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Broadcasting & Cable

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The Broadcasting & Cable HALL OF FAME

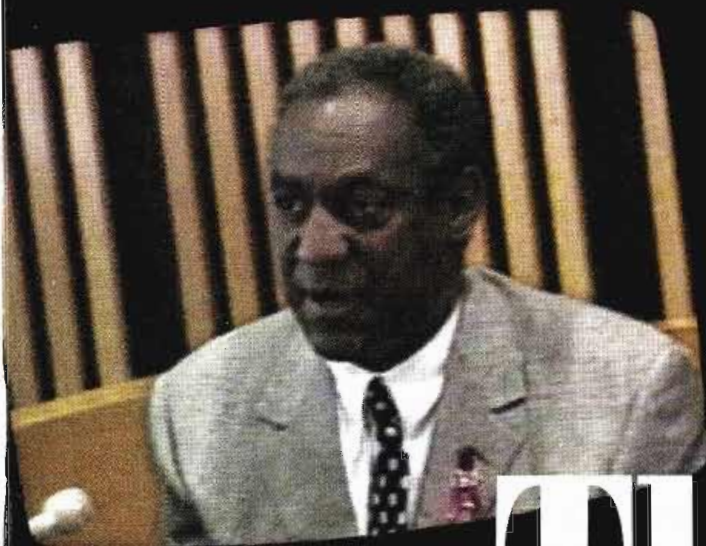
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With the Baby Bells**

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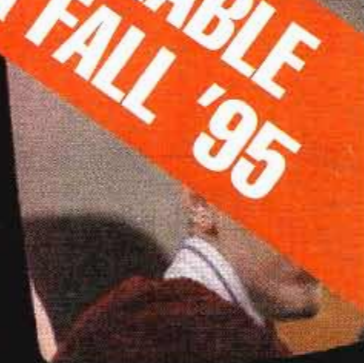
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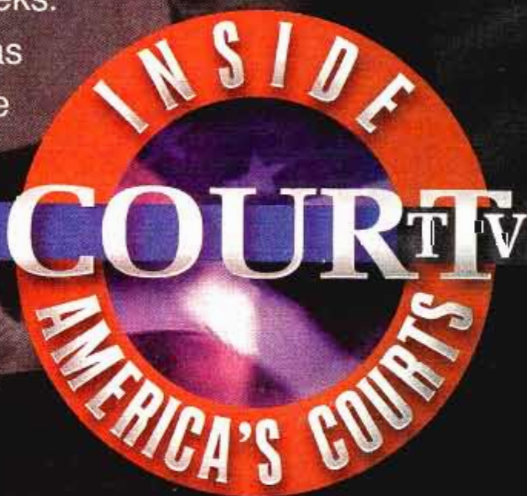
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Fast Track

MUST READING FROM BROADCASTING & CABLE

TOP OF THE WEEK

Minority-led group buys Viacom stations Viacom is selling four of its five TV stations to a partnership composed of a minority, a broadcaster and a buyout fund. The stations are traditional network affiliates and don't fit with the United/Paramount Network, one analyst says. / 6

Some first-year series breathe easy The fate of a handful of first-year series was determined last week with network executives issuing orders to cancel, handing out full or partial pickups, or not deciding at all and keeping anxious producers hoping for word this week. / 10

In the money: Networks to finish year with higher revenues The year-end revenue outlook is positive for the TV networks. ABC probably is best positioned to make gains off the resurging broadcast television marketplace; NBC also is expected to show dramatic revenue and profit gains. / 11

New syndicator flying high Satellite distribution company STARCOM Television says it is filling a need for a new independent, producer-friendly syndicator, offering three weekly first-run series. / 14

Bell Atlantic, Nynex, Pactel pool VDT resources Three telcos will ante up \$100 million each over the next three years to create technology and programming for planned interactive video networks. Michael Ovitz and his Creative Artists Agency have been called upon to supply consulting and creative talent. / 15

Going-forward rules get go-ahead After a four-week impasse, the FCC has committed itself to issuing new incentives this week for cable operators to add new programming. / 16



Saban Entertainment defends its 'Mighty Morphin Power Rangers'—pulled from the lineups of many Canadian cable and broadcasting outlets—by saying that scenes called violent are action. / 14

COVER STORY

The BROADCASTING & CABLE Hall of Fame

BROADCASTING & CABLE welcomes the newest members to its hall of fame tonight in New York City. This year's class represents a range of disciplines and accomplishments that literally covers the entire spectrum. Among the honorees: Julius Barnathan, chairman of the board of the National Captioning Institute; radio and TV star Jimmy "Schnozzola" Durante; C.E. Hooper, who developed the "coincidental" telephone survey; actor/producer/director/writer Michael Landon; and ABC News anchor Diane Sawyer. Cover design by J.P. Paizon / 36



PROGRAMING

Nets, affils play give-and-take

Although the Big Three networks are paying to lock many affiliates into long-term relationships, affiliates are being asked to stop preempting and delaying network shows and to support some new network offerings. The degree of pressure applied varies by network and daypart. / 20

HBO aces cable award nominations

HBO last week received 99 nominations for the 16th annual CableACE Awards, more than tripling the 32 nominations given to the second-place Arts & Entertainment Network. *Dream On* recorded the most nominations with 12, including best comedy series and best actor and actress in a comedy series. / 20



HBO's 'Tales from the Crypt' received eight CableACE Award nominations, the most for a dramatic series. / 20

NATPE drawing full house in Vegas

Registration for January's NATPE International trade show in Las Vegas is more than double that of last year's—a record for the association. NATPE executives attribute the increase to the show's proximity to Los Angeles, a large increase in international attendance, and increased participation by multimedia, high-tech and nontraditional participants. / 21

'House of Blues' heats up cable

TBS's willingness to give *Live from the House of Blues* a one-year commitment and fixed time slot led Warner Bros. officials to choose cable for the show over net-

"The broadcasters are flooding the FCC with all this disinformation; now the commission is going to hear from us."—Children's TV advocate Jeff Chester, executive director, Center for Media Education

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work or first-run. WB has other projects for basic cable in development. / 26

RADIO

Safe at third

Many radio group owners reported double-digit increases in net revenue, operating cash flow and net income for the third quarter, marking another three months of consistently solid revenue and income growth. / 58

BUSINESS

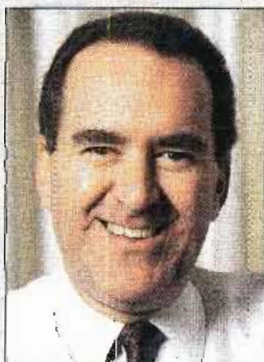
Minority station deal one of biggest

Radio One, a radio group run by local talk show host Cathy Hughes, is buying WKYS-FM Washington from Albimar Communications for an estimated \$34 million cash. Both groups are minority-owned, and the deal is said to be one of the largest between two such broadcast companies. / 60

Parsons assuming Time Warner presidency

Richard Parsons, a Time Warner board member with a background in banking and politics, has been tapped as president of the media giant. / 60

WASHINGTON



RTNDA President David Bartlett says charges of inaccuracy are invalid. / 64

War of words: Broadcasters, Hundt differ over 'true facts'

FCC Chairman Reed Hundt's recent criticism of television and radio programming has offended some broadcasters, while others dismiss it as jaw-boning. "News professionals should run screaming," a broadcaster says. "We see his message more as a clarion call than a threat," an industry member counters. / 64



Advertisers in 'Sports Illustrated's annual swimsuit issue get free exposure in the accompanying network special. / 61

TECHNOLOGY

Networks elect for more graphic coverage

ABC, CBS and NBC have lined up new equipment for Tuesday's off-year election coverage. In addition to giving a new look to the same types of voter return information, engineers and producers want to provide new types of data. / 66



LiveWork's LiveBoard allows on-air talent to manipulate images on screen. / 66

PCS applicants span spectrum

Cable operators, local and long-distance telephone companies, cellular and paging companies and individual entrepreneurs are among those vying for 99 personal communication services licenses in 51 markets. / 52

Microsoft driving hard for interactive dominance

Microsoft, already the world's personal computer software leader, also wants to be the global leader in software for interactive television. The company is working with a variety of networks and systems integrators to insure that its software operates smoothly no matter what type of network it's on. / 53



Microsoft's interactive architecture will compete with Oracle's. / 53

IVDS comes into focus

Eon Corp., which was criticized during the FCC's IVDS auctions for not disclosing details that license holders will need, now says it will cost less than \$1 million to construct an IVDS system in a major market. / 53

Utilities energized for infohighway entry

A new study says electric utilities will plunge more deeply into telecommunications to improve operations, reduce costs and provide new services to customers. Government regulators are driving the move with policies aimed at breaking up their local monopolies, the study says. / 54

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Minority-led group eyes Viacom stations

Deal for four of five TVs would be worth about \$400 million

By Julie A. Zier and
Steve McClellan

Viacom is considering an offer to sell four of its five TV stations to a partnership composed of a minority, a broadcaster and a buyout fund.

According to sources familiar with the deal, the buyers are an unnamed Hispanic figure; Santa Barbara, Calif.-based Bob N. Smith of Smith Broadcasting; and Jupiter Partners Inc., the second-largest buyout fund behind Kohlberg Kravis Roberts & Co. One source says a letter of intent estimated at slightly less than \$400 million was signed last week.

Because the licensee is a minority, Viacom will be able to defer capital gains on the sale. The stations involved are WVIT(TV) New Britain, Conn.; KMOV(TV) St. Louis, Mo.; WHEC-TV Rochester and WNYT(TV) Albany, both New York.

VIACOM STATIONS IN PLAY

WVIT(TV) New Britain, Conn.
KMOV(TV) St. Louis, Mo.
WHEC-TV Rochester, N.Y.
WNYT(TV) Albany, N.Y.

*"Those stations are
traditional network affiliates
and really don't fit with
the Paramount stations
or the rollout of the
United/Paramount Network."*

Viacom's KSLA-TV Shreveport, La., is being carved out of the deal to be sold to a different buyer, sources say. The leading candidate is rumored to

be Bert Ellis of Ellis Communications, Atlanta. Ellis's stated goal is to acquire stations in the mid-South and mid-Atlantic.

Viacom spokesman Carl Folta confirms that the company is negotiating for the sale of its TV group, but he would not comment further. Smith and Ellis could not be reached, and Jupiter Partners did not return telephone calls.

Company observers say it's no surprise that Viacom is selling its station group. "Those stations are traditional network affiliates and really don't fit with the Paramount stations or the rollout of the United/Paramount Network," one analyst says. Viacom and Paramount merged in February.

It also has been widely assumed that Viacom will sell off nonessential assets to reduce its debt load, which climbed to more than \$10 billion with the Paramount acquisition. The company continues to talk with Tele-Communications Inc. about the sale of its cable system division.

Speculation also has surfaced that the company wants to pare debt as it explores a possible bid for CBS. Company executives refused comment on reports that the company has conferred with Chris Craft about a possible joint bid for the network.

Viacom Paramount also is said to be negotiating for the acquisition of WSBK(TV) Boston, owned by New World Communications. The purchase would lock up an affiliate of the new network in the sixth-largest TV market, where Tribune bought a station last year in the name of the Warner Bros. network. Viacom Paramount recently bought Combined Broadcasting's stations in Philadelphia and Miami for \$120 million, securing affiliates in two more valuable markets.

Smith Broadcasting owns WETM-TV Elmira and WKTV(TV) Utica, both New York; KEYT(TV) Santa Barbara; KWCH-TV Wichita, Kan.; and WWCP(TV) Johnstown and WATM(TV) Altoona, both Pennsylvania. Media Venture Partners is the broker.

Full court press on kids TV

Children's TV advocates will lobby the FCC in full force this week.

It's all part of a major campaign to insure that the commission enacts tougher kids TV rules. Jeff Chester, executive director of the Center for Media Education, told BROADCASTING & CABLE last week.

"The broadcasters are flooding the FCC with all this disinformation; now the commission is going to hear from us," he said. Chester is bringing a delegation of more than a dozen children's TV activists representing, among others, the National PTA, National Education Association and American Academy of Pediatrics, to meet with FCC Chairman Reed Hundt on Wednesday and with Commissioner Andrew Barrett on Tuesday. Meetings with commissioners Rachelle Chong, Susan Ness and Jim Quello also are expected to take place.

CME and others have asked the agency to adopt guidelines that would require TV stations to air seven hours per week of 30-minute educational programs.

Hundt has told broadcasters that the agency will consider a notice of proposed rulemaking (NPRM) on children's TV early next year. Chester predicted that an NPRM might emerge as early as Jan. 12.

The FCC's Mass Media Bureau is working on the issue, but it's unclear what the rulemaking will include. In 1993 the commission asked for comments on how it might clarify the rules it adopted in implementing the Children's Television Act of 1990. Under the act, TV stations are required to air educational and informational programming as a condition of license renewal. However, the FCC rules give broadcasters wide latitude in determining what is educational programming and how much is enough.

"This [will] be an electronic litmus test for the Clinton FCC," said Chester. "Are they for kids, or are they for just insuring broadcaster profits?" —KM

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KOCB-Oklahoma City

KOAT-Albuquerque

KCBS-Los Angeles

WCAU-Philadelphia

WJBK-Detroit

KTRK-Houston

WJW-Cleveland

WCIX-Miami

KPNX-Phoenix

WFTV-Orlando

WITI-Milwaukee

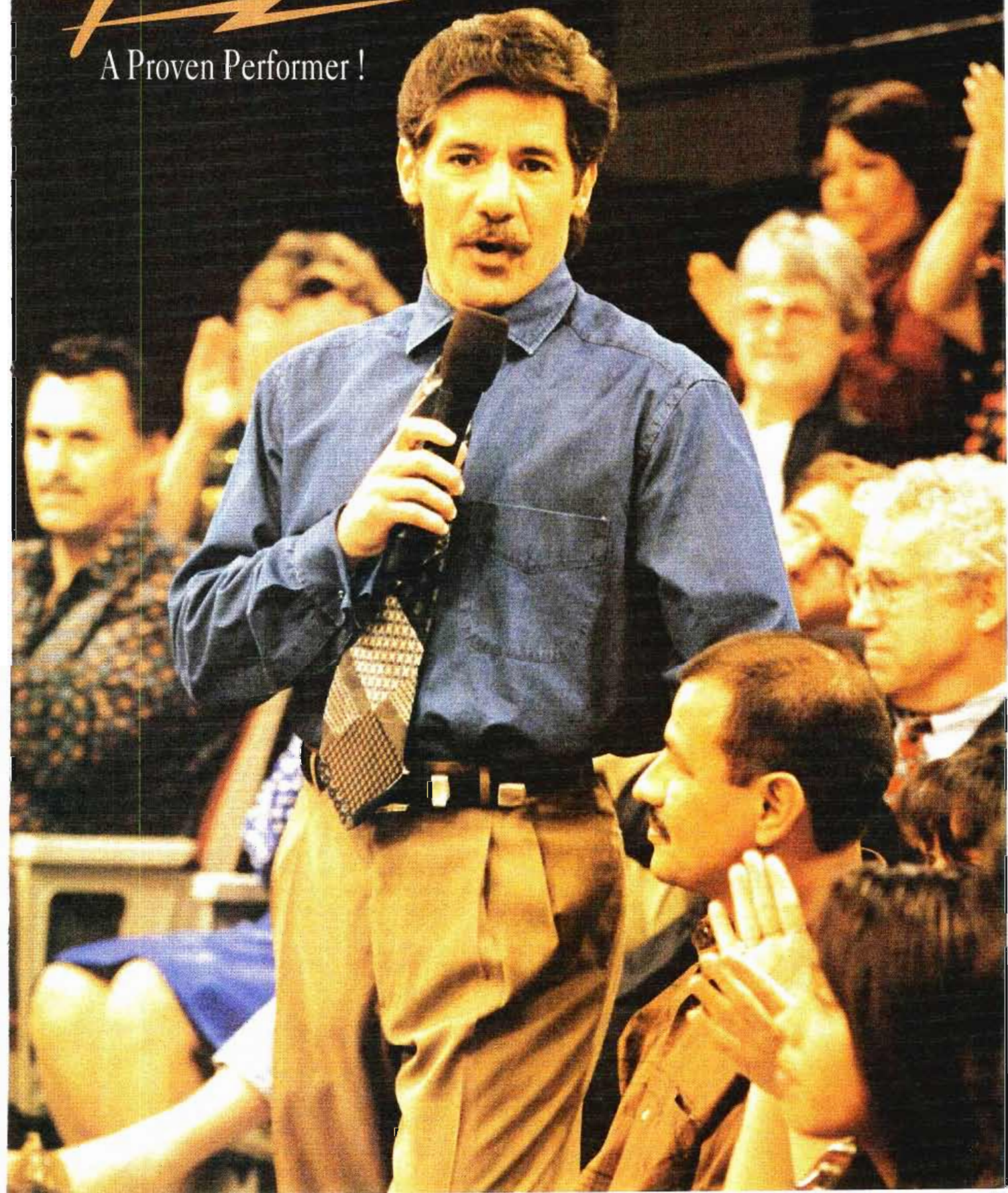
WGNO-New Orleans

WTVX-West Palm Beach

And Many More!

Geraldo

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First year check-up

Some network series breathe easy; others await fate

By Steve Coe

The fate of several first-year series was determined last week. Most received full or partial pickups, but ABC's *Blue Skies* got the ax.

ABC blessed its in-house productions, giving *Me and the Boys* an order for six more episodes and extending the life of *My So-Called Life* by four more segments.

The network also gave Warner Bros.' *On Our Own* a full-season pickup. *All American Girl* from Disney received a six-episode order.

ABC is expected to decide in the next couple of weeks on two shows that were not picked up for the fall schedule, but might be green-lighted for a midseason berth: *Life Happens* from Warner Bros., starring Kirk Cameron, and *Extreme*, a one-hour action series starring James Brolin.

ABC's cancellation of Barry Kemp's *Blue Skies* brought about the birth of another show from the producer. Ironically titled *A Whole New Ballgame*, the new series, starring Corbin Bernsen, will feature several members of the *Blue Skies* cast. ABC already has given Kemp a 13-episode

order for the show about a baseball player-turned-broadcaster.

Series awaiting word but considered shoo-ins for pickups include CBS's *Under Suspicion* and *The Five Mrs. Buchanans*.

NBC's *Cosby Mysteries* from NBC Productions and Columbia TriStar is expected to get its back-nine order, probably within the next two weeks.

Looking less likely to receive a pickup is Warner Bros.' *Something Wilder* and Spelling's *Madman of the People*.

Following is the status of the networks' first-year series:

ABC: *All American Girl* (Disney): 13 original; six more ordered; *Me and the Boys* (ABC Productions): 13 original; six more ordered; *On Our Own* (Warner Bros.): 13 original; nine picked up; *My So-Called Life* (ABC Productions): 13 original; four more ordered; *The Marshall* (Paramount): 13 original; debuts in January, after *Monday Night Football*; *Thunder Alley* (Wind Dancer): 13 original; six more ordered; returns to schedule in March; *Sister, Sister* (Paramount): 13 original; returns Nov. 16 in *Thunder Alley* slot; *Blue Skies* (Universal): 13 original; canceled; replaced by *A Whole New Ballgame*, which debuts in January

with 13-episode order; *McKenna* (ABC): 13 original; canceled

CBS: *Touched By An Angel* (CBS Entertainment): eight original; five additional; *Under Suspicion* (Warner): eight original; five additional; *The Five Mrs. Buchanans* (Twentieth Television): seven original; five additional; *The Boys Are Back* (ABC): 13 original; waiting on pickup word; *Due South* (Alliance): 13 original; picked up back nine; *Chicago Hope* (Twentieth): 22 original

Fox: *Party of Five* (Columbia TriStar): 13 original; three additional plus scripts for rest of season; *New York Undercover* (Universal): 13 original; back nine ordered; *Mantis* (Universal): 13 original; back nine ordered; *Models Inc.* (Spelling): 29 ordered; *George Carlin Show* (Warner): 13 ordered for midseason; no word on back nine; *Fortune Hunter* (Columbia TriStar): 13 original; canceled; *Hardball* (Disney): 13 original; canceled; *Wild Oats* (Twentieth): 13 original; canceled

NBC: *ER* (Warner): started with 13; 13 more ordered; *Friends* (Warner): started with 13; 11 more ordered; *Sweet Justice* (Columbia-Tristar): 13 original, back nine picked up; *Madman of the People* (Spelling): 13 original; waiting; *Homicide: Life on the Street* (NBC): 13 original; seven ordered (debuted late); *Something Wilder* (Warner): 13 original; waiting; *Cosby Mysteries* (NBC-Columbia TriStar): 13 original, back nine expected within two weeks; *Martin Short* (NBC): 13 original; on hiatus (being reteoled); *Earth 2* (Universal): 22 original; has not debuted yet. ■

Milch says racism remarks were distorted

NYPD Blue co-creator David Milch was busy explaining himself last week after remarks he made about racism and the writing process were reported in the *Washington Post*.

The remarks were "an attempt to describe the processes of writing and [were] not a statement of political or social values," said Milch through a Twentieth Television spokesperson. "Even though my comments were distorted and taken out of context, I apologize to anyone who interpreted them as offensive or hurtful. I have never conducted business in a racist manner, and Steven Bochco and I remain committed to finding qualified writers, minority or otherwise."

The remarks are not expected to affect his status as the show's co-executive producer. "Oh, god no," said Bochco, co-creator and co-executive producer of the show. But Bochco acknowledged having a conversation about the remarks with Ted Harbert, president of ABC Entertainment.

"Not being present for David Milch's remarks at the writing seminar," said Harbert after the Bochco meeting, "I cannot comment on his intent or the precise context in which they were given. However, I do know that the producers of *NYPD Blue* deal in a constructive, sensitive and balanced

way with many controversial subjects, including race."

According to the *Post* report, Milch, speaking at a seminar on Oct. 15 sponsored by the Human Family Educational and Cultural Institute, said, "I'm racist," in response to a seminar participant's question about how he could write dialogue for racist characters. Following a clip featuring Detective Andy Sipowicz, Milch said of the writing in the scene: "This was an unapologetic embrace of racism, and I liked it."

Chris Donahue, trustee of the institute, was at the seminar and said those comments and others attributed to Milch in the story were taken out of context. "Those discussions were a part of an overall discussion of how to overcome biases in becoming a writer," Donahue said he was not aware of any negative feedback from the seminar.

"I wasn't there but David told me about it weeks ago," said Bochco. "My understanding is that he was trying to communicate that during the writing process, and when you're trying to write characters with those aspects, you've got to access certain feelings within yourself." Bochco said that Milch has "put his money where his mouth is" by participating in and funding writing workshops designed to further opportunities for aspiring writers. —SC

They're in the money: Networks to finish year with higher revenues

ABC, NBC expected to show profit gains as well

By Steve McClellan

As the TV networks enter the fourth quarter, the year-end revenue outlook is positive, according to entertainment industry analysts. They note the record upfront advertising sales market this year, which has been followed by a strong scatter market.

The profit picture is a little harder to get a handle on, but most agree that ABC probably is best positioned to benefit from the resurging broadcast television marketplace. NBC is expected to show dramatic revenue and profit gains as well, although precise numbers are hard to come by because General Electric does not break them out.

CBS revenues are up 16% for the first nine months of the year, but profits are off 15%. The network's fourth quarter is not shaping up well, due to substantial ratings declines and anticipated make-goods to advertisers. On the cost side, the network is helped by the fact that it is no longer carrying huge payments for Major League Baseball and the National Football League.

Fox parent News Corp. is set to release its quarterly results tomorrow (Nov. 8). One source at the company says the broadcast and network numbers will show "very positive results," but declined to elaborate. But analysts say the huge NFL payments probably will push the network into the red by \$150 million or more, depending on how parent News Corp. accounts for them. But the overall Fox and News Corp. picture will be much brighter.

