions for the first time while **CTV Montreal** and **CTV Halifax** are upgrading existing solutions.

PUBLISHER'S NOTE: With today's edition, the Broadcast Dialogue brand turns 20 years of age. Remarkably, there are those still on the BD Briefing distribution list who have been with us from day one and who took delivery via fax back then (pdf hadn't become the standard until well after BD's launch). My sincere thanks for the support of long-timers and newbies.