Capital Cities/ABC reported record earnings for the third quarter, up 85%, to \$133.675 million, on a 12% revenue gain, to \$1.5 billion. The nine-month figures: net income up 52%, to \$439,244,000, on a 12% revenue gain, to \$4.405 billion.

"Everything is working for Capcities right now," says Wertheim Schroder analyst David Londoner. "From both a financial and a programming standpoint it will be the most improved of the four networks for 1994."

Looking at the performance of just

the television network, Jay Nelson, entertainment analyst with Brown Brothers Harriman & Co., predicts ABC will earn \$296 million in profits (before goodwill and amortization), a dramatic 62% gain over last year on revenues of \$3 billion, up about 10%.

By comparison, Nelson sees CBS-TV earning perhaps \$220 million in profit, down about 7% from last year's \$235 million. But last year's results, he notes, included a onetime \$30 million payment from Viacom that settled a long-standing program licensing dispute. The network should take in perhaps \$2.9 billion in revenue, up about 6%, Nelson predicts.

"The network revenue outlook is good," says Jessica Reif, entertainment analyst at Merrill Lynch. "We're seeing high-single-digit unit price gains on average for NBC, ABC and

Fox, while CBS's unit prices are up about 4%. Scatter is very strong."

Costs are increasingly important with affiliate compensation fees estimated to climb between \$50 million and \$75 million annually for ABC, CBS and NBC.

None of the analysts contacted last week had solid numbers on NBC. But some say the network should easily double its 1993 profits of \$45 million. Last year, NBC-TV had revenue of around \$2.4 billion; that figure is expected to rise by \$400 million or more.

GE last week declined to talk about NBC's specific financial performance. In a recently issued third-quarter earnings statement, however, the company reported record profits for the quarter, noting that "seven businesses reported double-digit improvements in operating profit, led by NBC...." ■

Wall St. downgrades opinion of TCI

As Tele-Communications Inc. embarks on its new telco alliance with Sprint and two other top cable MSOs, it looks as if the high cost of entry is going to change the way the company is viewed on Wall Street.

The cost of TCI's entry into personal communication services (PCS) and the ongoing impact of FCC cable rate regulations were both cited as reasons for a negative debt outlook issued last week by Moody's Investor Service. A negative debt outlook suggests that any future change in the company's debt rating would be downward, thereby making it more expensive to issue debt.

Coupled with TCI's 1995 capital spending program and the possibility of one or more other large acquisitions and/or investments (such as Viacom's cable systems), the company's participation in the Sprint venture could reduce TCI's financial flexibility and slow or reverse its progress towards a less leveraged balance sheet, according to Moody's.

The ratings agency says that after suffering some deterioration in 1994 due to cable rate regulation, TCI's cash flow should begin growing again next year. But Moody's adds that the possibility of direct competition with telephone companies, direct broadcast satellite and other service providers could limit the future growth potential of TCI's core basic cable business, making its operating performance less predictable than in the past.

TCI last week filed with the Securities and Exchange Commission to issue a \$500 million stock offer that would help finance the company's entry into PCS.

Despite the costs, Merrill Lynch's Jessica Reif says the Sprint partnership with TCI, Comcast and Cox should be viewed as a "significant long-term positive" for the cable partners. The cable companies will ultimately benefit from aligning with a long-distance company experienced in marketing, switching and billing. In addition, she notes, the cable companies' costs for providing telephony will largely be shared.

—RB

Kids Call It "Awesome"

In its acclaimed five-part premiere special, GARGOYLES rocked the time period, boosting lead-in shares and making powerful gains over prior time period programming. And critics hail GARGOYLES as the next animation phenomenon.

Here's What the Grown-ups Had to Say...

"Visually stunning and dramatically stirring, *Gargoyles* defines 'Fantastic'."
— *TV Guide*

"Stylish...exciting...it's a great ride."
— *USA Today*

"Extraordinary animation and strong, hip writing." — *Hollywood Reporter*

"The animation is superb, the characters colorful and the action explosive." — *San Francisco Chronicle*

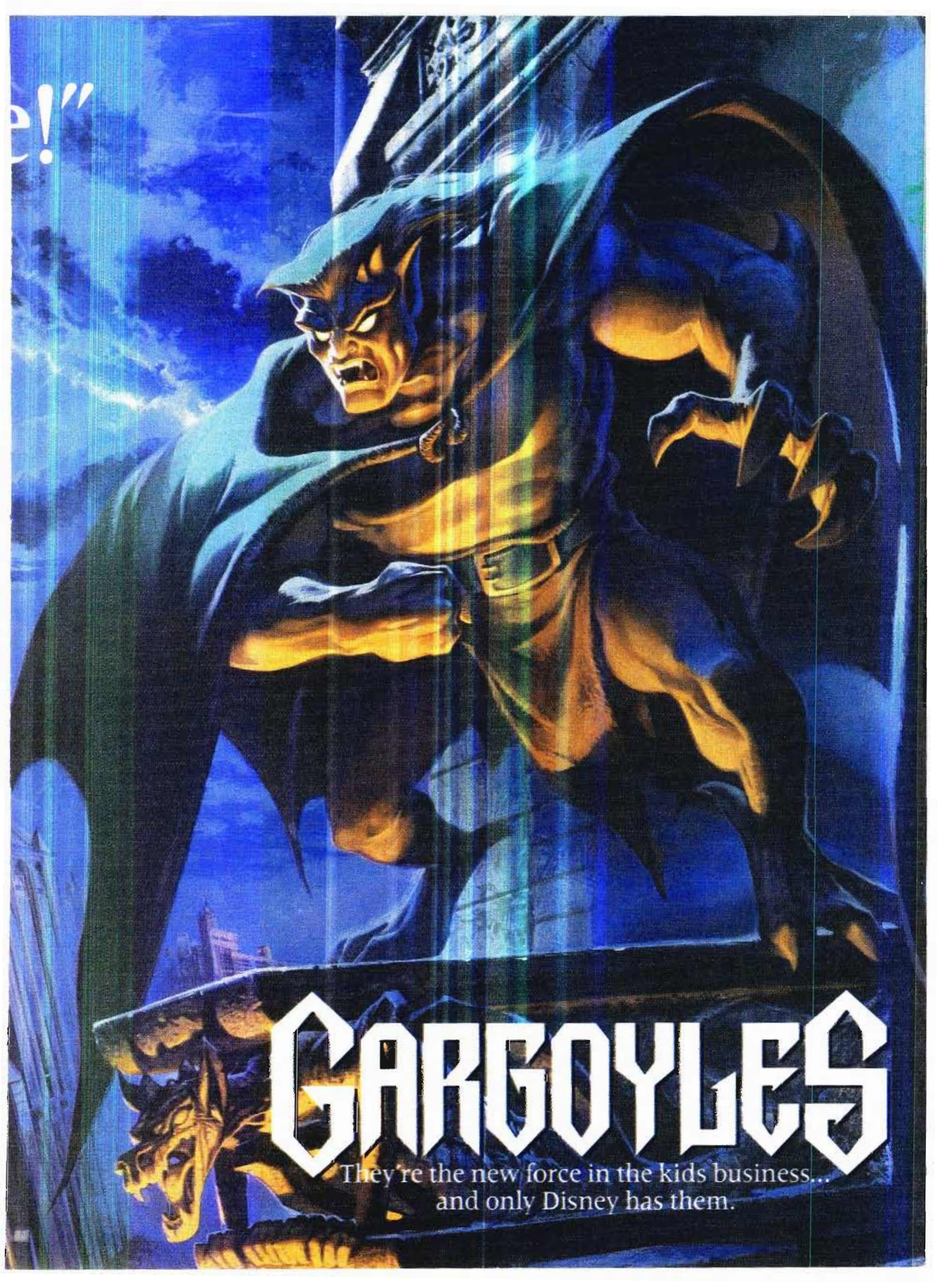
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GARGOYLES

They're the new force in the kids business...
and only Disney has them.

Canadian stations pull 'Power Rangers'

Ontario regional council finds show "too violent"; Saban disputes charge

By David Tobenkin

Saban Entertainment's hit kids series *Mighty Morphin Power Rangers* was pulled from the lineups of many Canadian cable and broadcasting outlets last week following a ruling by the Ontario Regional Council of the Canadian Broadcast Standards Council that the show is too violent for young children.

Global Television, another high-profile Canadian broadcaster carrying the show—and the owner of the only station directly involved in the ruling—said that it was considering altering or pulling the show on its CIII-TV Toronto, but added that it probably would not take action at four of its other stations because the censorship action was regional and not national.

The council, appointed by the Canadian Association of Broadcasters, ruled that the show was objectionable after concluding that about 25% to 35% of each episode contained violence, including violence with no physical consequences, which is prohibited under the mandates of a new national violence code adopted in January.

Although the decision was regional, it still could have national impact, since any letters criticizing the show in another Canadian province likely would inspire a similar examination by a CBSC board in that province and a similar ruling, said CBSC National Chairman Ronald Cohen.

Saban issued a statement criticizing the CBSC decision and arguing that the criticized scenes are action, not violence; are sufficiently unrealistic so as not to prompt imitation by kids, and are balanced by many positive messages and public service spots.

The council's examination of the show was in part inspired by four letters from local residents.

YTV, which reaches 8.8 million Canadian homes, said that although it is not regulated by the CBSC, it frequently adopts the former body's acceptable-content guidelines.

The controversy follows a flap in Scandinavia less than a month ago in which *Power Rangers* and several other kids action shows were banned by a regional cable channel, TV-3, after the beating death of a five-year-old girl in Norway.

Three boys accused of the crime were alleged to be acting out incidents from children's action TV shows.



'Power Rangers' are under attack in Canada.

Later, TV-3 said *Power Rangers* played no role in the incident and said the show would be reinstated later in the season. ■

New syndicator flying high

Satellite company STARCOM plans three first-run series

By David Tobenkin

Satellite distribution and tape duplication company STARCOM Television is entering the syndication field with three weekly first-run series planned for a fall '95 launch, including a provocative model/fashion show.

Heading the new syndication division, STARCOM Entertainment, is Jesse Weatherby, a former TV syndication sales executive at Pandora International, LBS Communications and Worldvision Enterprises. He is now STARCOM's vice president and national sales manager. He reports to STARCOM Television Chief Executive Gary Worth.

Worth says delivering product for the rapidly consolidating pool of syndicators convinced him there was a need for a new independent, producer-friendly syndicator.

"We had several clients with financial difficulties with programing that was still valid for what stations wanted, so we decided there was a niche for the company to assume those projects and provide turnkey services to smaller program producers—clearing shows, selling advertising time and delivering the programs," Worth says.

The company will not provide producers with financing for pro-

jects, he says.

The three new series in development:

■ *Edenquest*, a half-hour show described as a cross between a *Sports Illustrated Swimsuit Edition* and *Lifestyles of the Rich and Famous*. There is an initial order of 13 shows. STARCOM will test the waters for the show in April with a two-hour special.

■ *Branson U.S.A.*, an hour-long country music and variety entertainment show from the producer of *Hee Haw*. The initial order is for 26 episodes.

■ A half-hour global reality show that will follow crime-solving exploits of international law enforcement officials such as Border Patrol and intelligence agents.

The new syndication division also intends to become a feature film packager and off-network player. The company is currently clearing Best Picture Show, a satellite-delivered feature film package that has cleared 95 stations, and NBC's 1988 *Lincoln*, a two-part miniseries starring Sam Waterston and Mary Tyler Moore and based on Gore Vidal's best-selling book.

The *Lincoln* launch is in conjunction with the 130th anniversary of the end of the Civil War. ■

Bell Atlantic, Nynex, Pactel pool VDT resources

Ovitz setting up media company; telcos ante up \$300 million

By Mark Berniker

Three regional Bell operating companies have gotten together with the Creative Artists Agency to create technology and programming for their planned interactive video networks.

Bell Atlantic, Nynex and Pacific Telesis last Monday said they will ante up \$100 million each over the next three years. The value of the deal is peanuts compared with the more than \$2 billion each company will spend annually to upgrade its network to carry future broadband services.

The partners created two as-yet-unnamed companies: a media company to be based in New York and Los Angeles; and a technology and integration company that will operate in Reston, Va., and San Francisco.

The RBOCs have called upon Michael Ovitz and his Creative Artists Agency for consulting and creative talent to staff the media company. Ovitz is expected to earn as much as \$50 million over the next five years for his role in the deal. He is billed as a leading adviser, but has no equity in the venture.

Hollywood access sought

Essentially, the telephone companies are seeking access to Ovitz's Hollywood talent pool and want to leverage their considerable finances to develop still-hypothetical interactive services with CAA's help. Ovitz says his agency will contribute "anything that has to do with content" and will assist in the creation of "differentiated programming."

But the principals in the venture spoke in vague generalities, and the



actual activities of the two new enterprises still are unclear. The media company will "license, package, acquire, invest in and create both traditional and new interactive entertainment and information services," according to a joint statement. Meanwhile, the technology and integration company is expected to create technical support systems for the telcos' video dialtone (VDT) networks, which will provide video over phone lines.

"Our initial focus will be on creating a comparable offering to cable," says Philip Quigley, chairman/CEO, Pacific Telesis. As the telcos build high-capacity fiber-based networks to more homes, he says, it is assumed they will begin to offer services such as interactive games, home shopping and time-shifting of broadcast and cable programming, in which viewers can choose when they will watch a show.

Ray Smith, chairman/CEO, Bell Atlantic, says the purpose of the deal is to "maximize our investment by creating extraordinary economies of scale." By pooling resources, the telcos will lower their exposure to the risks of entering a market in which they have no experience.

Also, bringing three major telco operators together will help set tech-



Gathering to announce the creation of two new companies for the interactive age, above, are Ray Smith (l) of Bell Atlantic, Philip Quigley of Pacific Telesis, Michael Ovitz of CAA and Ivan Seidenberg of Nynex. Bell Atlantic's unfinished Digital Production Center, left, in Reston, Va., will become the core of the "technology and integration company." Here, employees monitor the performance of a video-on-demand system.

nology standards and significantly accelerate the process of arriving at specifications for set-top boxes, video servers and other facets of the planned VDT networks, Smith says.

The networks' "distinctive" navigation scheme is expected to grow out of Bell Atlantic's Stargazer test planned for northern Virginia, and will combine the strengths of interface designers subcontracted by the telcos. The 1,000-household Stargazer test is awaiting FCC approval.

Many issues unresolved

While the partners paint rosy scenarios, there remain myriad unresolved issues on both the standards and the interactive programming fronts. Another reason for the deal is that the telcos recognize that their networks will become transparent: Quality programming and services that consumers demand actually will drive the market.

"None of us can do it by ourselves," says Ivan Seidenberg, president/COO, Nynex. Although pooling resources combines the strengths of the three telcos, it still does "not go far enough," he adds. Quigley says the partners may invite others, both within and outside the telephone industry, into the venture.

Initial indications are that the FCC will not oppose the deal, but the cable industry likely will lobby against the pact. ■

Going-forward rules set for FCC meeting

A la carte issue delayed issue of rules

By Christopher Stern

After a four-week impasse, the FCC committed itself to issuing new incentives this week for cable operators to add new programming.

The so-called going-forward rules have been included as an item for Thursday's (Nov. 10) commission meeting. Also on the agenda are items covering the emergency broadcasting system and wireless cable.

To issue the going-forward rules this week, the five commissioners must resolve differences over a la carte packaging of cable channels. Commissioners Rachelle Chong and Andrew Barrett are pushing for flexibility, while FCC Chairman Reed Hundt favors tighter control.

Last week, sources reported the agency had settled on a two-year \$1.50 cap for increases associated with adding programming. Operators would be allowed to pass through a flat fee of 20 cents for each new channel added.

The agency also is considering a subcap to prevent operators from adding only low- or no-cost channels. Under the subcap proposal, 75 cents of the \$1.50 increase would be attributed to licensing fees.

Also next week, the FCC is expected to approve a proposal to allow broadcasters to implement a new automated emergency broadcasting system on a market-by-market basis.

Under the plan, the new EBS system would be introduced in large markets before moving into smaller markets.

The commission also will act next week to decrease its backlog of wireless cable applications. The agency is expected to dismiss 4,560 petitions for reconsideration, according to Paul Sinderbrand, a Washington-based

attorney who represents the Wireless Cable Association.

Sinderbrand says most of the applications covered by the petitions for reconsideration did not follow the FCC's rules. He adds that the dismissals will "clear the decks" for the agency to examine the approximately 1,500 remaining applications. ■

Guy Gannett buys Rochester V

By Julie A. Zier

Guy Gannett Communications is buying WOKR(TV) Rochester, N.Y., from a group led by VS&A Communications Partners for a price estimated in the high \$60 million range.

The seller is an investment fund associated with Veronis, Suhler & Associates. It bought the ABC affiliate in 1991 for \$50 million.

The Rochester acquisition is Guy Gannett's second this year. It recently closed the \$3.75 million purchase of WICD(TV) Champaign, Ill.

Richard Geismar, a director of Guy Gannett, says the company is in an "expansion mode" and calls the price "reasonable."

Guy Gannett President/CEO James Shaffer says the company will not make changes to "the excellent management team that is responsible for

the station's success."

Gary Nielsen, WOKR's VP/GM, says the station is excited about its new owners. "Guy Gannett Communications has an excellent reputation as a company that will strongly support WOKR's news commitment as the market leader and our community involvement with the Rochester area," he says.

Guy Gannett Communications also owns WGME-TV Portland, Me.; WGBB-TV Springfield, Mass.; WICS(TV) Springfield and WICD(TV) Champaign, both Illinois, and KGAN(TV) Cedar Rapids, Ia. In addition, it publishes 26 daily and weekly newspapers and owns a Minneapolis printing company.

WOKR is an ABC affiliate on ch. 13 with 316 kw visual, 47.9 kw aural and antenna 500 feet above average terrain. Smith Barney and Veronis, Suhler & Associates advised the seller in the transaction. ■

Turner and Wright examine possibilities

TBS Chairman Ted Turner met with NBC President Bob Wright last week to discuss the possibility of a merger or an alliance between the two companies. Sources familiar with the talks say that Wright did most of the listening, while Turner reiterated his frustration at major TBS shareholder Time Warner's ability to block any deal on which Turner and NBC might agree.

"His basic line was 'I want to buy in or be a part of NBC, and I don't know how to do it,'" says a source familiar with the meeting. Another source said the two executives agreed to conduct an analysis of each other's assets to see what type of deal, if any, makes sense.



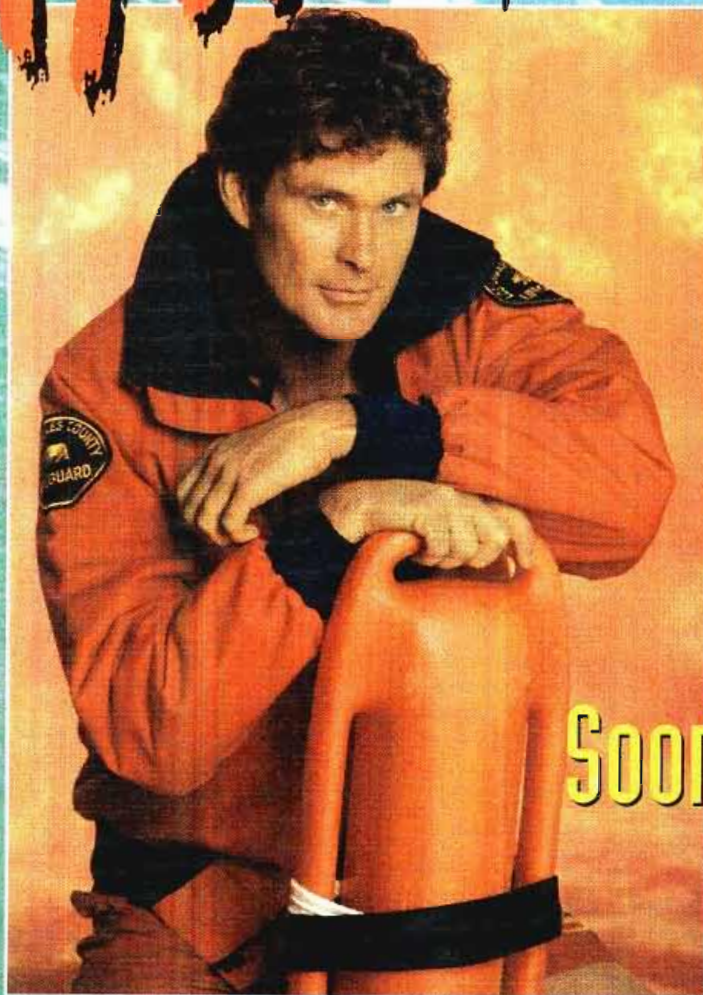
TBS's Turner and NBC's Wright: can they find a fit for their two companies?

At deadline last week, sources said that Disney, which had offered to buy NBC for \$6 billion but was turned down, has not come back with a better offer. Just how much it would take for NBC parent General Electric to sell out, as opposed to taking on a co-owner, remains to be seen. Observed one Wall Street analyst: "GE sees the value of CBS going down, with depressed ratings, affiliate problems and a declining stock price, while NBC

is on the upswing and [is] moving aggressively to expand. They see Capital Cities/ABC valued at somewhere close to \$15 billion and tremendous upside for their own network company." —SM

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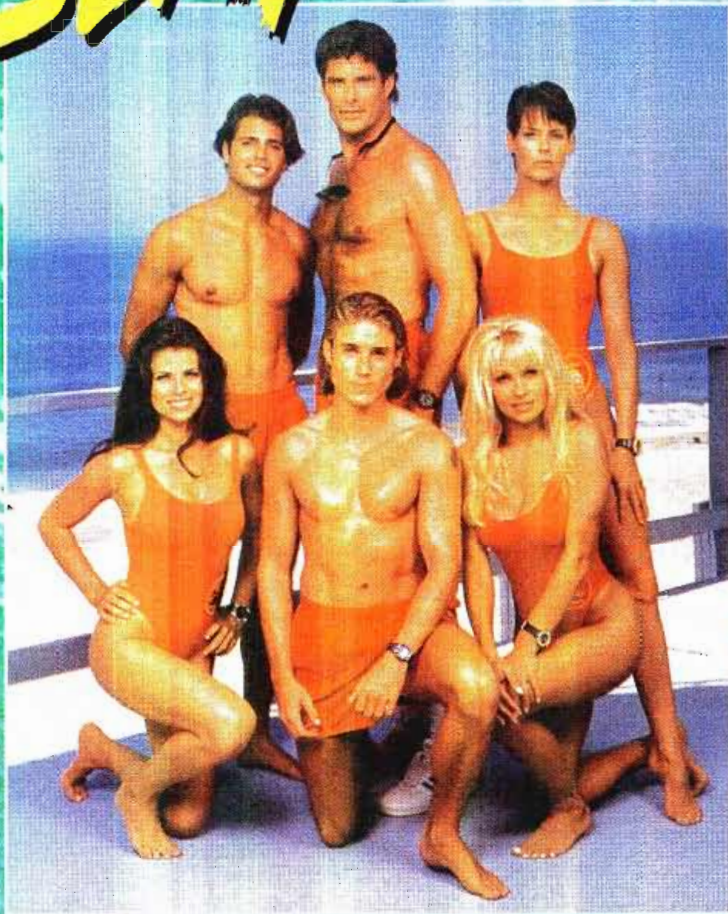


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Nets want clearance bang for buck

Hope longer affiliation deals will translate into fewer schedule defections

By David Tobenkin

In the wake of affiliation realignments, the Big Three networks are paying big bucks to lock many affiliates into long-term relationships. But network officials say they are asking for something in return: that affiliates stop preempting and delaying network shows and support new network offerings.

"If we make a long-term deal with a station, in exchange for stability to the affiliate and a higher compensation level, we expect them to support our clearances in certain dayparts," says CBS President of Affiliate Relations Tony Malara.

Most shows on ABC, CBS and NBC are cleared in more than 95% of the country, but pockets of weakness remain for each.

As of May, before the flurry of affiliation switching and deal-making began, the second half of ABC's daytime *Mike and Maty* was cleared in only 77% of the country, a significant number of stations declined to air



NBC hopes to get more clearances for 'California Dreams,' among others.

NYPD Blue because of its sexual content, and *Nightline* was delayed in about 40% of the country. NBC's daytime talk show *Leeza* was only 84% cleared, *Jane Whitney* (eventually replaced by new paranormal show *The*

Other Side) was cleared in 64%, and two of the network's TNBC Saturday morning shows were below 80%. And CBS's Crimetime After Primetime block, to be replaced by a new Tom Snyder talk show in December, was cleared in only 58% of the country.

All of Fox's shows are cleared in more than 90% of the country, with prime time clearances at 96%. The one problem area for the network is its top-rated Fox Children's Network, which is a poor fit for many new Fox affiliates' schedules. Clearance levels for that block, however, represent a complex issue, since soon-to-be-ex Fox affiliates are being given the option of retaining the block.

Not surprisingly, officials at the Big Three say they are asking affiliates in long-term deals to carry the full schedule, but the degree of pressure applied varies by network and daypart.

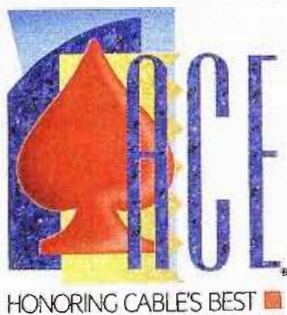
Malara says the expectations between CBS and its affiliates are verbal and between the lines. "There's no

HBO aces cable awards

Home Box Office's *Dream On*, *And the Band Played On*, *The Larry Sanders Show*, *Tales from the Crypt* and *Barbra Streisand: The Concert* have propelled the pay TV service once again to the top of the list of CableACE Awards nominations.

HBO last Wednesday received 99 nominations for the 16th Annual CableACE Awards, more than tripling the 32 nominations given to the second-place Arts & Entertainment Network. Other top-nominated cable networks included Turner Network Television (28) and Showtime (27). CNN, ESPN and The Disney Channel each received 24 nominations. Networks receiving their first nominations in the annual awards competition were fX and VHSN.

Dream On recorded the most nominations with 12, including best comedy series, best actor in a comedy series (Brian Benben and Dorien Wilson) and best actress in a comedy series (Denny Dillon and Wendie Malick). Taking home 10 nominations apiece were HBO original movie *And the Band Played On* and WTBS's *National Geographic Explorer*. Other top-nominated



series include The Disney Channel's *Avonlea* (6) and HBO originals *The Larry Sanders Show* (9); *Tales from the Crypt* (8) and *Barbra Streisand: The Concert* (6).

Competing against *And the Band Played On* for best movie or miniseries is A&E's *Cracker: To Say I Love You*; the Black Entertainment Television-Family Channel production *Race to Freedom: The Underground Railroad*, and HBO titles *State of Emergency* and *White Mile*.

Competing for best dramatic series on cable is Disney's *Avonlea*; MTV's *Dead at*

21; HBO's *Tales from the Crypt*, and two Showtime entries: *Rebel Highway* and *Showtime 30-Minute Movie*. In other categories, programs vying for best talk show series are VH-1's *Jonathan Ross Presents*; CNN's *Larry King Live*; Comedy Central's *Politically Incorrect*; Lifetime's *Queens* and E! Entertainment Television's *The Howard Stern Interview*.

CableACE winners will be announced early next year at two ceremonies in Los Angeles: on Jan. 13 at the Century Plaza Hotel and on Jan. 15 at the Wilshire Theatre. —RB

contractual binding that's legal [FCC regulations grant stations sole sovereignty over what they air], so the agreements are done with the understanding that an affiliate has the responsibility for what runs on the air," says Malara.

He says that as a result of new affiliation agreements, CBS affiliates in Seattle and Dallas will carry the network's *The Bold and the Beautiful*, which in May was the lowest cleared of the network's four soaps at 96%.

Malara says that although clearances for the Crimetime block have fallen below 50%, he thinks stations will return when Snyder is added in May "because it's in the best interests of the late-night franchise." CBS Broadcast Group President Howard Stringer in August estimated that the show would be cleared in roughly 70% of the country when it launches.

In contrast, ABC has specified clearance expectations as part of the long-term agreements with stations. "The network's primary concern is regarding prime time, with stations asked to maintain their current level of coverage," says an ABC source.

A notable exception is *NYPD Blue*, which stations will not be compelled to carry. "We have never forced that show on anyone; we realize it has to be a station decision," says the source. Apparently, such pressure is unnecessary. In the wake of the show's critical and ratings success, coverage has jumped from 90% a year ago to 98% currently.

A major beneficiary of the new affiliation agreements will be *Nightline*, whose in-pattern airing is expected to rise from 61% to 75% once the agreements take effect.

At NBC, stations playing less than the full four hours of daytime programming will eliminate the shortfall over a two-to-three-year period as part of the agreements, says NBC Television Network President Neil Braun. "As part of the negotiations we will see a substantial improved performance for NBC daytime," he says. He also says that the agreements will help to improve some problems with delays for *Conan O'Brien* and *Later with Greg Kinnear* after *The Tonight Show* and a relatively low 91% clearance level in May for *Kinnear*.

Despite the longer affiliation deals and the network's heightened expectations, observers say networks still can expect lower clearance levels for

poor shows and should not expect stations to prop up weak dayparts.

"Daytime on the networks is an endangered species," says Bill Carroll, director of programming at station

rep Katz Television. "This may give shows a little boost, but what will make or break things for the networks is their ability to produce something that delivers an audience." ■

NATPE International to draw full house in Vegas

Attendance, exhibitors running at record pace

By David Tobenkin

Registration for January's NATPE International trade show in Las Vegas (Jan. 23-26) is more than double that of last year's figures—a record for the association. Attendance for the 32nd Annual Conference and Exhibition is expected to reach 15,000, up from 11,650 last year, NATPE officials say.

The increase is attributed by NATPE executives to the show's proximity to Los Angeles, a large increase in international attendance and increased participation by multimedia, high-tech and nontraditional participants.

A total 321,000 square feet of exhibition space—93% of all available space—has been reserved, up from last year's 294,000 square feet. Nearly 400 companies are expected to exhibit at the show.

"This will be the largest and most diverse NATPE we have ever had," says NATPE Chairman Russ Myerson.

The show will feature a Tuesday, Jan. 24, general session with the programming heads of the four commercial

networks, PBS, and the newly formed Warner Bros. Television and United/Paramount networks, with television producer and former network chief Grant Tinker as moderator; a Wednesday general session spotlighting independent program distributors, and a Thursday session featuring top syndication executives from the major Hollywood studios.

NATPE also is extending the show's exhibition hours from last year's 11 a.m.-6 p.m. to 10 a.m.-6:30 p.m.

Executives of NATPE and the Association of Independent Television Stations last Tuesday said that they had agreed to extend for an additional three years an arrangement under which the two organizations' annual conferences are merged into one.

Under the arrangement, NATPE maintains a Tuesday start for its three-day program conference and INTV holds a day-and-a-half meeting beginning on Sunday. A joint FCC/Governmental Affairs session on Monday afternoon signals the end of the INTV conference and the beginning of the NATPE meeting. ■

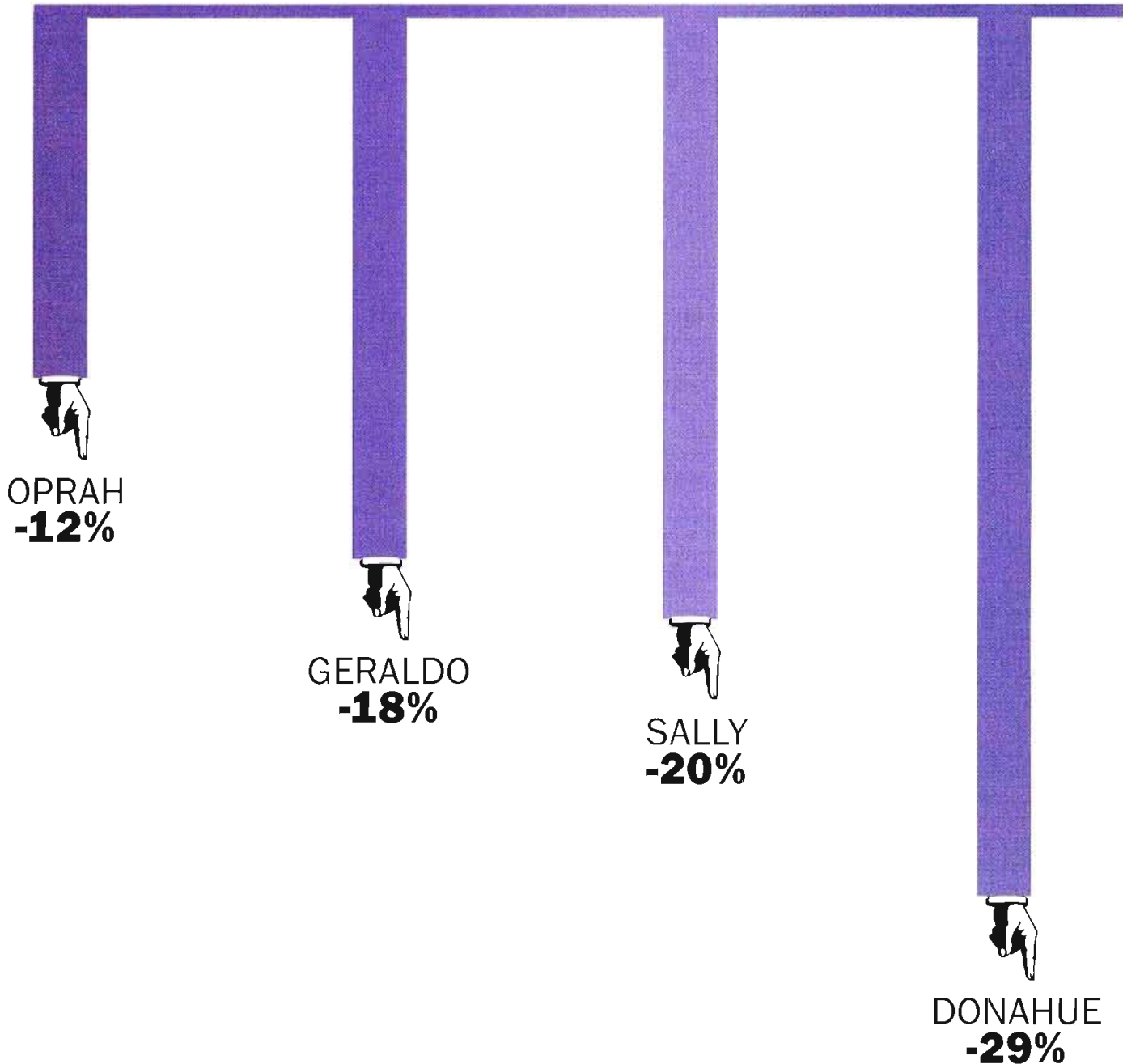
Price freeze for NewsPath

CBS News said last week it will not raise fees for its NewsPath service in 1995. At the RTNDA convention four weeks ago, news officials had suggested fees might rise by 70% over the next 18 months starting next year. A number of affiliates were upset by the proposed increases. Reached last week, John Frazee, vice president, affiliate news services, for CBS News, said the phased-in rate hikes discussed at RTNDA represented "just one scenario" network officials had been considering. At a CBS affiliate board meeting in Phoenix two weeks ago, said Frazee, the decision was made to freeze NewsPath rates through 1995. Frazee said that decision was made because the network and its affiliates have enough distractions with the ongoing affiliate switches and the resulting impact on news programming. "At the moment we don't need to deal with additional confusion and distraction that a rate increase would cause," he said.

—SM

TODAY'S TOPIC: DEPRESSED TALK SHOW HOSTS.

HH NTI % Change '94/'95 vs. '93/'94 Premiere-to-date



Source: NSS Premiere-to-date, 1994/95 through 10/16/94, 1993/94 through 10/17/94. NSI metered markets.

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A full-length photograph of Maury Povich, a man with grey hair, wearing a dark blue suit, white shirt, and patterned tie. He is smiling and has his arms crossed. To his left is a graphic of a bar chart with a single blue bar. Above the bar is a small icon of a hand pointing up. To the left of the bar, the text "+5%" is written in a large, blue, sans-serif font.

+5%

Only Maury could smile at a subject like this. Despite increasing competition, **The Maury Povich Show** has shown a consistent rise in its performance. In fact, in the October metered markets, **The Maury Povich Show** had the highest household share second only to *Oprah*. And his popularity keeps growing. So if your daytime schedule could use a little mood enhancement, a daily dose of Maury should do the trick.

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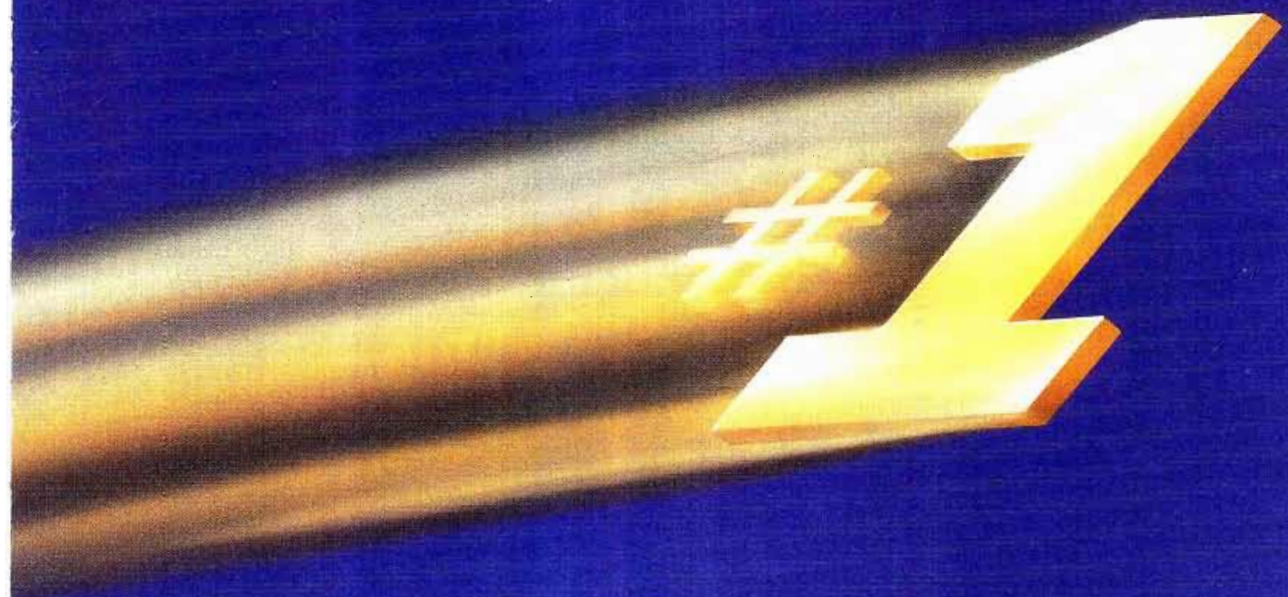
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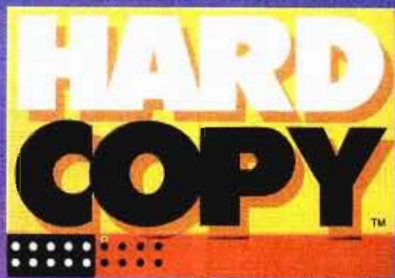
Source: NSS, Premiere-to-date: 1994/95 through 10/16/94,
1993/94 through 10/17/93. AA%

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Warner's basic blues

Basic cable show taping begins with Sheryl Crow concert

By David Tobenkin

Warner Bros. is expanding into cable television production with the licensing of its new *Live from the House of Blues* weekly

concert series to superstation WTBS ("Closed Circuit," Aug. 15, et seq.).

An Oct. 28 concert by rock star Sheryl Crow at the Los Angeles House

continued on page 31



Shown above with A&M recording artist Sheryl Crow at the House of Blues in Los Angeles are (l-r) Michael Murphy, House of Blues Productions; Eric Frankel, Warner Bros. Pay-TV; Tom McMahon, TBS Productions; Al Cafaro, president, A&M Records.

HEADLINES

Conservative channel

Political consultants Anthony Fabrizio and John E. McLaughlin plan to launch a new mini-pay service, the Conservative Television Network, in the second quarter of 1996. Serving as chairman of the network is Floyd Brown, host of the *Talk Back to Washington* nationally syndicated radio talk show. Initial affiliate sales and marketing efforts are being handled by Woodbury, N.Y.-based consulting firm TEAM Services.

Host to History

Veteran journalist Sander Vanocur will host a prime time series, *Movies in Time*, for The History Channel when it launches on Jan. 1, 1995. The series, featuring historical movies such as "Gandhi" and *War and Remembrance*, will air Monday-Friday beginning at 9 p.m. ET/10 p.m. PT.

New post

Cable Networks Inc. Senior Vice President Peter Moran has resigned from the national cable rep firm to become senior vice president of sales and marketing for Skyconnect, a duplication, distribution and satellite delivery company in Boulder, Colo.

Eco channel debuts

The Ecology Channel is slated to debut part-time Nov. 6 with three hours of weekly programming on tv! Network, the 24-hour showcase network owned by Tele-Communications Inc. Anchored by John Palmer, Ecology Channel programming highlights will air Sundays 10-11 a.m. ET and 6-7 p.m. and Tuesdays 6-7 p.m.

Fore!

The Golf Channel has set a Jan. 17, 1995, launch date for the network and has hired PGA Tour executive Gary Stevenson to serve as executive vice president/chief operating officer for the channel. Stevenson joined the PGA Tour in 1987 and most recently served there as executive vice president of business affairs. —RB

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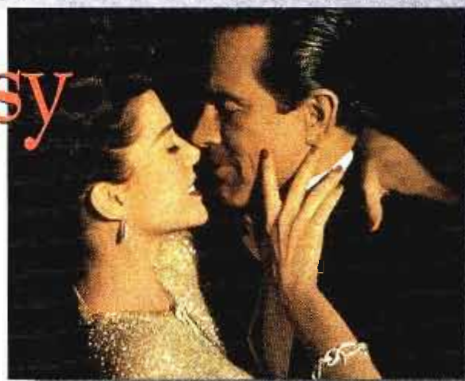
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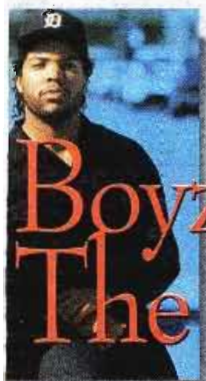


Honeymoon In Vegas

Bugsy



Groundhog Day



Boyz 'N The Hood

Hook



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SeaGull spreads wings

SeaGull Entertainment, the recently formed entertainment production and distribution company headed by former All American Television president Henry Siegel, has opened offices in Beverly Hills and New York City and has added Allen Entertainment Corp. President Bob Cohen as managing director. SGE has formed a strategic alliance with DCL Media whereby Ken Lameiras, president of DCL, will become president of SGE Distribution. DCL's other employees will distribute SGE's product into the domestic and international markets.

Living Better to strip

Grove Television Enterprises plans to market its first-run syndicated *Living Better* series as a strip at the NATPE convention in January for a fall 1995 launch. The show, which was pulled from a planned launch as *Living Well* this season because of other project demands on the small company, has been reworked, with a new executive producer and two new hosts. Executive producing the show will be Steve Clements, earlier executive producer of Group W's *Hour Magazine*, with Gary Collins, and Grove's Roger Lefkon. The new hosts are Dorothy Lucey, featured in CBS show *How'd They Do That?*, and Jerry Penacoli, host of Lifetime Television show *Attitudes* and earlier an anchor at NBC affiliate KYW-TV Philadelphia. The show's previous host was *Family Circle* magazine consultant Kerry Whitaker, who will deliver special reports on the new show. *Living Better* deals with health and fitness issues and is targeted at morning clearances. If station response is not strong, the show may be produced for cable or a network.

Premier performance

Chris Craft/United's *Premier Story* late-night news magazine show recorded strong results for week of Oct. 17-21 at 11:30 p.m. on WWOR-TV New York. The show earned a 3.6 Nielsen metered-market rating and a 9 share, an increase of 50% over its year-ago time period predecessor's 6 share (it had a 2.7 rating). *Premier* was also up from lead-in *Top Cops*' 3.2/7. The show, executive-produced by former *Hard Copy* and *A Current Affair* executive producer Peter Bren-

nan, is being tested on four CC/U stations for a possible national launch midseason or in fall 1995.

Carteris on Crusaders

Buena Vista Television's weekly syndicated advocacy news magazine show *The Crusaders* this month has launched a special four-part report on kids and guns hosted by *Beverly Hills, 90210* star Gabrielle Carteris. The report is the linchpin of a ratings push by Buena Vista Television, which has confirmed that it likely will make a decision on whether to expand the show into a strip based on its November sweeps performance.

Casting call

MCA TV's syndicated late-night panel discussion show *Last Call* is searching for a conservative on-air contributor for the show, according to executive producer Brandon Tartikoff. A national audition was announced in which entrants were asked to submit a videotaped conservative commentary not to exceed two minutes on any hot issue to the show. Three finalists will be announced Nov. 16 and will appear on the program live or via satellite. A winner will be announced Nov. 23 and will become a recurring contributor for 90 days.

Rysher pick-ups

Rysher Entertainment has sold its new *George & Alana* syndicated talk show to 10 stations owned by New World and Argyle station groups for a fall 1995 launch. The 10 stations, which cover more than 13% of the

Solid start for MGM

MGM Domestic Television Distribution has cleared both of its new first-run syndicated shows—reality strip *L.A.P.D.* and science fiction weekly *The Outer Limits*—in more than half the country and in all top 10 markets for fall 1995. After five and a half weeks, *L.A.P.D.* is cleared in 52% of the country on the United/Chris Craft, Paramount and Lin groups, with all clearances between 5 p.m. and 12:30 a.m. Top-10 clearances for the half-hour show are WWOR(TV) New York, KCOP(TV) Los Angeles, WCIU(TV) Chicago, WGBS-TV Philadelphia, KBHK-TV San Francisco, WABU(TV) Boston, WDCA(TV) Washington, KTXA(TV) Dallas, WXON(TV) Detroit and KTXH(TV) Houston. The hour-long *Outer Limits* has been cleared in 56% of the country, including stations from the Fox, Group W, Lin, Heritage and Renaissance groups. The show will run in most markets from late afternoon through late fringe. Some markets are taking a second run of the show, mostly in late night. Top clearances are WNYW(TV) New York, KTTV(TV) Los Angeles, WFLD-TV Chicago, KYW-TV Philadelphia, KPIX(TV) San Francisco, WBZ-TV Boston, WTTG(TV) Washington, KXAS-TV Dallas, WXON-TV Detroit and KRIZ-TV Houston. None of the primary clearances is later than 1 a.m.

—DT

U.S., will run the show at 9 or 10 a.m. All the stations were part of the Fox-New World affiliation agreement struck earlier this year, with New World acquiring the Argyle stations. The stations are KDFW-TV Dallas, KTVI-TV St. Louis, KTBC-TV Austin, Tex., and New World Stations WJBK-TV Detroit, WAGA-TV Atlanta, WJW-TV Cleveland, WTVT-TV Tampa, KSAZ-TV Phoenix, WDAF-TV Kansas City, Mo., and WITI-TV Milwaukee.

Gargoyles growing

Walt Disney Television Animation's *Gargoyles* new animated show delivered a strong 2.8 Nielsen metered-market rating and an 8 share average over a special stripped debut Oct. 24-28. That was up 33% in share from its 2.5/6 year-earlier time period predecessor. The show was scheduled to move to its regular weekly slot in the Disney Afternoon last Friday, where it will serve as lead-in to the Disney Afternoon's other new show, *Aladdin*.

Model search

Paramount Domestic Television's *The New Price Is Right* game show strip has begun a nationwide model search in Chicago, San Francisco, Atlanta and Los Angeles. A panel of judges will select one candidate in each city to appear as a model on the new *Price Is Right* for one day alongside existing models Julie Cialini, Ferrari Farris and Lisa Stahl. The four models selected (one from each city) will be flown to Los Angeles to tape show episodes in November.

WARNER'S BASIC BLUES

continued from page 26

of Blues club will be among the first of 22 original episodes produced by Warner Bros.' Pay-TV, Cable & Network Features division to be carried on TBS beginning in January.

Other headliners will include pop, rock, country, jazz and blues musicians. The shows will feature 30-40 artists performing solo and in tandem and will include brief behind-the-scenes profiles and interviews, merchandising opportunities, and solicitations for charities.

The hour-long episodes, along with four "best of" installments (for a total of 26), will air Fridays at midnight (ET) and will be repeated on Saturdays at midnight.

Warner Bros. Pay-TV, Cable & Network Features Executive Vice President Eric Frankel says it was TBS's willingness to give the show a one-year commitment and a fixed midnight time slot that led WB officials to choose cable over network or first-run.

The show is the first series produced by a Warner Bros. division for basic cable, and Frankel says other cable projects are in development. (Warner Bros. Television produced a short-lived half-hour sitcom, *Steam-bath*, for premium cable service Showtime in the mid-1980s.)

Frankel says the lower cable license fee will not result in a deficit because the show is being supported by a soon-to-be-announced sponsor who will provide multimillion-dollar support for the show in exchange for advertising time, a factor that he says will allow the show to make money on its first cycle.

The show will generate additional revenue through sales of show-produced material sold by the studio's video company and record companies and from international sales.

WB will support the show's launch with an advertiser tie-in campaign that will see the sponsor spend \$7 million on ads for the show, \$1 million in spending by Warner Bros., a possible companion radio version of the show and promotional support on Turner Broadcasting System's various cable networks.

The show will be taped from the House of Blues Los Angeles and New Orleans and will be co-produced by House of Blues Productions and A*Vision Entertainment. ■

Top cable shows

Following are the top 15 basic cable programs for the week of Oct. 24-30, ranked by households tuning in. The cable-network ratings are percentages of the total households each network reaches. The U.S. ratings are percentages of the 95.4 million households with TV sets. Source: Nielsen Media Research.

Program	Network	Time (ET)	HHS. (000)	Rating Cable U.S.
1. <i>NFL Football</i>	TNT	Sun 8:00p	5,283	8.6 5.5
2. <i>CFA Prime Time</i>	ESPN	Sat 7:00p	2,485	3.9 2.6
3. <i>Movie: 'Uncle Buck'</i>	USA	Sun 5:11p	2,127	3.4 2.2
4. <i>Movie: 'Over the Top'</i>	TBS	Sun 10:35a	2,064	3.3 2.2
5. <i>Matlock</i>	TBS	Mon 8:05p	2,027	3.3 2.1
6. <i>Movie: 'Child's Play 2'</i>	USA	Sat 4:00p	1,949	3.1 2.0
7. <i>NFL Prime Time</i>	ESPN	Sun 7:00p	1,920	3.0 2.0
8. <i>Matlock</i>	TBS	Thu 8:05p	1,899	3.1 2.0
9. <i>Movie: 'Uncle Buck'</i>	USA	Fri 9:00p	1,885	3.0 2.0
10. <i>Murder, She Wrote</i>	USA	Tue 8:00p	1,826	2.9 1.9
11. <i>Murder, She Wrote</i>	USA	Thu 8:00p	1,809	2.9 1.9
11. <i>Movie: 'Rio Lobo'</i>	TBS	Sat 10:05p	1,780	2.9 1.9
13. <i>Matlock</i>	TBS	Wed 8:05p	1,764	2.8 1.8
14. <i>Matlock</i>	TBS	Tue 8:05p	1,733	2.8 1.8
10. <i>NFL Gameday</i>	ESPN	Sun 12:00n	1,723	2.7 1.8

Following are the top five pay cable programs for the period of Oct. 24-30, ranked by the number of households tuning in. Source: cable networks based on Nielsen Media Research.

1. <i>Movie: 'Best of the Best II'</i>	HBO	Thu 9:00p	1,552	7.5 1.6
2. <i>Movie: 'A House in the Hills'</i>	HBO	Sun 10:00p	1,505	7.3 1.6
3. <i>Movie: 'The Vanishing'</i>	HBO	Sun 8:00p	1,491	7.2 1.6
4. <i>Movie: 'Whispers in the Dark'</i>	HBO	Sat 10:30p	1,470	7.1 1.5
5. <i>Dream On</i>	HBO	Wed 10:00p	1,438	7.0 1.5

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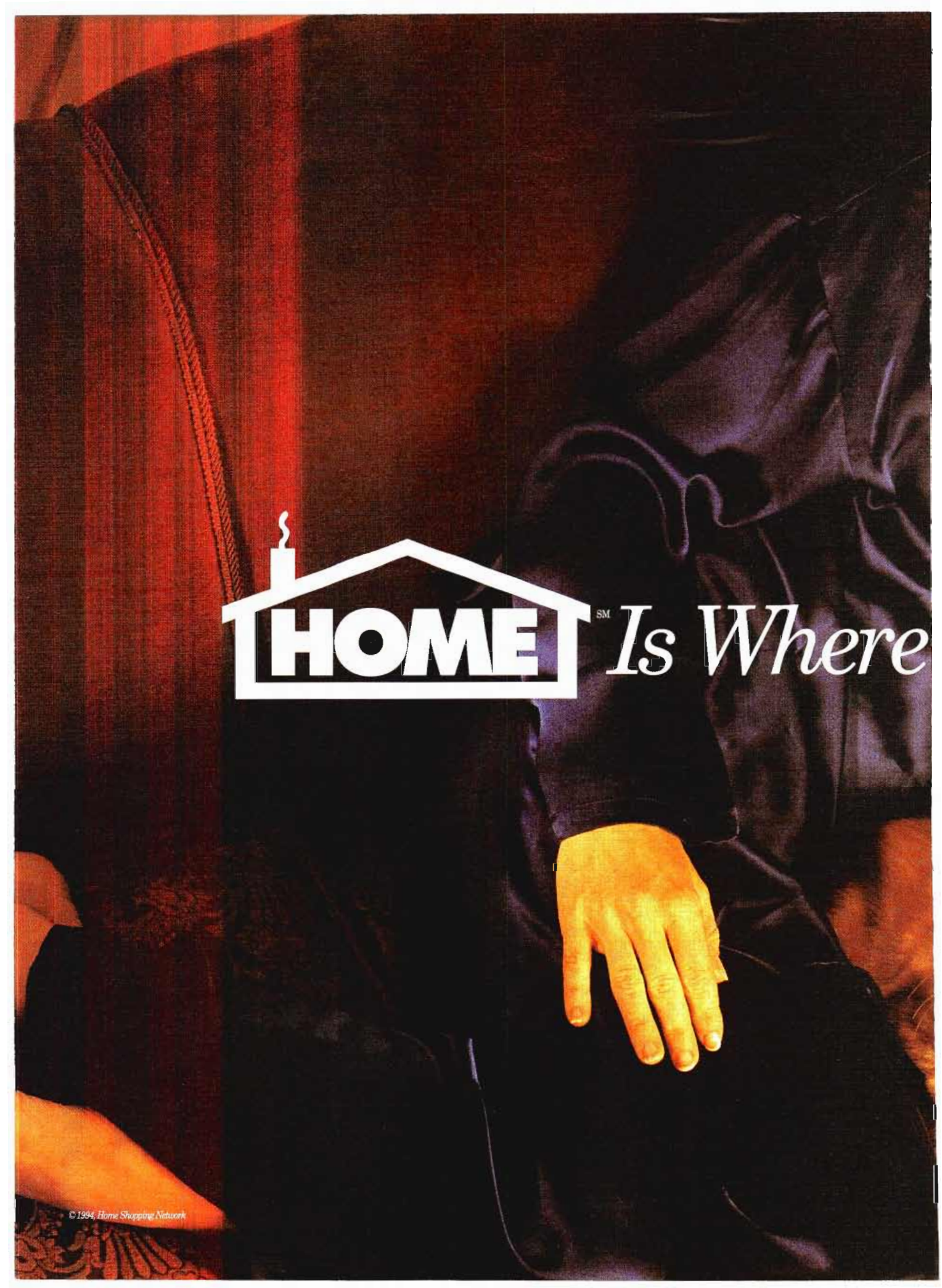
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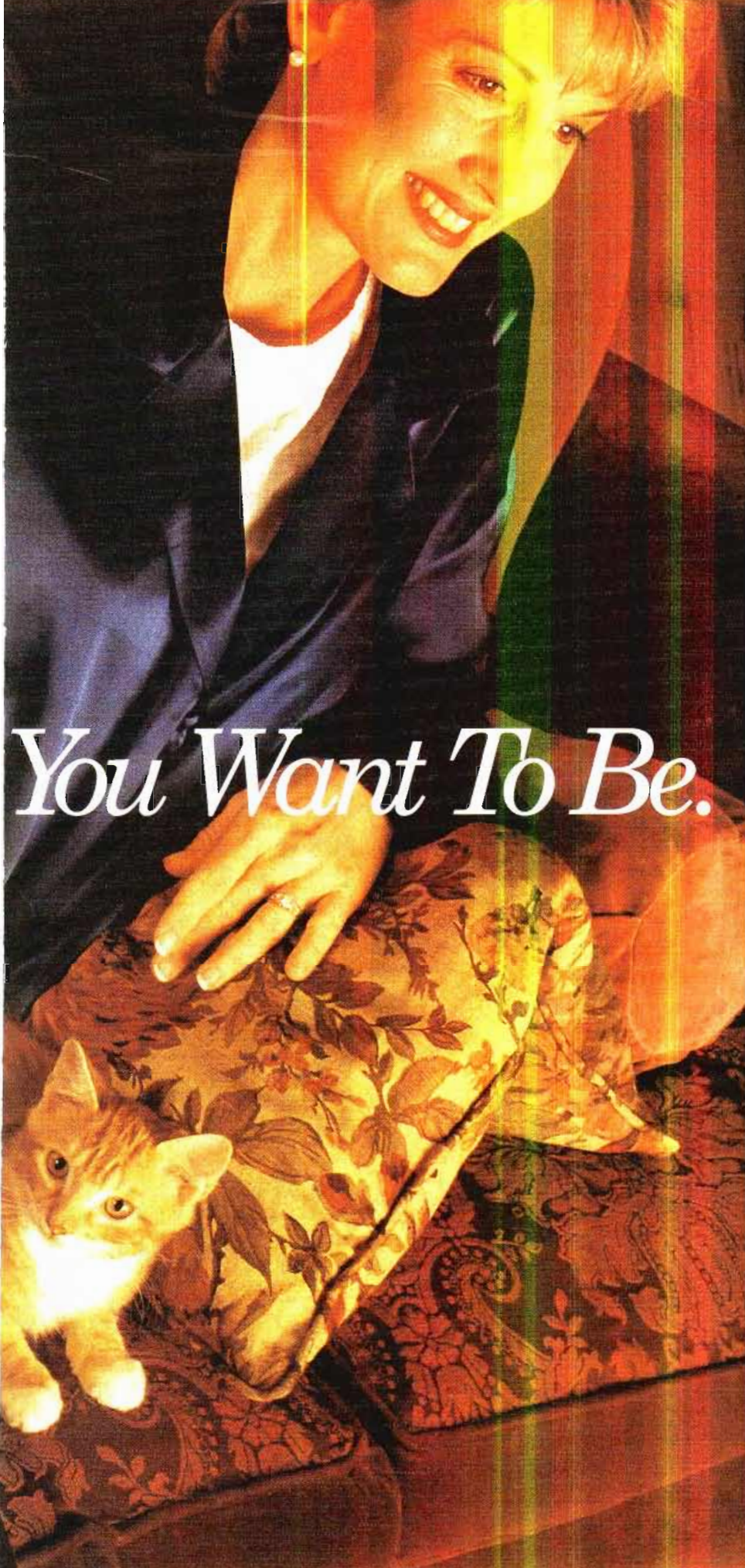
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Ratings: Week 6, according to Nielsen, Oct. 24-30

	abc ABC	CBS	NBC	FOX
MONDAY	15.1/24	12.4/19	14.2/22	7.4/11
8:00	46. Coach 10.7/17	20. The Nanny 12.9/20	46. Fresh Prince 10.7/17	61. Melrose Place 9.1/14
8:30	78. Blue Skies 7.6/12	12. Dave's World 14.2/21	35. Blossom 11.5/17	
9:00	7. NFL Monday Night	11. Murphy Brown 14.3/21	9. NBC Monday Night	90. Party of Five 5.7/8
9:30	Football—Houston Oilers vs. Philadelphia Eagles	28. Love & War 12.1/18	Movies—Danielle Steel's 'Family Album,' Part 2	
10:00	16.9/29	48. Men, the Movies and Carol 10.5/17	15.7/24	
10:30				
TUESDAY	17.6/28	11.6/18	11.6/18	6.9/11
8:00	17. Full House 13.2/21	39. Rescue 911 11.1/17	38. Wings 11.2/18	86. Fox Tuesday Night
8:30	15. Me & the Boys 13.3/20		13. Frasier 14.0/22	Movie—Alien Nation: Dark
9:00	1. Home Improvmt 23.2/34		17. Frasier 13.2/19	Horizon 6.9/11
9:30	2. Grace Under Fire 20.6/31	34. CBS Tuesday Night	39. J Larroquette 11.1/17	
10:00		Movie—Fatal Vows 11.8/19		
10:30	6. NYPD Blue 17.7/30		54. Dateline NBC 10.0/17	
WEDNESDAY	13.8/23	9.0/14	10.6/18	10.0/16
8:00	52. Thunder Alley 10.1/17	64. Boys Are Back 8.8/15	56. The Cosby Mysteries	24. Beverly Hills 90210
8:30	39. All American Girl 11.1/17	56. Tales/Far Side 9.7/15	9.7/16	12.5/20
9:00	5. Roseanne 19.2/30	67. Touched by an Angel	50. Dateline NBC 10.2/16	80. Models Inc. 7.4/12
9:30	8. Ellen 16.1/25	8.6/13		
10:00	19. The Blame Game: A	62. 48 Hours 9.0/15	31. Law and Order 12.0/21	
10:30	Country of Victims? 13.1/23			
THURSDAY	10.3/17	8.5/14	13.5/22	8.9/14
8:00	83. My So-Called Life		14. Mad About You 13.9/23	64. Martin 8.8/14
8:30	7.1/11	60. 50 Years of Soaps	26. Friends 12.4/20	50. Living Single 10.2/16
9:00		9.5/15	4. Seinfeld 19.4/29	71. New York Undercover
9:30	39. Matlock 11.1/17		15. Madman/People 13.3/21	8.2/13
10:00		88. Eye to Eye with Connie Chung 6.5/12	43. Sweet Justice 11.0/20	
10:30	22. Primetime Live 12.7/23			
FRIDAY	11.9/22	10.1/19	7.7/14	7.0/13
8:00	37. Family Matters 11.3/22	48. Diagnosis Murder	75. Unsolved Mysteries	92. Tales fr/Crypt 5.6/11
8:30	44. Boy Meets Wild 10.9/20	10.5/20	7.8/15	90. Tales fr/Crypt 5.7/10
9:00	28. Step By Step 12.1/22	52. Under Suspicion	79. Dateline NBC 7.5/13	70. X-Files 8.4/15
9:30	33. Hangin w/Mr. C 11.9/21	10.1/18		
10:00		56. Picket Fences 9.7/18	74. Homicide: Life on the Street 7.9/15	
10:30	24. 20/20 12.5/24			
SATURDAY	9.2/17	8.5/16	8.1/15	6.7/12
8:00		35. Dr. Quinn Medicine Woman 11.5/21		88. Cops 6.5/12
8:30	75. ABC Saturday Family	64. Five Mrs. Buch 8.8/16	73. Comedy Hall of Fame 8.1/15	85. Cops 7.0/13
9:00	Movie—Double, Double, Toil and Trouble 7.8/14	68. Hearts Afire 8.5/15		87. America's Most Wanted 6.7/12
9:30				
10:00	31. The Commish 12.0/23	93. Halloween! 5.3/10	71. Sisters 8.2/16	
10:30				
SUNDAY	10.7/17	14.7/23	10.5/17	9.7/15
7:00	75. Am Fun Hm Vid 7.8/12	3. 60 Minutes 20.0/31		81. Simpsons Hall 7.3/12
7:30	83. On Our Own 7.1/11		68. Angels II: Beyond the Light 8.5/13	63. Simpsons 8.9/14
8:00		10. Chicago Hope 14.5/22		27. Simpsons 12.2/18
8:30	56. Lois & Clark 9.7/14			22. Simpsons 12.7/19
9:00				55. Married w/Chldr 9.8/15
9:30	20. ABC Sunday Night	28. CBS Sunday Movie—Without Warning 12.1/20	44. NBC Sunday Night	81. George Carlin 7.3/11
10:00	Movie—Against Their Will: Women in Prison 12.9/21		Movie—The Addams Family 10.9/18	
10:30				
WEEK'S AVGS	12.6/21	10.9/18	10.9/18	8.2/13
SSN. TO DATE	12.1/20	11.6/19	11.7/19	7.7/12

RANKING/SHOW (PROGRAM RATING/SHARE) (nr)=NOT RANKED *PREMIERE SOURCE: NIELSEN MEDIA RESEARCH YELLOW TINT IS WINNER OF TIME SLOT
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This Monday evening (Nov. 7) in New York, BROADCASTING & CABLE welcomes the newest members of its Hall of Fame. Their addition will raise the number in that illustrious group to 119 industry figures, past and present. This year's class represents a range of disciplines and accomplishments that, quite literally, cover the entire spectrum, from the birth of radio to television to cable to satellite and beyond. The following are brief biographies of this year's inductees.

JULIUS BARNATHAN

Julius Barnathan wants the hearing-impaired to enjoy television too. Long before Congress mandated the inclusion of closed-caption decoders in TV sets, Barnathan was championing the technology's cause as a key developer of closed-captioning. He now serves as the National Captioning Institute's chairman of the board. But closed captioning is not the only technology Barnathan has helped develop. As head of ABC Broadcast Operations



"The deaf person is entitled to part of the TV real estate."

and Engineering, he helped bring an array of projects out of the lab and into the TV studio, including the first color slow-motion machines and the first super slow-motion machine. Barnathan worked on the new broadcasting tools during a 37-year career with ABC in which, at various points, he also served as head of research, head of owned TV stations, head of affiliate relations and general manager of the network. Retired from ABC, he now continues to explore equipment possibilities as a consultant specializing in new technologies.

ROBERT M. BENNETT

"Whatever you do live and in news...determines your image." That's how Bob Bennett summed up his station operating philosophy when BROADCASTING profiled him in 1974 when he was running WCVB-TV Boston, which he put on the air three years earlier. Bennett's management of WCVB-TV is one of the biggest success stories in local broadcasting. He put his philosophy to the test in Boston, producing more news and distinctive local programs than his competitors. In the process, the station came to be considered perhaps the best programmed outlet in the country. It attracted the interest of Hollywood producers at a time when Hollywood dealt almost exclusively with the Big Three networks. In 1979 the station co-produced with Norman Lear the sitcom *The Baxters*, which had a two-season run in national syndication. Its local programming even attracted the interest of its network: ABC acquired and aired the locally produced movie *Summer Solstice* in 1981. The payoff came in 1982, when just 11 years after the station started up, Metromedia Broadcasting acquired WCVB-TV for \$220 million. Bennett, who had



"Whatever you do live and whatever you do in news—that is what determines your image in the marketplace."

spent most of his career at Metromedia before launching WCVB-TV, rejoined the company as president of the station group. In 1985 Metromedia founder John Kluge, Bennett and two other managers took the station group private. The following year the group was sold to Rupert Murdoch and then-partner Marvin Davis for \$2 billion. Bennett, now based in Los Angeles, owns Trans Atlantic Entertainment, a program and film package distributor.

LOUIS G. CALDWELL

Louis G. Caldwell was known by many as the dean of the communications bar during the first half of the century. As the old Federal Radio Commission's first general counsel, he wrote the agency's earliest decisions, findings that served as the bedrock for the Communications Act of 1934. His dedication to radio regulation was legendary. "He gave so much of his body and mind to the critical task of shaping radio's regulatory and legal framework that he



"If anything in radio law is certain, it is Louis Caldwell's articulate opposition to government interference and particularly the practice of using the licensing system as a means of regulation."—BROADCASTING, Oct. 20, 1947

left the job in a state of near physical collapse. He rested for several months before returning to private practice," wrote *BROADCASTING* in its 1951 obituary. A centerpiece of Caldwell's regulatory outlook was his devotion to the First Amendment. He consistently fought the battle for free speech through magazine and law review articles and in cases before the FCC and its precursors. Caldwell also was a major advocate of clear channel broadcasting, arguing "the case of the clears whenever the occasion arose." After he left the Federal Radio Commission in 1929, he returned to his former law firm, Kirkland, Fleming, Green, Martin & Ellis in Chicago (now Kirkland & Ellis). After eight months he returned to Washington and headed the firm's office there until his death in 1951.

FRED COE

Multiple Emmy winner Fred Coe was one of the pioneering producer/directors during the Golden Age of Television Drama—the 1950s—when talents like Rod Serling, Paddy Chayefsky and Robert Stevens filled the airwaves weekly with live, often original, drama. Best known in television for his work on various NBC drama series, he also was a theatrical and motion picture producer of such memorable productions as "The Miracle



"In less than a decade the medium has leapt from the laboratory into the living rooms of millions."—Fred Coe in June 1954

Worker" and "A Thousand Clowns." Among his production credits is perhaps the single most acclaimed live drama of the era, Paddy Chayefsky's *Marty* in 1953 for the Goodyear TV Playhouse. He helped to establish the viability of the TV spectacular with his production of the classic "Peter Pan" with Mary Martin. Others credits include "The Catered Affair," also by Chayefsky, Gore Vidal's "Visit to a Small Planet," and "The Days of Wine and Roses," in addition to the veritable "host of others." Coe began his career producing radio dramas on WSM(AM) Nashville. He joined NBC in 1945 as a production manager and was named head of NBC's *Playhouse* in 1948. He produced such NBC shows as *Producers' Showcase*, *Playwrights '56* and the sitcom *Mr. Peepers* before moving to CBS, and *Playhouse 90*, in 1957. He died in 1979 at the age of 65.

JIMMY DURANTE

Born James Francis in 1893 in New York, Jimmy Durante began his professional life in 1916 as a musician with a five-piece band. (A fellow musician coined the nickname "Schnozzola" for Durante, whose nose would remain an entertainment landmark throughout his six-decade career.) The band evolved into a comedy team and Durante into a star of Broadway and motion pictures. He got his own radio show in 1943 and made the transition to

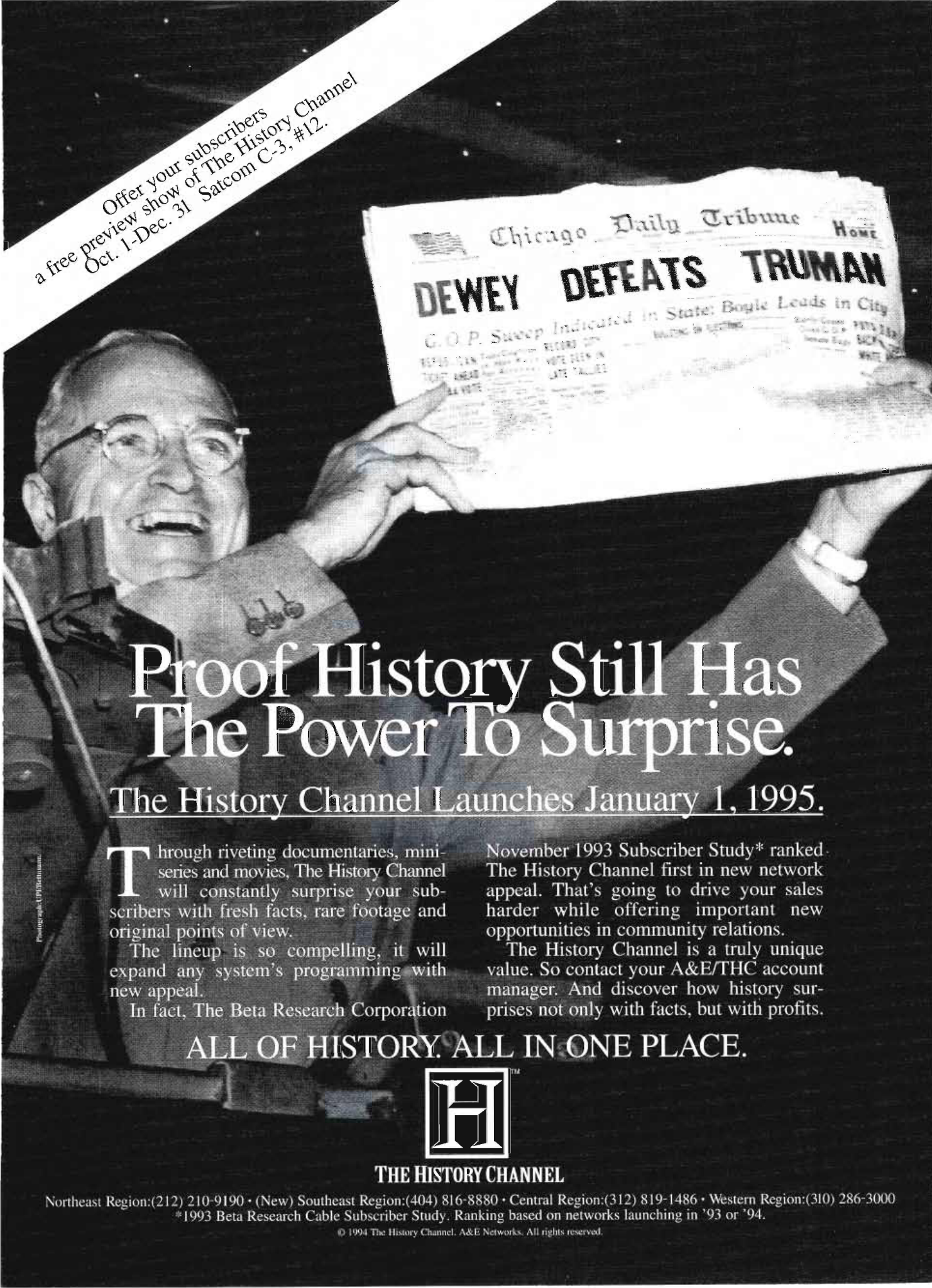


"And goodnight, Mrs. Calabash, wherever you are."

TV with his own show in 1950. He won a Peabody award in 1950 and an Emmy for best comedian in 1952. He became a staple on the medium both in his own shows and as a guest on countless variety programs, including NBC's *Colgate Comedy Hour* and *All Star Revue* in the early 1950s. As late as 1970, at the age of 76, he had his own show on ABC. Durante's signature sign-off, "And goodnight Mrs. Calabash, wherever you are," is among the touchstones for TV's first generation. He died Jan. 29, 1980, at the age of 86.

MICHAEL FUCHS

Michael Fuchs this year marks his 10th year as chairman and chief executive officer of Home Box Office. He joined the nation's oldest and largest pay cable TV service in 1976, following 18 months with the William Morris Agency and stints as an entertainment lawyer at two New York law firms. Hired at HBO initially to oversee the network's original and sports programming, Fuchs moved up to become president and chief operating officer in 1984. Since its 1972 launch, the HBO network has grown to more than 18 million subscribers and has expanded its core business to include Cinemax, multiplexed versions of HBO and Cinemax, HBO Pictures, HBO Downtown Productions, Time Warner Sports, HBO International and interests in Comedy Central, E!, BET and Sega Channel. Fuchs quickly developed a reputation at HBO as a hard driver, especially to those across the negotiating table who were supplying movies to the network. HBO has distinguished itself in the cable universe with its lineup of award-winning original programming. The network each year dominates the competition in the



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“Our first priority is to keep our networks strong, healthy, stable and growing. The second priority is to diversify within Time Warner.”

annual CableAce Awards, taking home 34 prizes in 1993 alone. The network in 1993 also received 17 prime time Emmy awards for original productions, including HBO movies *Barbarians at the Gate* and *Stalin*. Earlier this year, the company won an Academy Award—the company’s sixth—for the HBO documentary *I Am a Promise: The Children of Stanton Elementary School*. On the sports side, HBO’s popular *World Championship Boxing* last year celebrated its 20th anniversary.

MERV GRIFFIN

Show biz mogul Merv Griffin’s accomplishments span the breadth of the entertainment industry and beyond. Griffin would have been assured a place in television history if only for his 23-year stint as host of the *Merv Griffin Show*, one of television’s longest-running and most successful talk shows. But his presence only expanded as that show wound down and he became creator and executive producer of television’s two top syndicated shows, *Wheel of Fortune* and *Jeopardy!* His other holdings extend



“My business acumen falls under the category of marketing. Bring the people in, entertain them, and give them a reason to come back.”

to Resorts International, his hotel and gaming casinos in Atlantic City and the Bahamas; the Beverly Hilton Hotel in Beverly Hills; radio stations; a closed-circuit racetrack service, and thoroughbred and Arabian horses bred on his ranch in La Quinta, Calif. It all started at age 14, when Griffin began working as an organist. He later sang on radio, hit the nightclub circuit and enjoyed a short-lived feature film career. The 10-time Emmy winner hosted his first TV show when he took over as a summer replacement for singing stars Jane Froman and Jo Stafford and made frequent guest host appearances on other shows. He filled in on NBC’s *The Tonight Show* and was given his own show in 1960-61. A successful six-month run on the network led to a syndicated show that aired on 155 stations by 1969. Outfoxing developer Donald Trump in 1988 for control of Resorts International, a debt-ridden hotel and casino conglomerate, he became a major player in the hospitality and gaming industries. Griffin stepped up the entertainment services of the chain’s casinos, as he did with an earlier acquisition, the Beverly Hilton Hotel in Beverly Hills (which now hosts the AFI Salutes and Golden Globe Awards ceremonies). A wine connoisseur, he is developing his own California vineyard.

C.E. HOOPER

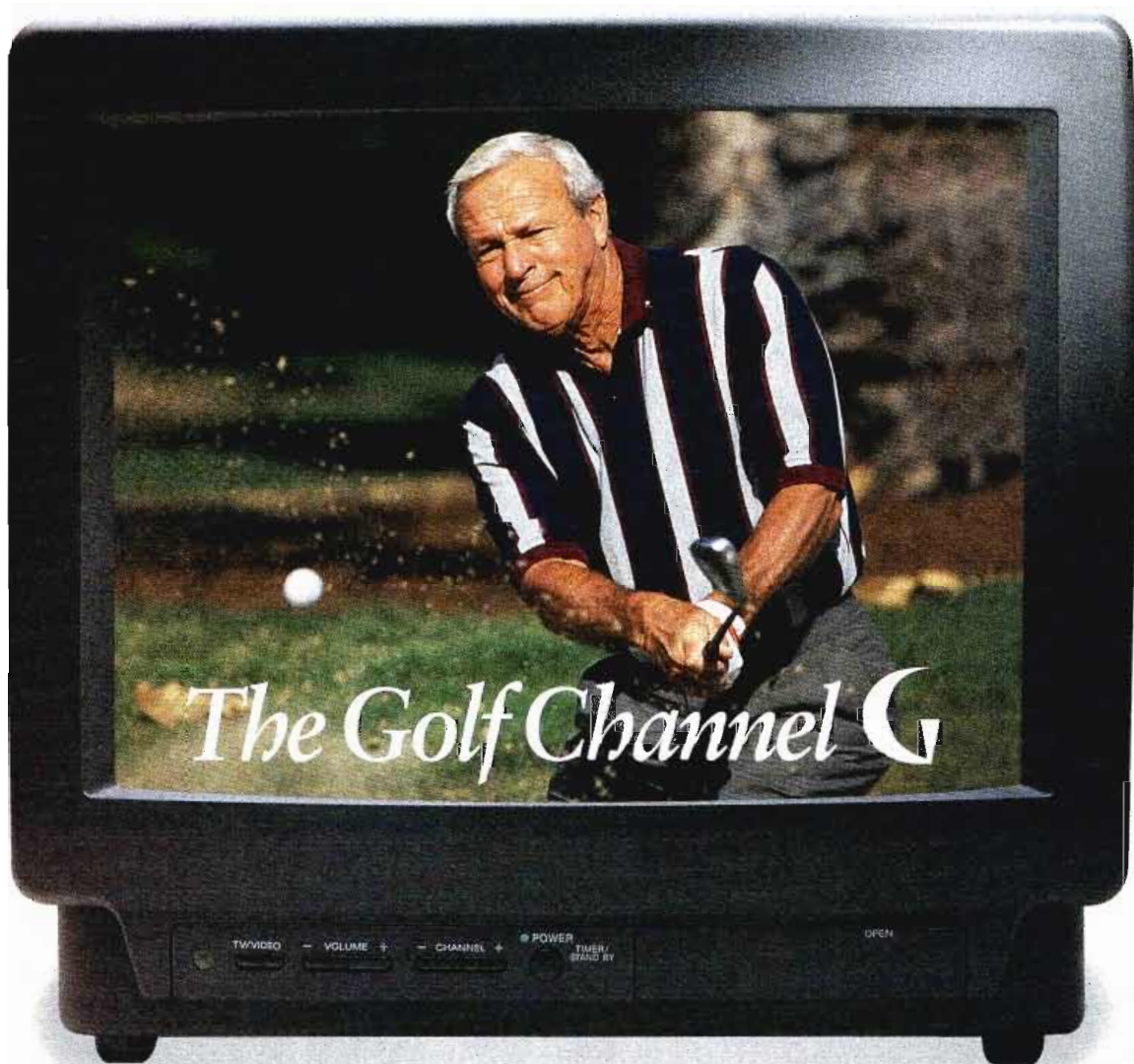
Claude Hooper came up with an idea that we take for granted today. In 1934 he and L.M. Clark set up their own market research firm specializing in magazine readership surveys (magazine publishers were extremely concerned about the emigration of many of their best advertisers to network radio). A group of publishers hired Clark-Hooper to determine the size of the network radio audience, since the radio industry-sponsored Cooperative Analysis of Broadcasting wouldn’t share



“I’ll do your radio survey, but I’ll do it my own way.”

its figures. Clark-Hooper was eager for the job, but would not duplicate CAB’s statistical methods—the “next-day recall” method of asking people what they listened to the previous day. “It’s more a reflection of the frailties of human memory than a measurement of listening,” claimed Hooper. The method he developed was the “coincidental” telephone survey (asking what the respondent was listening to at the time of the call).

THINK OF THE GOLF CHANNEL AS CNN FOR GOLFERS.



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The Golf Channel is not affiliated with Cable News Network or Turner Broadcasting Systems.

The Golf Channel **G**

When the job for the publishers was finished, enough advertising executives were willing to pay for a continuation of the work. In 1938 the company became C.E. Hooper Inc. and its next step was local ratings, begun in 1939. By 1950 the City Hooperatings Report covered more than 100 markets. In 1948 he developed projections for a national report and also introduced the New York City Teleratings, then a national TV report. In 1950 he made a deal with A.C. Nielsen Co. whereby Hooper withdrew from the national rating field and competition with Nielsen's audience measurements. The company then concentrated on the City Hooperatings service. Hooper died at age 56 in 1954, the victim of a freak boating accident.

HAROLD VERNE HOUGH

A real pioneer of the microphone, veteran broadcaster Harold Hough was known to Texas listeners as "The Hired Hand." In 1922, when Hough ran the *Fort Worth Star Telegram's* circulation department, his boss rather casually asked: "What do you know about radio?," and that was the beginning of a full-time job with WBAP(AM). Starting with a 5 watt transmitter, Hough soon became manager, program director and announcer on WBAP. In those days, announcers used their initials when signing off, so when he



"You didn't have to have lace tonsils to be an announcer in those days, so I was as good as anybody."

signed off the first night as H.H., letters poured in inquiring about his identity. Hough later told listeners that he was the "hired hand, up from the boiler room." Eventually, Hough became radio and television director for the *Telegram's* parent company, Carter Publications. He was the guiding force behind the company's broadcasting investments, which led to the launch of WBAP-FM and WBAP-TV, the first TV station in Texas. Hough's contribution to the industry, however, went beyond his business acumen. He served as treasurer for the National Association of Broadcasters and was a director for five years. As a TV pioneer, Hough played a key role as a member of the NBC affiliates committee and helped formulate the now-defunct industry TV code. Hough died in 1967.

GLENN JONES

Glenn Jones is among the visionary entrepreneurs who entered the cable business early, stuck with it and grew wealthy. Today, as chairman/CEO, he presides over Jones Intercable, a top-10 cable system operator with tentacles in local telephone bypass, cable programming and long-distance learning. As a young lawyer in Denver, Jones helped companies scout for and buy cable systems. In 1964 he ran for Congress as a Republican, but the Gold-



"There are two real risks for an entrepreneur in the information age. One is the lack of vision to see where he can go. The other is lack of nerve to go there."

water tide failed to materialize. Congress's loss was cable's gain. Infected with the entrepreneurial bug, he bought his first cable system—100 subscribers in Georgetown, Colo.—for \$12,000 with \$1,000 down and a patchwork of financing that included \$400 borrowed against his Volkswagen. Financing has been among Jones's special talents. He did not invent the limited partnership, but aggressively employed it in building his cable empire. Another special talent is poetry, much of it exploring the challenges of business that other poets ignore. Jones has won many awards for his contributions to the industry and to the people it touches. Among them: the 1993 Donald G. McGannon Award for advancement of minorities and women in the media from the United Church of Christ's Office of Communications.

MICHAEL LANDON

Inspired by his unhappy childhood, actor, producer, director and writer Michael Landon grew up to create tender television roles for himself: the decent Little Joe Cartwright on *Bonanza*; the loving patriarch Charles Ingalls of *Little House on the Prairie*; an angel on *Highway to Heaven*. The handsome, long-haired Landon was a perfectionist, and he used his acting fame to gain control over almost every aspect of his productions. His shows emphasized traditional family values; Landon said his family—his third wife, Cindy, and nine children—was everything to him. The viewing public agreed

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“I’m the kind of producer who knows how to make [people] feel.”

and his shows enjoyed long runs. The pilot for his last show, *US*, for CBS, had been filmed when Landon was diagnosed with pancreatic cancer. He died less than three months later, on July 1, 1991, at the age of 54.

GUGLIELMO MARCONI

The Encyclopaedia Britannica describes Guglielmo Marconi as the “inventor of a successful system of radio telegraphy.” Talk about understatement. The son of a wealthy Italian landowner, Marconi had little formal education but was fascinated by physics. In 1894, when he was 20, he learned of Heinrich Hertz’s experiments with electromagnetic waves and wanted to determine for himself just how far the waves could travel. He discov-



“Can you hear anything, Mr. Kemp?”

—Marconi asking his assistant to verify that he heard the letter “S” in Morse code, the first transatlantic wireless broadcast

ered he could increase transmission distance by using larger antennas that were elevated and grounded. In 1895 he made a “wireless telegraph” communication by keying the transmitter in telegraph code. In 1900 he had established Marconi’s Wireless Telegraph Co. in London, where he had moved after being unable to interest the Italian government in his work. By this time he had sent transmissions 150 miles and decided to try to send a message across the Atlantic. He built a powerful trans-

mitter at Poldhu, Cornwall, and a receiving station in Newfoundland that utilized a kite-borne antenna. On Dec. 11, 1901, his assistants in England began transmitting the letter “S” for three hours a day. On the first day Marconi heard nothing, but on Dec. 12 at 12:30 p.m. he thought he did. Wanting to be sure, he asked for confirmation from Mr. Kemp, who gave his affirmation. The feat captured the public’s imagination, and his “system of radio telegraphy” became required by law on all ocean-going ships. He went on to make many more contributions to communications (including development of a global system of shortwave broadcasting), founding companies in both England and America (the Radio Corp. of America was formed in 1919, partly to acquire his U.S. interests). He was awarded the Nobel Prize for physics in 1909 and died in 1937.

GARRY MARSHALL

His television credentials are impeccable. As a writer he worked on *The Jack Paar Show*, *The Dick Van Dyke Show* and *Love, American Style*, among others. As a creator and executive producer, he was responsible for such classic television as *The Odd Couple*, *Happy Days*, *Laverne & Shirley* and *Mork and Mindy*. In what stands as an unequalled feat, during the week of Jan. 28, 1979, four of Garry Marshall’s series were ranked in the top five of



“If television is the education of the American public, then my shows were recess.”

network television—*Laverne & Shirley*, *Happy Days*, *Mork and Mindy* were one, two and three, and *Angie* five. Marshall, who got his start in broadcasting as a writer for WNYC-TV New York in 1952, has not limited himself just to writing or directing television. He moved to the feature film side of the entertainment business, directing the wildly successful “*Pretty Woman*,” which grossed nearly \$430 million in worldwide and video sales. In addition, his acting credentials date back to 1962; he most recently appeared in “*A League of Their Own*.”

DENNIS PATRICK

Dennis Patrick served less than three years as FCC chairman at the tail end of the Reagan administration, but in

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that time he made an indelible mark as a champion of First Amendment rights for broadcasting. In 1987, over the vigorous objections of congressional Democrats, he led the commission in repealing the fairness doctrine—the symbol of broadcasting's second-class First Amendment status. Patrick took the less traditional route for ex-commissioners, eschewing communications law to help



“The First Amendment does not guarantee a fair press, only a free press... [and] the record in this proceeding leads one inescapably to conclude that the fairness doctrine chills free speech.”

lead Time Warner into the wireless communications business that is about to explode on the nation. Watch for his Time Warner Telecommunications at the upcoming FCC auction of personal communication services spectrum. The son of a policeman, the Los Angeles native attended Occidental College, went on to UCLA for his law degree and joined the Reagan revolution as a White House staffer in 1981. Appointed an FCC commissioner in 1983, he helped then-FCC Chairman Mark Fowler advance his agenda of substituting marketplace forces for government regulation. As chairman, he saw that agenda through to the end of the Reagan years.

DAN RATHER

The squandered resource that Dan Rather, the voice, heart and soul of CBS News, referred to in a landmark address at the 1993 Radio-Television News Directors Association, was television, and more specifically, television news. He chided television news professionals at all levels for the creeping “showbizification” of electronic journalism. It was a speech reminiscent of an earlier address to the same group by the legendary Edward R. Murrow, who urged his listeners to use television to enlighten and inform, “otherwise it is merely wires and lights in a box.” When Murrow made his speech in 1958, Rather was news director at KTRH-TV Houston. He served a stint in the same position at competing KHOU-TV, the CBS affiliate, before joining the network 32 years ago. He’s been a hard-news journalist throughout his 44 years in the business, starting with United Press International



“In too many important ways, we have allowed this great instrument, this resource, this weapon for good, to be squandered and cheapened. We should all be ashamed of what we have and have not done, measured against what we could do.”

in 1950. He’s covered some of the nation’s (and the world’s) biggest stories, including the assassination of John F. Kennedy, the Watergate scandal and the Russian invasion of Afghanistan. In September, Rather, who turned 63 last month, was on the scene in Haiti, doing what he does best—breaking news and getting exclusive interviews with the key players.

DIANE SAWYER

The latter half of the 20th century has yielded some fascinating world leaders—Cuba’s President Fidel Castro, Panamanian dictator General Manuel Noriega, Russian President Boris Yeltsin, Syrian President Hafez el Assad and our own President Bill Clinton. ABC News Anchor



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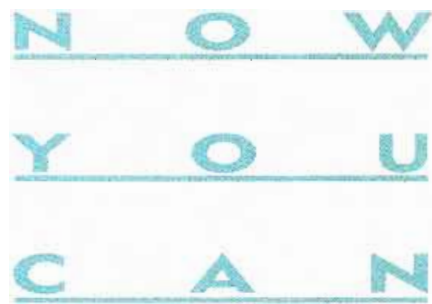
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Diane Sawyer has interviewed them all. Since joining the network in 1989, Sawyer has put her investigative reporting skills to work co-anchoring *PrimeTime Live* and *Turning Point*. Her hidden-camera documentation of racial discrimination and her undercover investigations of conditions at day-care centers and the Food Lion grocery chain won Sawyer some of the most prestigious journalism awards. Sawyer's broadcasting career began as an on-air reporter in Louisville, Ky. She held several positions in the Nixon administration and helped the former president write his memoirs. Prior to joining ABC, she spent nine years at CBS News, co-anchoring *60 Minutes* and the *CBS Morning News*, and was the network's State Department correspondent.

SUSAN STAMBERG

National Public Radio special correspondent Susan Stamberg has described public radio as a medium that has allowed her to "capture the sounds of the world" and as a "magic wand against silence." Stamberg's work in public radio spans 30 years, starting at NPR affiliate WAMU(FM) Washington, where she climbed the ladder from producer to program director and finally general manager, until joining NPR in 1971. A year later, Stamberg began co-



"If only television had been invented first. Then everyone would be talking about this great new medium...RADIO. What a breakthrough. You can carry it from room to room, use it in your car, bridge it across your head while you jog, and best of all, you don't have to sit and LOOK at it."

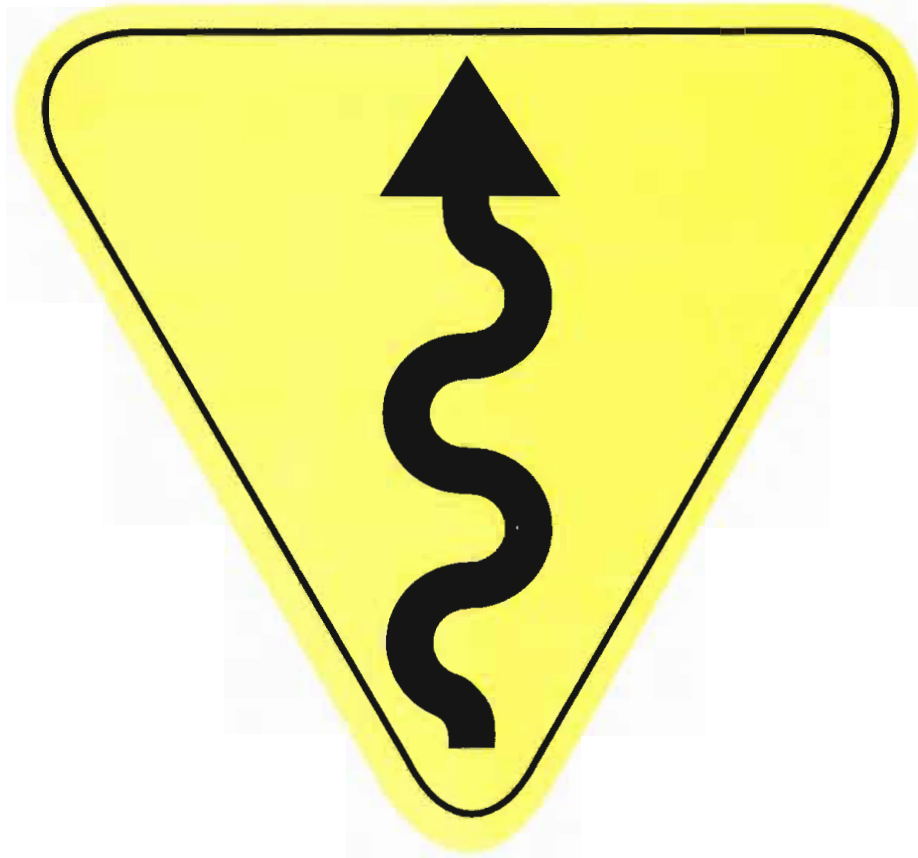
hosting NPR's feature weekday news show, *All Things Considered*. Stamberg also hosted NPR's morning news program, *Weekend Edition*, from its premiere in January 1987 through October 1989. She now hosts the weekend show Saturdays on a substitute basis. As an interviewer, Stamberg boasts an impressive list of personalities to her credit, ranging from former First Lady Nancy Reagan to author James Baldwin. Stamberg currently is using her knowledge of culture and the arts in her work as a special

correspondent on NPR's news/cultural desk. A recent assignment was a profile of the Russia National Symphony Orchestra. Two of Stamberg's books—"Every Night at Five: Susan Stamberg's All Things Considered Book," published in 1982, and "Talk: NPR's Susan Stamberg Considers All Things," published in 1993—chronicle her career. She has won the Edward R. Murrow Award from the Corporation for Public Broadcasting, the Ohio State Awards' Golden Anniversary Director's Award and the Distinguished Broadcaster Award from American Women in Radio and Television.

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Week

PCS

PCS applicants span media spectrum

Cable and telcos among 74 bidders for licenses in 51 markets

By Harry A. Jessell

Welcome to the FCCC: the "Federal Competition in Communications Commission."

With that, FCC Chairman Reed Hundt last week unveiled the 74 companies and individuals who say they will bid for 99 personal communications services licenses in 51 markets.

The list includes cable operators, local and long-distance telephone companies, cellular and paging companies and individual entrepreneurs. All have the same goal, said Hundt: "They want to be your phone company—or one of your phone companies."

The auction, which the FCC hopes will raise at least \$10 billion for the federal treasury, is set to begin Dec. 5 and is expected to go on for months.

PCS promises to put cellu-

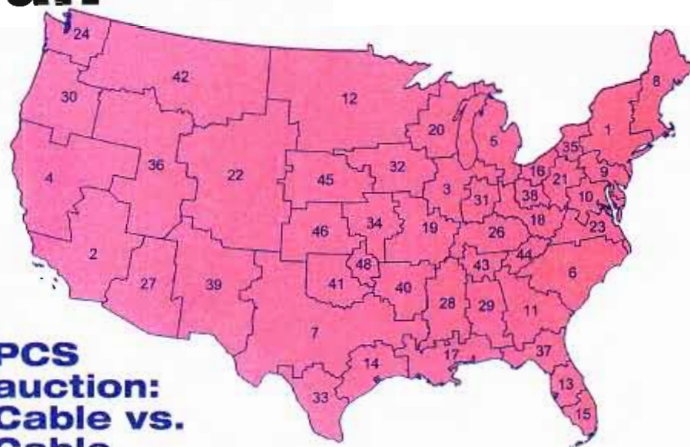
lar-like mobile telephones within the reach of most Americans, Hundt said. "Wireless phones will no longer be status symbols of the rich and famous."

PCS "will increase competition in telecommunications, accelerating the development and introduction of new technology and reducing rates for consumers," he said.

Winning bidders will invest up to \$50 billion to build PCS networks and businesses, creating as many as 1 million new jobs, Hundt said. "This may represent the greatest onetime private sector investment in any single industry in the nation's peacetime history."

The Oct. 28 filings are expressions of interest, reserving for the applicant the right to bid in the specified markets. The markets for which the

continued on page 56



PCS auction: Cable vs. Cable

The nation's leading cable operators may end up bidding against each other for the new wireless PCS telephone licenses.

Tele-Communications Inc., Cox and Comcast—individually or in partnership with Sprint—have targeted many of the same markets as Continental, Cablevision and Century Communications, according to FCC filings released last week.

Here are the cable players and the Major Trading Areas they have reserved the right to bid for. What markets they will actually bid for will not be known until Nov. 18 when they put down deposits for the markets they covet. The auction begins Dec. 5.

WirelessCo. (Sprint, TCI, Cox and Comcast)—39 markets: **MTAs 1, 3, 4, 5, 7, 8, 10, 11, 12, 13, 14, 15, 17, 18, 19, 20, 21, 22, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 38, 40, 41, 42, 43, 46, 47, 48**

Boston PCS Ventures (Continental and Cablevision)—1 market: **MTA 6**

Cablevision Lightpath-New York—1 market: **MTA 1**

Centennial Cellular Corp. (Century Communications)—1 market: **MTA 25**

Century Communications Corp.—1 market: **MTA 22**

Cleveland PCS Venture (Continental and Cablevision)—1 market: **MTA 16**

Comcast Telephony Services—3 markets: **MTAs 6, 16, 37**

Continental Cablevision—49 markets: **All MTAs but 8 and 16**

Cox Cable Communications—2 markets: **MTAs 23, 45**

PhillieCo. LP (Sprint, TCI and Cox)—1 market: **MTA 9**

Prime Cable of Alaska—1 market: **MTA 49**

Cox Cable has been tentatively awarded license for Baltimore-Washington market (**MTA 10**) for its pioneering work in PCS technology.



Keeping up with the times

Gene Autry, legendary singing cowboy, broadcasting entrepreneur and member of BROADCASTING & CABLE's Hall of Fame, is back at the keyboard. Autry, pictured in 1928 as a Morse code telegrapher on the Frisco Railroad at Sapulpa, Okla., is now chatting on-line with Prodigy users through the American Movie Classics hub. AMC's *Gene Autry: Melody of the West* debuts



Interactive

Microsoft gears up for interactive competition

Software giant lines up partners in battle against Oracle

By Mark Berniker

Even if interactive television is a long way from arriving in the homes of millions of Americans, Microsoft is aggressively positioning itself to be the global software leader for this nascent marketplace.

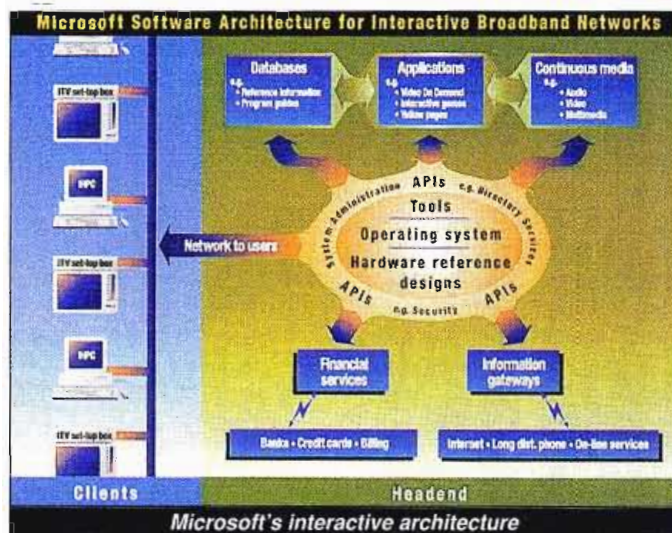
Cable and telco network operators are setting up myriad experimental interactive television trials, and providing interconnected software hooks from the headend to the set-top is essential to these emerging systems.

Microsoft has expanded its alliance relationships, each of which is eager to beta test Microsoft's interactive TV software. The new partners include US West, Hewlett-Packard, NEC, Deutsche Telekom, Telstra Corp. of Australia, Olivetti, Alcatel and Anderson Consulting.

As Microsoft assembles new allies in its interactive TV camp, the company is preparing for a face-off with Oracle. Oracle is teaming with Microware and several other partners to bring a competing operating system and media server technology to market.

Microsoft has announced its plans for interactive TV trials with Tele-Communications Inc. in Seattle and Denver, and with Southwestern Bell (now SBC Communications) in Richardson, Tex.

Sources close to Microsoft say the initial beta software will



be tested by TCI and Microsoft employees in Seattle, after which the same version will be tested by SBC in Texas. The software then will be modified, with the next version to be tested, possibly overseas, by TCI.

"A lot of testing needs to be done, and a lot needs to be found out about what consumers want," says Madeline Kirchbach, business development manager of Microsoft's advanced consumer technology group.

Microsoft bills its interactive software as an "end-to-end solution," but it has not been widely tested and is unproved commercially.

Microsoft wants its software to be compatible with a number of video servers, and has arrangements with NEC, Compaq Computer Corp. and Intel Corp. But questions remain, such as whether video server manufacturers will want to have open standards for interactive TV software rather than a proprietary solution from Microsoft or Oracle.

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Interactive

Eon releases prices; aims to spur IVDS construction

Questions remain concerning costs, consumer demand for new service

By Mark Berniker

After taking heat from several IVDS auction winners, Eon Corp. has announced its general pricing structure and the services that it claims will make interactive video and data services a commercial reality.

Several winners of licenses at the FCC's IVDS auctions had criticized Eon for not disclosing details about its set-top devices and other hardware components that license holders will need

before they can offer the service to subscribers.

Although it still is not clear exactly what the cost will be for IVDS license winners to get their systems up and running, the FCC is expected to issue licenses before the end of the year, and those companies will be expected to quickly construct their systems.

Len Smith, Eon's director of business development, thinks it will cost "under a million" to construct an

IVDS system in a major market.

Andy Sernovitz, president of the Interactive Television Association, concurs, adding that it will cost "well under a million" dollars for the largest cities and only a few hundred thousand dollars for smaller markets.

Eon won the IVDS license for Hagerstown, Md., and said it would cost more than \$200,000 for two cell sites. In addition to the base equipment, Eon must purchase



Len Smith

additional hardware and pay consulting fees that will increase the price of deployment to close to \$250,000.

Eon says there are important technical variables that could affect the cost, including the complexity of the

continued on page 56

MICROSOFT
continued from page 53

Systems integration is a vital component if interactive TV systems are to succeed. It is for this reason that Microsoft has lined up Alcatel, Andersen Consulting, Lockheed, Olivetti and NTT Data Communications Systems Corp. to provide the support services to test and deploy Microsoft's broadband software nationally and globally.

Kirbach says every network is designed differently, and Microsoft is working with a variety of networks and systems integrators to insure that its software operates smoothly no matter what type of network it's on.

Microsoft also has relationships with several key network operators, including US West, Deutsche Telekom, Telstra Corp. of Australia, Rogers Cablesystems, Nippon Telegraph & Telephone, SBC Communications and TCI Cable.

Microsoft's interactive TV alliances reach into the home through its deals with makers of set-top boxes. These new set-tops are nothing short of minicomputers in a standard cable box, and

Microsoft has deals with Hewlett-Packard, NEC and General Instrument to have its software run through the boxes.

Kirbach says Microsoft and its partners have not yet decided which set-tops will be used in its upcoming trials, but GI, HP and NEC are likely candidates.

Microsoft is developing more than 100 CD-ROM titles and recently announced that it will have its own online service ready for market next year.

Kirbach says multimedia CD-ROMs and online services will "very likely migrate to broadband applications," and Microsoft plans to be in the business of creating both narrowband and broadband services that will run over networks of varying bandwidth.

From Microsoft's perspective, providing a connection between the personal computer and broadband networks, whether from telephone companies or cable operators, is intertwined with its vision of the future. The company wants its broadband software solution to operate not only with TV and enhanced set-tops but also with personal computers, game machines and other electronic devices.

Utilities getting into telecommunications

By Harry A. Jennell

Electric utilities will plunge more deeply into telecommunications to improve operations, reduce costs and provide new services to customers, according to a new study commissioned by the Edison Electric Institute and the U.S. Department of Energy.

Government regulators are driving the move with policies aimed at breaking up their local monopolies, the study shows. Homes and businesses soon will be able to shop for their kilowatts, choosing among suppliers of electrical power.

Due to the competition, "energy production and delivery will be tightly coupled with telecommunications and information services," the study says.

Improved control and monitoring through telecommunications will result in better service at lower cost, it says. And "more intelligent power control devices and information services connected to customer premises will give ratepayers control of their power usage; examples include real-time pricing, customized billing and improved customer service."

The study says the power companies now have five ways to go:

- **Wait and see**—Make only small investments in improving current telecommunications capabilities until the future is clearer.

- **Leased network**—Lease telecommunications facilities from telephone and cable companies as needed.

- **Dedicated network**—Build a stand-alone telecommunications network dedicated to a company's own needs.

- **Multipurpose network**—Build a telecommunications network with excess capacity that could be leased to long-distance companies, cable operators and others.

- **Full-service network**—Build a network capable of providing voice, data and video, just as cable and telephone companies are doing. Become the "third wire" into the home.

The study sees merits in each of the options except "wait and see." For most, that is "very risky," and those who choose it run the risk of allowing competitors to get the jump on them and being left out of alliances with other companies.

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GARY ARLEN, **Arlen Communications**

LARRY YOKELL, **Convergence Industry Associates**

ROBERT BOSSERT, **Prodigy**

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MARK PLAKIAS, **Strategic Media**

BRUCE MENDEL, **Casio**

DONALD WARFIELD, **SkyTel**

NAZILA ALASTI, **Apple Computer**

BRIAN SROUB, **Sony Electronics**

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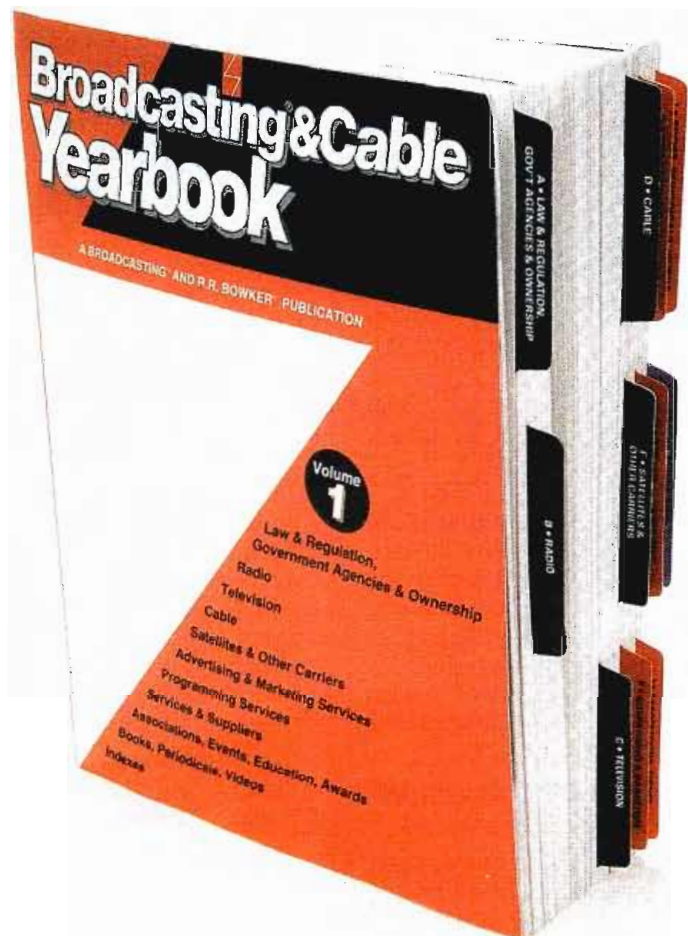
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**Broadcasting
& Cable**

StarSight signs with Bell Atlantic

StarSight Telecast Inc. has signed strategic and affiliation agreements with Bell Atlantic Video Services to distribute its electronic program guide over BA's video delivery system beginning next year. StarSight's system allows for one-button VCR recording of selected broadcast and cable programming. StarSight said it will modify its existing product to conform to BA's video dialtone network. StarSight is backed financially by Viacom, Spelling Entertainment, Tribune Co., Times Mirror Cable Television, KBLCOM Inc. and Providence Journal Co.

BroadBand, DiviCom team up

BroadBand Technologies and DiviCom have formed a "technology agreement" to develop interoperable standards for the distribution of interactive video. BBT is in the interactive video transport business, while DiviCom has compressed video encoding and decoding technology designed for video distribution applications. BBT and DiviCom both support the existing standards for high-speed communications and compression, namely ATM and MPEG.

TW picks speech recognition for FSN

Time Warner Cable has chosen BBN HARK Systems, a subsidiary of Bolt Beranek and Newman Inc., to develop the system design for integrating speech recognition into its Full Service Network. Time Warner will not introduce speech recognition into the initial version of its Full Service Network in Orlando, Fla., but plans to incorporate it into future versions of the service. BBN's system will allow cable subscribers to interact with their TV sets through voice commands such as "Go to the movie channel" or "I want a cubic zirconium ring."

ABC, Imax to produce large-format films

Capital Cities/ABC Inc. and Imax Corp. signed a joint venture agreement to co-develop and produce large-screen motion pictures for worldwide distribution. The films are expected to span topics such as natural history, space, science and technology.

PCS APPLICATION *continued from page 52*

companies will actually bid will not be known until Nov. 18, when hefty deposits are due for each market they want. The deposits range from \$15.8 million for New York to \$28,000 for American Samoa.

Based on its experience in earlier spectrum auctions, the FCC expects half the applicants to drop out by Nov. 28 and the remainder to reduce the number of licenses for which they will bid.

Two 30 mhz licenses are available in 49 markets, so-called major trading areas, but only one in Southern California, Baltimore-Washington and New York. The FCC already has tentatively awarded one license in each of those markets to Cox, the Washington Post Co.-backed American Personal Communications and Omnipoint, respectively, due to their pioneering work in PCS technology. The price of their licenses will be discounted.

Many of the would-be PCS operators earlier announced their intention to bid, but others were flushed out by the Oct. 28 filing requirement. Most indicated an interest in both of a market's licenses.

Cable was a big player. Sprint, Tele-Communications

Inc., Comcast and Cox filed for 39 markets in a partnership called WirelessCo. (BROADCASTING & CABLE, Oct. 31). In a separate partnership (PhillieCo.), Sprint, TCI and Cox reserved bidding rights for Philadelphia. Comcast is barred from the Philadelphia market because of its cellular operation there. FCC rules prohibit ownership of cellular and PCS in the same market.

Continental, Century Communications, Cablevision and Prime Cable also queued up. Continental applied for all 51 markets, two of them (Cleveland and Boston) in partnership with Cablevision.

All the Baby Bells are in the hunt. Bell Atlantic, Nynex, US West and Air-touch formed a partnership (PCS Primeco LP) to go after licenses in 26 markets. Air-Touch was spun off from Pacific Telesis. Pacific Telesis put in for all 51 markets, SBC Communications (formerly Southwestern Bell) for eight, Ameritech for four and BellSouth for four. Another telco, GTE, applied in 33 markets.

The three-largest long-distance companies also are players. Sprint is in partnership with TCI, Cox and Comcast. AT&T, through its newly formed AT&T Wireless subsidiary, applied for 30 mar-

kets. And MCI is a one-third owner of GCI Communications Corp., which has its sights on four markets.

Others with big ambitions: Associated Communications Corp., Pittsburgh, filed for all the markets, having spun off its extensive cellular holdings to SBC Communications. Craig McCaw, who sold his cellular holdings to AT&T, applied for 22 markets, overlapping with AT&T Wireless in only one, Buffalo-Rochester, N.Y. Electronic Data Systems Corp. said it intends to bid for 27 markets.

Charles Ergen, a home satellite equipment distributor and a DBS licensee, filed for every market.

A host of small companies and individuals filed, some claiming preferences as minorities, women or small businesses. But according to the FCC, those preferences are available only through a separate bidding process.

Edward Johnson, Crossville, Tenn., who filed for Knoxville and Nashville, protested the deposit requirement, arguing it constituted an unconstitutional taking of property without just compensation. Putting down an interest-free deposit of \$2 million would cost him \$255 a day at prevailing interest rates, he said. ■

IVDS CONSTRUCTION *continued from page 53*

system; physical topography and population density will be major factors. Thus, it will be more expensive to build an IVDS system in San Francisco, because of its rolling hills, than in Boston.

Smith says Eon is working to get the Washington market built by the first quarter of next year, but questions remain about the company's plans for interactive services and how it plans to market its package to consumers.

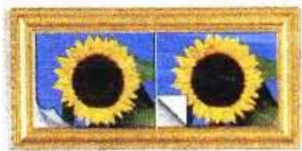
"We don't know which of the applications will be attractive to consumers and which will not," says Smith.

Geri Reynolds, Eon vice president of interactive services, says the set-top box for the market trial in Washington will cost \$1,250, and may be offered to consumers on a rental or lease basis. Smith expects that "another

company" will begin to manufacture set-top boxes by the second quarter of 1995, and thinks they will cost roughly \$600 per unit.

Eon says it already has developed relationships with a number of vendors that will be able to help IVDS license winners build their systems. Those partners include Hughes Network Systems, which specializes in satellite-based networks; Comsearch, a designer and planner of wireless networks; and Diablo Research, which is developing a low-powered wireless modem for Eon and also is working on an IVDS metering application that would connect the wireless modem to the home electric meter.

On the service side of the equation, Eon has a deal with Allbritton Communications to develop interactive applications for local television through its Washington station WJLA-TV. Eon also has a deal with J. Walter Thompson for interactive advertising. ■



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Radio groups prosper in third quarter

Many companies also report significant growth for first nine months

By Donna Petrozzello

Many radio group owners reported double-digit increases in net revenue, operating cash flow and net income for third quarter 1994, marking another quarter of consistently solid revenue and income growth in radio.

In most instances, those increases were coupled with growth in per-share values at the companies, which averaged more than a .10 increase per share. In addition, most companies reported significant growth in revenue and income for the first nine months of 1994, compared with the same period last year.

Following are profiles of third-quarter reports for the period ending Sept. 30, 1994, for several companies.

Westwood One

Net revenue at the end of third quarter 1994 was the highest quarterly revenue in the history of Westwood One Inc., according to its president and CEO, Mel Karmazin. In addition, losses in net income measured at third quarter 1993 were reversed in third quarter 1994.

Westwood reported net revenue of \$36,491,000 as of Sept. 30, 1994, a 61% increase over net revenue totaling \$22,611,000 for third quarter 1993. Karmazin attributed the increase principally to the company's Unistar Radio Networks acquisition, which became effective at the beginning of February 1994.

In operating cash flow, Westwood reported a 15% increase for third quarter 1994 on a pro forma basis, assuming the acquisition of Unistar had taken place at the beginning of fiscal year 1993.

The company also reported strong gains in operating income and net income in the latest third-quarter returns. Operating income for the quarter was \$4,010,000, as compared with \$840,000 at third quarter 1993, an increase of 377%, Westwood One officials said.

Net income for third quarter 1994 was \$1,658,000, as compared with net income loss of \$694,000, reported at

third quarter 1993.

Westwood One Chief Financial Officer Farid Suleman said that the increase in net income for third quarter 1994 primarily was attributed to the inclusion of the operating results of Unistar and the reduction in the company's operating costs, partially offset by a higher financing charge, resulting from the acquisition of Unistar's debt.

SFX Broadcasting

SFX Broadcasting Inc. reported marked gains in broadcast cash flow and operating income for the third quarter over the same period in 1993.

Net revenue for third quarter 1994 increased 19%, to \$14,391,000, from \$12,118,000 during third quarter 1993. Broadcast cash flow increased 41% in third quarter 1994 over third quarter 1993, from \$4,569,000 to \$6,428,000.

For the same period, operating income increased 142%, from \$1,721,000 to \$4,170,000. Net income reported for third quarter 1994 was \$902,000, or .14 per share, as compared with a net income loss of \$1,800,000, or a .90 per share loss, during 1993.

Radio's YTD revenue up 11%

Combined local and national spot advertising revenue increased 11% through the third quarter of 1994 compared with the same period last year, according to the Radio Advertising Bureau's survey of more than 100 markets. RAB President Gary Fries said that last September marked the "25th consecutive month of radio revenue gains," and he predicted the fourth quarter will wrap up with double-digit gains as well.

Revenue growth for September was slightly less than August totals, however. For September, the RAB reported that local revenue increased an average of 9% in all markets, while national revenue grew an average of 12%. For August, the RAB reported average revenue increases of 12% locally and 15% nationally.

—DP

On a pro forma basis, assuming the predecessor companies that spawned SFX Broadcasting had been owned by the group since the outset of 1993, net revenue for the first nine months increased by 19%, to \$40,469,000, from \$34,104,000 reported in net revenue through Sept. 30, 1993. In addition, broadcast cash flow on a pro forma basis increased 51% in 1994 over last year, from \$10,279,000 in 1993 to \$15,492,000 in 1994.

During the same period, SFX reported that operating income increased by 199%, from \$2,986,000 to \$8,936,000, on a pro forma basis for the first nine months of 1993 as compared with the same period in 1994.

SFX Broadcasting Chairman and CEO Robert F.X. Sillerman said the latest third-quarter results "represent the first actual quarter-to-quarter comparable numbers since the combined operations commenced on July 2, 1993." The company's revenue growth was "approximately twice that of our markets," Sillerman added. "Cash flow has improved in every market, and every station has improved its ratings position."

Emmis Broadcasting

Emmis Broadcasting Corp. reported increases in net broadcasting revenue, operating and net income, and broadcast cash flow for both its second quarter ending Aug. 31, 1994, and the first six months of its 1994 fiscal year ending Aug. 31.

In net broadcasting revenue for its second quarter, Emmis reported a 9% increase for its second quarter, from \$16,819,000 in 1993 to \$18,451,000 in 1994. The corporation also reported a 9% increase in net broadcasting revenue, from \$31,117,000 to \$34,232,000, for the first six months of 1994.

In operating income, Emmis reported a 25% increase in second-quarter results, from \$5,588,000 in 1993 to \$7,487,000 in 1994. For the first six months of Emmis's fiscal year ending Aug. 31, the corporation reported a 30% increase in operating income, from \$8,587,000 in 1993 to

\$12,223,000 in 1994.

In net income, Emmis reported a total \$3,393,000 for second quarter 1994 as compared with a total \$2,088,000 for second quarter 1993—a 38% increase. For the first six months, Emmis reported a net income total of \$2,681,000 in 1993 to \$5,707,000 in 1994.

On a pro forma basis, broadcast cash flow for the second quarter 1994 was \$8,800,000, compared with \$7,200,000 for the same quarter last year, an increase of 22%. For the six months ending Aug. 31, 1994, broadcast cash flow was \$15,500,000 compared with \$12,200,000 for 1993, an increase of 27%.

Emmis Chief Financial Officer Howard Schrott noted that the increases primarily are due to the acquisition of Indianapolis stations WIBC (AM)-WNAP(FM), formerly WKLR(FM), and “a combination of increased net broadcasting revenues and flat broadcasting operating expenses at the company’s other broadcasting properties.”

Saga Communications

Saga Communications reported double-digit increases in net revenue, broadcast cash flow and net income for third quarter 1994 over totals reported for third quarter 1993. Saga also tallied significant increases in net revenue, broadcast cash flow and net income for the first nine months of 1994, as compared with the same period in 1993.

Saga’s latest third-quarter report reflects a 28% increase in net revenue, from \$9,149,000 in third quarter 1993 to \$11,743,000 in 1994. Broadcast cash flow also increased by 28%, from \$3,440,000 in third quarter 1993 to \$4,424,000 in third quarter 1994. Saga’s net income improved significantly, from \$540,000 in third quarter 1993 to \$923,000 in third quarter 1994, an increase of 71%.

Comparing the first nine months of 1994 with the same period last year, Saga reported a 26% increase in net revenue, from \$25,207,000 to \$31,769,000; a 28% increase in broadcast cash flow, from \$8,549,000 to \$10,960,000, and a 207% increase in net income, from \$504,000 to \$1,659,000, or an increase of .21 per share.

Saga Vice President/Chief Financial Officer Norm McKee attributed the bulk of the increases in net revenue and broadcast cash flow to operations of stations Saga acquired in the latter half

Looking to buy

Jeffrey Trumper of Trumper Communications is forming a radio acquisition group with the help of Media Communications Partners and Providence Ventures, formerly Narragansett Capital. The new company will buy “non-performing stations in markets 25-75,” according to a statement. In the process of building the new group, Trumper will sell its Portland, Ore., stations, KKCW-FM/KXYQ-AM-FM. Star Media Group will broker that sale.

Show debuts ‘No Name’ name

Facing a lawsuit from Rush Limbaugh’s syndicator EFM Media Management, the USA Talk Network debuted last week what it termed the “first talk show to take on Rush Limbaugh,” but refrained from using the original title for the show: *After the Rush*.

USA Talk faces a \$20 million lawsuit filed against it by EFM Media over the intended use of the name “Rush” in the show’s title. According to EFM Media Chairman/CEO Ed McLaughlin, EFM wants USA to refrain from using “Rush” to identify its liberally slanted, politically oriented afternoon talk show “to avoid confusion as to where that program is coming from.”

of 1993 and the first half of 1994, including WLZR-AM-FM Milwaukee, WAFX(FM) Norfolk, Va., and KOAM-TV Joplin, Mo. Saga Chairman and CEO Edward K. Christian credited the company’s strong performance to a “continued strong advertising environment.”

Net revenue at Saga holdings acquired before the last half of 1993 increased by 9% for both the third quarter and the first nine months of 1994 when compared with similar periods for 1993. Broadcast cash flow increased at these stations as well, by a margin of 12% for third quarter 1994 over third quarter 1993, and by 18% for the first nine months of 1994 as compared with the first nine months of 1993, Saga reported.

Infinity Broadcasting

Infinity Broadcasting marked third quarter 1994 as its 12th consecutive quarter of “record financial results” since the company went public in Jan-

USA debuted the show, hosted by Aaron Harber and based in Boulder, Colo., as the *Show with No Name*, said USA spokesman Tom Lion.

Big spenders in L.A.

More advertisers this year have invested at least \$1 million in Los Angeles-area radio stations than did so last year, according to ad revenue totals compiled by the Southern California Broadcasters Association (SCBA) and the accounting firm Miller, Kaplan, Arase & Co.

The SCBA says 10% more advertisers invested \$1 million-plus in Los Angeles stations in the first half of 1994 compared with the same period in 1993. The five biggest spenders were the Southern California Ford Dealers Association, Pacific Bell, Anheuser-Busch, Lucky Stores and Von’s Stores. Each spent more than \$2.35 million in radio ads in the first half of 1994.

Westwood One syndicates ’70s hits

Westwood One Radio Networks is calling its Nov. 1 launch of a 1970s-era syndicated satellite format one of its most successful ventures, with 17 stations signed to carry the 24-hour format. Westwood officials say the network is the first to develop and syndicate a 1970s contemporary hits format nationwide. —DP

uary 1992. Mel Karmazin, Infinity president and CEO, said: “The results for the third quarter of 1994 were the single best quarterly results in the company’s history.”

Infinity reported an increase of 35% in the company’s net revenue for third quarter 1994, up from \$55,156,000 for the same period in 1993 to \$74,641,000. Infinity Chief Financial Officer Farid Suleman attributed the majority of the increase to higher advertising revenues at the company’s 26 radio stations.

Operating income for third quarter 1994 increased 56% from last year, to \$23,533,000 in 1994 from \$15,078,000 in 1993. Operating cash flow for third quarter 1994 was 15% greater, on a pro forma basis, over the same period last year. Net income for third quarter 1994 was \$11,550,000 as compared with \$5,994,000 for third quarter 1993, or an increase of 93%, the company reported. ■

Minority station deal one of biggest

WKYS-FM goes to local radio group for \$34 million

By Julie A. Zier

Radio One Inc., a radio group run by local talk show host Cathy Hughes, is buying WKYS-FM Washington from Albimar Communications Inc. for an estimated \$34 million cash.

Both groups are minority-owned, and the deal is said to be one of the largest between two such broadcast companies. Albimar is owned by Bertram Lee and Skip Finley; Commerce Secretary Ron Brown and Jim Kelly, husband of Washington Mayor Sharon Pratt Kelly, own minority interests. They bought the station from NBC in 1988 for \$49.5 million.

Radio One's purchase strengthens its already firm foothold in the Washington-Baltimore market. The company, controlled by Hughes and her son, Alfred Liggins, owns WOL(AM)-WMMJ-FM Washington as well as WOLB(AM)-WERQ-FM/WWIN-AM-FM Baltimore. All the stations format to black audiences, with urban, gospel, talk or black adult contemporary music. With the addi-

tion of WKYS-FM, Radio One will have close to 1.4 million listeners, according to spring Arbitron ratings (exclusive audience, Mon.-Sun., 6 a.m.-midnight).

Hughes is out of the country, and Liggins could not be reached for comment.

According to *Duncan's Radio Market Guide* for 1993, WKYS-FM billed \$10 million that year, giving it the sixth-highest ranking in the Washington market and making it the second-highest-ranked urban station behind Infinity-owned WPGC-FM. Arbitron's spring report lists the station's audience share as the fourth-highest, with 455,100.

But according to some industry observers, WKYS-FM has run into financial trouble in recent years. Finley calls the comments "nonsense" and says it was a decision of the majority shareholders to sell the station.

"It's a shame that because both of us are black owners, someone had to throw mud at us," Finley says. "It's so



Local talk show host Cathy Hughes (left) keeps WKYS-FM Washington minority owned, which was former owner Skip Finley's intent.

hard to do anything like everyone else."

Competitor Ben Hill, VP/GM of market-leader WPGC-AM-FM, says WKYS-FM has been hurt by fragmentation. In Washington, which Hill says is the most competitive major market for urban programming, five stations—WPGC-FM, WKYS-FM, WOL(AM), WMMJ(FM) and WHUR-FM—format to black audiences.

"They're getting a smaller piece of the advertising pie," Hill says of

Parsons to assume Time Warner presidency

By Rich Brown

Richard Parsons, a Time Warner board member with a background in banking and politics, has been tapped as president of the media giant.

The surprise appointment last week made sense to some industry observers, given Parsons' track record in business and politics. As chairman/CEO of Dime Bank Corp., Parsons most recently negotiated that company's ambitious merger with Anchor Savings. And in politics, he has had ties to former president Gerald Ford; former New York governor Nelson Rockefeller and New York City Mayor Rudolph Giuliani.

Although this will be his first job in the entertainment industry, Parsons has served on the boards of TriStar Pictures Inc. and American Television



Gerald Levin (right) welcomes Richard Parsons to the executive suite.

and Communications Corp. (now Time Warner Cable).

Time Warner officials dismissed widely reported speculation that

Chairman/Chief Executive Gerald Levin was pressured into making the appointment in the face of a slumped stock price and the company's huge ongoing debt.

Parsons, 46, will have responsibility for all corporate staff functions at Time Warner, including financial activities, legal affairs, communications and administration. He starts the job on Feb. 1, 1995.

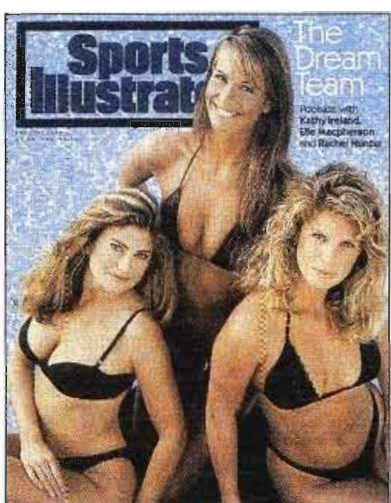
In another shift, Time Warner corporate Vice President Richard Bressler has been named senior vice president of finance.

The moves mark the latest shuffling at Time Warner, which in recent weeks announced the planned retirement of CFO Bert Wasserman and the appointment of Norman Pearlstine as editor in chief of Time Warner's magazines. ■

WKYS-FM. In addition, WPGC-FM scooped up popular morning show host Donny Simpson when his contract with WKYS-FM ended after 15 years. The result was higher ratings for WPGC-FM and lower ratings for WKYS-FM, Hill says.

Albimar, whose only station is WKYS-FM, says in a statement that it decided to sell after attempts to expand failed. Its final effort was a run at "the majority" of Summit Communications' stations.

"This is a good deal for everyone," Finley says. "Our goal was to remain black-owned, and we're satisfied we were able to do it."



The 'Sports Illustrated' annual swimsuit issue generates about \$50 million in ad revenue for Time Warner.

SI gives gift with beauty

Time Warner synergy is alive and well at *Sports Illustrated*. For the first time, *Sports Illustrated* Television is producing the network TV swimsuit special that will air next February, when the next swimsuit issue of Time Warner's *Sports Illustrated* is published. Advertisers are being offered a "multimedia" deal: Buy one page in the magazine and one 30-second spot in the special and get a free page in *SI*. The free page must be used in the first six weeks of 1995.

A variation: Buy two spots on the TV show, to air on NBC, and get free exposure (with logo ID) in three tune-in ads in the magazine preceding the program.

Sixteen spots are available in the television show. —SM

Changing Hands

This week's tabulation of station and system sales

WTVG(TV) Toledo, Ohio, and WJRT(TV) Flint, Mich. □ Purchased by Capital Cities/ABC Inc. from SJL Partnership (George Lilly) in stock sale valued at \$155 million (BROADCASTING & CABLE, Oct. 10).

WTVG is NBC affiliate on ch. 13 with 316 kw visual, 18.2 kw aural and antenna 1,000 ft. WJRT is ABC affiliate on ch. 12 with 316 kw visual, 31.6 kw aural and antenna 940 ft. Filed Oct. 21 (WTVG: BTCCT941021 KF; WJRT: BTCCT941021KG).

WKYS-FM Washington □ Purchased by Radio One Inc. (Cathy Hughes, chairman) from Albimar Communications Inc. (Bertram Lee, chairman) for \$34 million (see story, previous

Proposed station trades

By dollar volume and number of sales

This week:

AMs □ \$2,536,500 □ 7

FMs □ \$47,020,356 □ 8

Combos □ \$200,000 □ 1

TVs □ \$167,635,000 □ 3

Total □ \$217,391,856 □ 19

So far in 1994:

AMs □ \$118,491,636 □ 145

FMs □ \$750,436,508 □ 286

Combos □ \$2,202,692,119 □ 134

TVs □ \$2,496,867,834 □ 73

Total □ \$5,568,488,097 □ 638

page). WKYS-FM has urban contemporary format on 93.9 mhz with 50 kw and antenna 707 ft.

WTGI-TV Wilmington, Del. □ Purchased by Paxson Commu-

cations Corp. (Lowell "Bud" Paxson) from Delaware Valley Broadcasters LP (Daniel Slape, president) for \$9.635 million. Buyer owns WPTN(AM)-WGSQ (FM) Cookeville, Tenn.;

WTLK-TV Rome, Ga.; WPBF-TV Tequesta, WZNZ(AM)/WNZS(AM)/WROO-FM Jacksonville, WAIA-FM Callahan, WINZ(AM) Miami, WLVE-FM/ WZTA-FM Miami Beach, WWNZ(AM) Orlando, WJRR-FM Cocoa Beach, WMGF-FM Mt. Dora, WHNZ(AM) Pinellas Park and WHPT-FM Sarasota, all Florida, and is pending

Congratulations!

Bob Bennett

on your election to the Broadcasting
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and Thanks

for serving as Board member and treasurer of the
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of excellence and creativity that characterize your
outstanding television career.

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Courtesy of Friends on MDA's Board of Directors

assignee of WNZE (AM) Tampa, WEZY(FM) Lakeland and WGTO (AM) Pine Hills (see item below), all Florida. **Seller** has no other broadcast interests. WTGI-TV is Telemundo affiliate on ch. 61 with 3000 kw visual, 300 kw aural and antenna 958 ft. **Broker:** *Crisler Capital Corp.*

KVET-FM Austin, Tex. □ Purchased by KVET Broadcasting Co. (Roy Butler, chairman) from Spur Austin LP (Don Kuykendall, president) for \$5.032 million. **Buyer** owns KVET(AM) and KASE-FM Austin, Tex. **Seller** owns WSLI(AM)-WJDX(FM) Jackson, Miss. KVET-FM has classic country format on 98.1 mhz with 100 kw and antenna 686 ft.

KREN-TV Reno □ Purchased by Pappas Telecasting (Harry Pappas) from Sainte Ltd. (Chester Smith) for \$3 million. **Buyer** owns KRBK-TV Sacramento and KMPH-FM-TV Fresno, both California, and KPTM-TV Omaha. **Seller** owns KSCO-TV Sacramento, KNSO-TV Fresno and KCVU-TV Chico-Redding, all California. KREN-TV is Univision affiliate on ch. 27 with 1840 kw and antenna 2,925 ft. **Broker:** *Kalil & Co.*

KIOC-FM Orange, Tex. □ Purchased

by Spring Broadcasting LLC (William Sherard, manager) from K-106 Inc. (Ken Stephens, principal) for \$2.05 million. **Buyer** owns KTUX(FM) Carthage, Tex. **Seller** has no other broadcast interests. KIOC-FM has Rock 40 format on 106.1 mhz with 100 kw and antenna 1,225 ft.

WKOQ(FM) Jacksonville and WKJA-FM Belhaven, both North Carolina □ Purchased by Nautical Broadcasting Inc. (Roger Ingram) from Winfas of Virginia Inc. for \$1.75 million. **Buyer** has no other broadcast interests. **Seller** owns WCMG(FM) Marion, S.C., and WYD(FM) Amherst, Va. WKOQ has oldies format on 98.7 mhz with 100 kw and antenna 1,015 ft. WKJA-FM has oldies format on 92.1 mhz with 31 kw and antenna 613 ft. Filed Oct. 19 (WKOQ: BALH941019GG; WKJA: BALH941019GK).

WGTO(AM) Pine Hills, Fla. □ Purchased by Paxson Broadcasting (Lowell "Bud" Paxson) from Florida Media Inc. (David Brown) for \$1,336,500 plus \$200,000 in assumption of mortgage. **Buyer** owns WPTN (AM)-WGSQ(FM) Cookeville, Tenn.; WTLK-TV Rome, Ga.; WPBF-TV Tequesta, WZNZ(AM)/WNZS(AM)/WROO-FM Jacksonville, WAIA-FM Callahan, Winz(AM) Miami, WLVE-FM/WZTA-FM Miami

Beach, WWNZ(AM) Orlando, WJRR-FM Cocoa Beach, WMGF-FM Mt. Dora, WHNZ(AM) Pinellas Park and WHPT-FM Sarasota, all Florida, and is pending assignee of WNZE(AM) Tampa and WEZY(FM) Lakeland, both Florida, and WTGI-TV Wilmington, Del. (see item above). **Seller** has no other broadcast interests. WGTO has talk format on 540 khz with 50 kw. **Broker:** *Leibowitz & Associates.*

WEZO(FM) Avon, N.Y. □ Purchased by Livingston Communications Inc. (Robert Savage) from Lincoln Group LP (Albert Wertheimer) for \$650,000. **Buyer** owns WYSL(AM) Avon, N.Y. **Seller** owns WHAM(AM)-WVOR(FM)/WHTK (AM) Rochester, N.Y., and WSOM(AM)-WQXK(FM) Salem, Ohio. WEZO has soft AC format on 93.3 mhz with 2.1 kw and antenna 381 ft. Filed Oct. 6 (BALH941006GF).

WRSJ(AM) Bayamon, P.R. □ Purchased by Caribbean Broadcast Corp. (Anthony Tirri, president) from A.B.G. Realty and Investment for \$475,000. **Buyer** and **seller** have no other broadcast interests. WRSJ has beautiful music/religious format on 1560 khz with 5 kw day, 750 w night. Filed Oct. 18 (BAL941018EA).

KFRM(AM) Salina, Kan. □ Transfer of

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Liberty, CBS sew up unique Cotton Bowl deal

Liberty Sports has acquired network television rights to the Cotton Bowl in a six-year deal valued at about \$2.5 million per year, beginning in 1996.

But the game won't air on Liberty's regional sports outlets. Instead, Liberty has agreed to pay CBS about \$850,000 a year in a time-buy arrangement in which CBS will produce and air the broadcast and Liberty will sell the advertising inventory.

The three-way deal is a first for a major sports event, says Len DeLuca, vice president, program planning, CBS Sports. ABC has a similar arrangement with Raycom for a lineup of regular-season college basketball games.

According to DeLuca, the deal with Liberty is also a "reflection of life for bowls" after college football's decision earlier this year to create a college bowl "alliance"—including the Orange, Fiesta and Sugar bowls—to determine a national college football champion.

The value of these three bowls has gone up, with CBS paying \$75 million-\$80 million for each of its two six-year alliance bowl deals, while ABC paid \$50 million for a six-year Sugar Bowl stint.

On the other hand, the value of non-alliance bowls, at least for the over-the-air networks, has decreased. "Once the alliance bowl awards were made, our strategy was not to pay any more rights fees for additional bowl games," DeLuca says. CBS passed on the Cotton, Gator and Citrus bowls.

But with Liberty's willingness to take a financial gamble on the Cotton Bowl, CBS agreed to produce and air it, taking a modest built-in profit.

For Liberty, the Cotton Bowl deal caps an aggressive entry onto the national college football scene. It recently acquired rights to the Pac 10 and Big 12 and a selection of Army and Navy games.

—SM

control of HRH Broadcasting Corp. from Herbert and Ruby Hoeflicker to Vicky James and Thomas Russell for \$300,000. **Buyer**, Thomas Russell, owns KIMS(FM) Hutchinson, Kan. **Seller** owns KRFS-AM-FM Superior, Neb., and KDNS(FM) Downs, Kan. KFRM has country format on 550 khz with 5 kw day, 110 w night. Filed Oct. 11 (BTC-941011EG).

KNUQ(FM) (formerly KILU-FM) Paauilo, Hawaii □ Purchased by DCP Broadcasting Corp. of Maui (Christopher Dahl, chairman) from Charles Crawford for \$206,356. **Buyer** owns KKA-AM-FM Aberdeen, S.D., and KIZZ-FM Minot, N.D.; principals of buyer own KJQ(FM)-KKQQ-FM Volga and KBHB (AM)-KRCS-FM Sturgis, both South Dakota; KNUI-AM-FM Kahlui, Hawaii; KOHT-FM Crookston, KLGR-AM-FM Redwood Falls and KKBJ-AM-FM Bemidji, all Minnesota, and KRRZ(AM)-KZPR-FM Minot, N.D. **Seller** has no other broadcast interests. KNUQ is licensed to 103.7 mhz with ant. 369 m. Filed Oct. 18 (BALH 941018GH).

KUKI-AM-FM Ukiah, Calif. □ 2,400 shares of Strategic Products Corp. stock purchased by John LaRue and Keith Bussman, shareholders, from the company for assumption of debt valued at \$200,000. Allied Communications, 40% owner of licensee's stock, will continue current ownership. KUKI(AM) has news/talk format on 1400 khz with 1 kw. KUKI-FM has C&W format on 103.3 mhz with 2.7 kw and antenna 1,840 ft. Filed Sept. 20 (AM: BTC940920EA; FM: BTCH 940920EB).

WKHT(FM) Bishopville, S.C. □ Purchased by Raymond Reich from JKRC Central Communications LP (Ruby Gibbs, general partner) for \$175,000. **Buyer** owns WDXY(AM) Sumter and WIBZ-FM Wedgefield, both South Carolina. **Seller** has no other broadcast interests. WKHT has urban format on 93.7 mhz with 3 kw and antenna 328 ft. Filed Oct. 19 (BALH 941019GG).

WDND(FM) Wilmington, Ill. □ Purchased by LBR Enterprises (Terry Marker, president) from DBC Broadcasting Inc. (Donald Burgeson) for \$157,000. **Buyer** and **seller** have no other broadcast interests. *Broker: William W. Hansen.*

WPIP(AM) Winston-Salem, N.C. □ Purchased by Berean Baptist Church (Dr. Ronnie Baity) from Michael Glin-

ter for \$75,000. **Buyer** has no other broadcast interests. **Seller** owns WREN(AM) Topeka, Kan., and is permittee of WBAJ(AM) Blythewood, S.C.; KGGN(AM) Gladstone, Mo., and WMIY (AM) Fairview, N.C. WPIP is licensed to 880 khz with 900 w daytimer. Filed Oct. 19 (BAP941019EA).

WKFL(AM) Bushnell, Fla. □ Purchased by Henry Fehrmann from Starship Communications Inc. (Hugh Reams, president) for \$50,000. **Buyer** and **seller** have no other broadcast interests. WKFL is off-air, licensed to 1240 khz with 1000 w. Filed Sept. 26 (BAL940926ED).

KGFF(AM) Shawnee, Okla. □ Purchased by Huston Communications Inc. (Danny Overland, president) from Overland Communications Inc. (Danny Overland, president) for \$50,000. **Buyer** and **seller** have no other broadcast interests. KGFF has AC format on 1450 khz with 1 kw. Filed Sept. 26 (BAL940926EC).

WSFL(AM) New Bern, N.C. □ Purchased by J4 Broadcasting of New Bern Inc. (John Thomas, president) from W&B Media Inc. (George Beasley, president of parent Beasley Communications) for \$50,000. **Buyer** has interests in WCIN(AM) Cincinnati and is pending assignee of WZAM(AM) Norfolk, Va. **Seller** owns WWCN(AM) North Fort Myers, WJHM(FM) Daytona Beach, WPOW(FM) Miami and WRXK (FM) Bonita Springs, all Florida; WTEL (AM)-WXTU(FM)/WDAS-AM-FM Philadelphia; WTSB(AM)-WKML(FM) Lumberton, N.C.; KAAV(AM) Little Rock, Ark.; WGAC (AM) Augusta and WGOR(FM) Martinez, both Georgia, and WLYZ(FM) Greer and WDSC(AM)-WEGX(FM) Dillon, both South Carolina. WSFL has classic rock 'n' roll format on 1380 khz with 5 kw. Filed Sept. 21 (BAL940921ED).

Errata

In the Oct. 31 "Changing Hands," the interests of the buyer and seller of WSSH(AM) Boston were reversed. Buyer, Communicom Co. of America LP, has no other broadcast interests. Seller, Noble Broadcast Group, owns KBCO-AM-FM/KHOW(AM)-KHIH(FM) Denver; KYOK (AM)-KMJQ(FM) Houston; XETRA-AM-FM Tijuana, Mexico; WVKS(FM) Toledo, Ohio; and KBEQ-AM-FM Kansas City and KATZ(AM)/KNTZ(FM)/KMJM (FM) St. Louis, both Missouri.

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WBBW-AM/WBBG-FM, Youngstown, Ohio, from **H&D Communications Limited Partnership**, Joel Hartstone and Barry Dickstein, Principals, to **Connoisseur Communications, Inc.**, Jeffrey D. Warshaw, President, for \$5,150,000.

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War of words: Broadcasters, Hundt differ over 'true facts'

But some see FCC chairman's criticism as 'velvet fist'

By Donna Petrozzello and
Kim McAvoy

Broadcasters are listening to FCC Chairman Reed Hundt, but many are shrugging off his criticism of television and radio programming as just another regulator jawboning.

In a series of speeches last month, Hundt criticized talk radio and TV for failing to "correct disinformation or misinformation." He warned broadcasters that if they don't live up to their responsibility to "disseminate true facts [and] help raise our children in the right way," the American public may demand that they start paying for their licenses. Hundt does not favor spectrum fees or auctions for broadcasters. But he has suggested that based on the recent bidding for narrowband personal communication services (PCS) licenses, a TV station's license would be worth \$18 for every person it reaches.

"Yes, he's gotten our attention," one broadcaster says. But "we see his message more as a clarion call than a threat," an industry source says, describing Hundt's speeches as a "velvet fist."

If TV stations get an extra channel for high-definition TV, Hundt said, the public may "expect that part of the

profits from the use of the additional spectrum could be used to pay for new public affairs or children's educational programming."

Hundt also wants broadcasters to increase the participation of minorities in radio and TV. But he has not advocated any specific regulatory solution. Nor has he advanced a proposal calling for mandatory children's TV programming requirements.

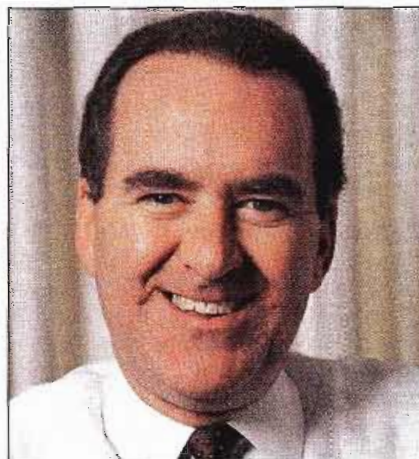
Hundt made his comments during speeches last month at the National Association of Broadcasters' annual radio convention, an International Radio and Television Society luncheon and before the Connecticut Broadcasters Association.

Broadcasters should welcome Hundt's remarks as an opportunity to "remind lawmakers and regulators how much broadcasters already do in the public interest," says Martin Franks, senior vice president, Washington, CBS. "So much is taken for granted until there's a hurricane or until an event moves to pay TV. This is a challenge we ought to welcome."

"We applaud the chairman for not advocating spectrum fees for broadcasters," NAB President Eddie Fritts says. But Fritts disagrees with Hundt. The public won't ask broadcasters to

justify their use of the spectrum, he says. "The public will ask the following question: 'Will I still get my free radio and TV?' That's the issue the public's concerned about."

"At least we've got a rational fellow," Meredith Broadcasting President Phil Jones says of Hundt, who has indicated that he's not interested in regulating to achieve his aims.



David Bartlett, president, Radio-Television News Directors Association: "[Reed Hundt is] clearly someone who knows very little of TV, radio or electronic journalism."

Jones dismisses Hundt's comments as "speechmaking."

Even if Hundt was just jawboning, some broadcasters are taking umbrage at his remarks.

Jones, and others in the industry, are quick to challenge Hundt's charges that broadcasters are spreading disinformation and misinformation. Broadcasters generally are more responsible than publishers in what they present because of the "hammer hanging over our heads" in the form of government regulation, Jones says.

Hundt's charge of inaccuracies in broadcast news "reveals a startling ignorance" of the media with which he is supposed to be familiar, says David Bartlett, president, Radio-Television News Directors Association. "He's clearly someone who knows very little of TV, radio or electronic journalism."

At the NAB Radio Show, Hundt questioned whether talk radio "engenders widespread skepticism and disbelief [and] enhances the potential for disagreement" instead of helping people "come together as a country on important issues of public discussion."

"We're not promoting anger or division in the country, but reflecting the anger people have when they perceive [that] the political and economic system is not working in their best interest," says talk radio host Gloria Allred, whose show runs on KABC(AM) Los Angeles. "Rather than condemning talk radio as promoting cynicism, we should be praising it as enhancing political dialogue and helping to



"Of course [Reed Hundt] wants to censor us, because the guy who appointed him doesn't like us," says Bob Grant (left), talk show host, WABC(AM) New York. Diane Rehm, public radio talk show host at WAMU(FM) Washington, counters: "Hundt is saying that all of us...need to function in a less-biased fashion that is more attentive to the facts."

improve government."

But public radio talk show host Diane Rehm of WAMU(FM) Washington faults many hosts for being "agenda-driven." They try to persuade listeners to adopt their point of view, she says, instead of encouraging talk about many sides of the issue.

"Radio should be used in a way that puts all points of view out there and brings diverse ways of thinking to the table," Rehm says. "I think Hundt is saying that all of us, including those directly in [radio] broadcasting and who use broadcasting, need to function in a less biased fashion that is more attentive to the facts."

Hundt, who appeared last Thursday on Rehm's show, complimented her for "saying some very intelligent things" on the subject. He also made clear that the FCC will not revive the fairness doctrine. "That doesn't mean I am going to be quiet on this...topic," he said.

Hundt also has said "broadcast owners should more and more assume the role of publisher or editor in chief."

"I think news professionals should

run screaming anytime anyone in government hints at content regulation," says Marci Burdick, past-chairwoman of RTNDA and news and operations director, WYTV-TV Springfield, Mo.

"What exactly are the facts? Press releases from the White House?" says Westwood One Entertainment syndicated talk show host Tom Leykis. "I, for one, won't be a mouthpiece for the status quo."

Some station managers and hosts, however, support Hundt's depiction of a broadcaster's role as equivalent to an editor or publisher. They do not read Hundt's comments as thinly veiled support for censorship.

"Ultimately, it is the responsibility of management to know what is going on the air and to recognize the makeup of its talent that sits behind the mike and opens up the phone lines," says Bob Bruno, vice president/GM at news/talk WOR(AM) New York. "I think the majority of talk show hosts on the air are credible," he adds.

KABC President/GM George Green says talk radio should be committed to

putting responsible journalists on the air. But he emphasizes the importance of airing divergent views. "It's the responsibility of talk radio to bring out both sides of an issue. I don't think anybody here is approaching censorship of talk radio," Green says.

Hundt consistently follows his comments with the disclaimer that he does not want broadcasters to feel that the initials FCC stand for "Federal Censorship Commission." Still, some talk show hosts worry that that is exactly where the administration might be headed.

Controversial WABC(AM) New York host Bob Grant says his afternoon call-in show is "dedicated to the free exchange of ideas and opinions" and is not restricted to reporting facts. "I don't say this is the unvarnished truth or an account of what has happened," Grant says.

Grant says Hundt's comments echo those made by President Clinton. "Of course [Hundt] wants to censor us, because the guy who appointed him doesn't like us," Grant says. ■

The FCC general counsel's office has nixed the idea of FCC commissioners donating prizes for a

Federal Communications Bar Association charity auction on Nov. 17 (BROADCASTING & CABLE, Oct. 31). Commissioners Rachelle Chong, Susan Ness, Andrew Barrett and James Quello had to withdraw their prizes after the general counsel's office, in consultation with the Office of Government Ethics, concluded that their participation could be interpreted as a violation of ethics guidelines. According to these guidelines, commissioners can't use their names in fund-raising efforts. Chong had donated her aloha shirt, worn on a recent "Hawaiian Shirt Day"; Ness and Quello were offering "surprise packages," and Barrett had offered a "Chicago sports package."

If Republicans win control of the Senate this week, not only is Larry Pressler of South Dakota expected to chair the Commerce Committee, but Bob Packwood of Oregon probably will chair the panel's Communications Subcommittee. "He would be inclined to take the assignment," a Packwood aide says. As the subcommittee's ranking Republican, Packwood would be the front-runner for the chairmanship in a Republican Senate, although John McCain of Arizona reportedly also is interested. Packwood has a long-standing interest in telecommunications issues. Even if the Democrats stay in power, Packwood has indicated that he will play a greater role in deliberations on telecommunications legislation.

A federal appeals court in California has rejected a challenge of the telco-cable crossownership ban.

Adopting arguments advanced by the cable industry, the three-judge panel agreed 2-1 that GTE's challenge was moot because its five-year FCC waiver to provide video services in Cerritos, Calif., lapsed in June. The court said GTE first must raise the issue at the commission. The case suggests that appeals courts are "going to take a very close view as to whether telcos are entitled to provide video in their telephone regions," says California Cable Television Association's Jeffrey Sinsheimer. Four district court rulings striking down the crossownership ban as unconstitutional are on appeal or are headed for appeal.

All the talk about convergence between media is being taken seriously by two unions. The Communications Workers of America and the Newspaper Guild plan to merge. In a statement released late last month, the organizations said they are negotiating a formal merger agreement to be presented at the Guild's annual convention next summer. "The world we live in, in terms of information and how it is distributed, is exploding around us. The information highway is still being built, and CWA and TNG intend to be among the major contractors," Guild President Charles Dale said. The Guild had talked with other large unions but chose the Communications Workers. ■



Edited By Kim McAvoy

Networks get graphic at election time

Big Three using latest gear to turn voting information into visual displays

By Chris McConnell

The latest election results this week will bring out the latest graphics innovations at news operations.

ABC, CBS and NBC have lined up new equipment for Tuesday's off-year election coverage. The upgrades include new computing equipment from Xerox and Silicon Graphics as well as new applications for Quantel's Hal machines. In addition to giving a new look to the same types of voter return information, engineers and producers will be looking to provide new types of data with the equipment upgrades.

NBC, for instance, has lined up three Quantel Hal machines to generate near-3D animated pie charts breaking down poll results by demographic groups. Although the network previously has used the graphics machine for post-production, NBC this week will use the technology as an on-air tool for delivering graphics. Part of the strategy will involve connecting the machines to two Accom disk recorders.

"The information is clear and readable," NBC's David Bohrman says of



CBS is using a Silicon Graphics Onyx RealityEngine 2 graphics supercomputer (l) to illustrate election results, while ABC has added a LiveWorks LiveBoard to its operation.



the network's new charts, adding that the upgrades will significantly change the look of NBC's graphics.

Bohrman, executive producer of special events, says the network will be adding the Hals to a streamlined graphics system. Rather than rig a computer to control all of the graphics machines, adds David Schmerler, NBC's vice president of news production operations, the network will run each of four Chyron iNFiNit! machines with a human operator. The

iNFiNit!s at NBC will each be connected to a personal computer that will be collecting incoming data from the Voter News System (VNS). The VNS data, which goes to all of the networks over a variety of microwave and fiber paths, includes exit poll data and reported voter returns.

"We have simplified the process," says Schmerler. Eliminating more computers from the process, he adds, will save the network from writing specialized software that can be used for only one night of news coverage.

Taking a different approach will be ABC, where VNS information will travel through a chain of computing pieces before reaching the air in the form of graphics.

"It's five computers talking to each other," ABC News Senior Director Roger Goodman says of the network's system, adding that as technology improves the process becomes quicker with each election. The ABC operation involves nine graphics factories and 11 digital disk recorders.

Joining the mix this year are two LiveBoards from Xerox subsidiary LiveWorks. The multimedia machines feed data to a projection screen and allow on-air talent to manipulate images and information on the screen. The machines, which LiveWorks describes as computer whiteboards, include pen input devices allowing users to write onto the screen. The lat-

Private satellite systems urged by U.S.

International satellite organizations should privatize their operations as long as the action leads to more competition, the U.S. government told a recent gathering of Intelsat's Assembly of Parties.

The policy statement, issued by the White House Office of Science and Technology Policy and developed by more than a dozen government agencies, stresses privatization as a means rather than an end, says the State Department's Vonya McCann. FCC International Bureau Chief Scott Harris says that privatization might be one of several necessary steps to promote competition in the international satellite marketplace.

McCann, international communications and information policy coordinator at the department, says that the U.S. now must take its case for competition to other governments.

"We do not currently have many supporters," McCann says, citing reaction to the policy statement at the Intelsat Assembly meeting.

Also speaking on the international satellite competition issue was House Telecommunications Subcommittee Chairman Edward Markey (D-Mass.), who last week issued a draft bill calling for the privatization of Inmarsat and Intelsat. Markey's draft also calls on the FCC to issue rules that would allow domestic satellite carriers to offer international satellite services and for U.S.-licensed separate satellite systems to offer domestic services. —CM

est version, which lists for \$34,900, incorporates a rear-projected active matrix display and a 486-based IBM-compatible personal computer.

ABC Engineering Vice President David Elliot says the network will be feeding the LiveBoards with live election information. The objective, he says, will be to provide a visual enhancement of the incoming voter returns. "The idea of graphics is not just to make pretty pictures," Elliot says.

CBS, however, last week was planning to generate some flashier pictures with its new Silicon Graphics Onyx computer. The network will be using an Onyx RealityEngine 2 version of the graphics supercomputer with four processors and a Sirius video board. The RealityEngine2 graphics subsystem provides graphic quality sufficient for medical imaging and military simulation as well as

broadcast applications. The Sirius board allows users to superimpose live video feeds onto "virtual" video screens generated by the computer.

The new hardware will allow the network to generate a three-dimensional star graphic, with each point of the star illustrating election information. CBS will be feeding the exit poll data and voter returns into the Silicon Graphics machine and generating the star graphic at 30 frames per second. Background for the star graphic will come from an Abekas A62 machine, while numbers will be rendered by a Chyron iNFiNit!

The future uses of the new technology additions at some networks will depend on their performance this week. ABC's Goodman describes the network's use of the LiveBoard as experimental. Future uses of the computer whiteboard concept, adds Elliot, would not necessarily involve the

same hardware.

NBC reports more solid plans for its Hal machines. The Hals and Accoms, say Bohman, will become part of the graphics infrastructure the network will assemble for the 1996 Atlanta Olympics. "There's a lot of cross-fertilization," says Schmerler, who adds that the network's new department last week used the Hal to produce an animated graphic for a story on the American Eagle plane crash.

CNN, meanwhile, will be supplementing its Headline News sports and stock ticker with election returns. The cable channel will run the VNS data across its Headline News screen between 6 p.m. ET Nov. 8 and 9:30 a.m. Nov. 9. CNN also plans to provide additional data to CompuServe subscribers. The service will not carry live election returns but will include candidate profiles, says CNN Online Supervisor Lynn Clater. ■

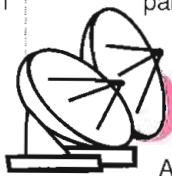
Cutting Edge

By Chris McConnell

Keystone Communications last week began to provide a full-time digital fiber video circuit between New York and Washington for Associated Press's APTV international video news service. The two-year pact calls for Keystone to provide a link from New York-area sources to Washington. Keystone also renewed its transmission contract with CBS last week. The company provides CBS with a weekly 30-minute transmission of Wall Street Journal Television to the Pacific Rim. CBS will accept the feed and uplink it to a satellite. Keystone then will downlink the signal and deliver it to the Pacific Rim. Keystone has been providing the service for CBS for a year.

PanAmSat last week signed Argentine broadcaster Arter as a customer on its PAS-3 satellite, scheduled for launch

later this month. Arter will be using the bird for digital satellite newsgathering (SNG) services. The company will use a



Ku-band uplink and a C-band downlink for the service.

Arter also will distribute cable and network TV channels throughout Argentina from the satellite. Additionally, Arter plans to expand its programming distribution to new markets, including Spanish audiences in the U.S. and Canada.

JVC Professional Products Co. has sold \$500,000 worth of professional cameras, camcorders and editing gear to Morning Studios. Morning, a division of Fox Circle Productions, will use the new equipment for its fX cable network. The purchase includes 12 JVC KY-27B low-light cameras,

2 A/B roll editing suites and 30 JVC decks.

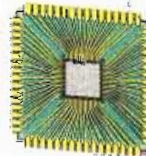
ImMIX says it is shipping new Media File Exchange software for its VideoCube post-production workstations. The new software converts VideoCube video and audio files into Macintosh format files, allowing users to transfer VideoCube files through a Macintosh. ImMIX says users of the software can transfer files between a system's media processor and a local or networked Macintosh volume.

Fox Television Inc. is going to Dielectric Communications for custom RF components. Dielectric last week said it has won a five-year contract from Fox to supply high-power waveguide, transmission line and other RF components for Fox Television stations.

ABC has tapped Louth Automation for a network delay system. The company's NET DELAY system can delay incoming programming, rearrange selected program elements for

playback and replace specific breaks or portions of breaks. The system receives a delay schedule containing data such as the program ID, duration, record time and playout time.

Pinnacle Systems has added software to its Prizm Video Workstation for supporting the 16:9 screen format. The Prizm system offers a range of digital video effects. In addition to the 16:9 software, the



company also has developed new refractor shapes allowing for the creation of cylinders, exploding tiles and magnifying glass.

Prices for the Pinnacle system start at \$23,990.

Turner Broadcasting recently used a Lightworks nonlinear editing system to post its *Native Americans* documentary, which began airing on WTBS(tv) Atlanta earlier this month. Producers digitized more than 60 hours and material in the system during the 11-month project. The producers used the system to blend photos, paintings and re-enactments.

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HELP WANTED SALES

Proven Sales Professionals, Sales Managers and General Managers with desire to succeed. Great growth potential with solid 9 station, and growing, group on East Coast. Previous sales experience and commitment to radio as a career required. Fax resume to Great Scott Broadcasting, (610) 326-4809. EOE. Minorities are encouraged to apply.

Hi Tech Equipment Manufacturer - seeks marketing and sales person to manage inside sales on-site. Must have broadcast experience, some tech. Radio, TV and IVHS product line. Writing and telephone skills important. Non-smoking office. Send resume to: MSI, 12A World's Fair Drive, Somerset, NJ 08873, fax 908-302-0206.

Michigan's largest radio broadcaster seeks experienced sales representative to build existing account list and generate news business at 4 station Battle Creek operation. Solid compensation package. Write, phone or fax to: Mark Andrews, General Sales Manager, Battle Creek Radio Group, 390 Golden Avenue, Battle Creek, MI 49015. 616-963-5555. Fax 616-963-5185. EOE.

Major radio network seeks aggressive account executive for NY office. Selling and/or agency planning experience required. Strong writing/presentation skills necessary, along with ability to develop new business. Must be a persistent, energetic, people-oriented person. Send resume and cover letter to Box 00175 EOE.

Account Executive for top-rated suburban Chicago Country FM. Excellent opportunity with established list for competitive sales professional. Send resume to: Lenny Frisaro, GSM, WCCQ, 1520 N. Rock Run, Joliet, IL 60435. EOE.

SITUATIONS WANTED MANAGEMENT

Turn around/start-up specialist... seeking challenging GM/GSM position with equity opportunity at FM in medium/large market. Phone evenings Jim 414-749-1690.

SITUATIONS WANTED PROGRAMMING PROMOTION & OTHERS

PD or Operations Manager for Oldies or AC. Experienced. Computer-literate. Let's talk! Jim Ayers. 404-933-0147.

SITUATIONS WANTED ANNOUNCER

The Voice - Smooth and clear, for your promos and IDs. Call Tom McCarthy for a demo tape. 206-217-9241.

MISCELLANEOUS

Quality computer program designed specifically for basketball broadcasts. Automatically displays statistics while entering plays. Simple, fast, affordable, thorough stats. Free brochure 1-800-628-STAT.

TELEVISION

HELP WANTED MANAGEMENT

Local Sales Manager: Excellent track record in sales management is key to joining our team! Must possess outstanding management and leadership skills to direct our team and maximize revenue opportunities. Ability to produce non-traditional revenue and a strong sales marketing program is essential! Reply to: Kim Cleaver, Station Manager, KCAU-TV, 625 Douglas, Sioux City, Iowa 51101. Phone (712) 277-2345. EOE.

Director of Sales - KABB-TV, a River City Broadcasting station in beautiful San Antonio, is seeking a Director of Sales. KABB-TV, a UPN affiliate in January 1995, will inaugurate a prime time news in March 1995. You must be a master of inventory control and pricing, prime time and news positioning, and new business development. You must have a thorough understanding of research, sales promotions and special events, traffic, and an ability to think outside the box. Above all else, you must be a leader and a teacher. If you have at least 5 years experience in TV sales management, send your resume to: General Manager, KABB-TV, 4335 N.W. Loop 410, San Antonio, TX 78229. No phone calls please. KABB-TV is an equal opportunity employer.



One of America's best broadcast groups is looking for some of America's best broadcasters!

We're accepting resumes (and tapes) for current and future management and staff positions in our 9 television and 2 radio stations. Here's what we're looking for:

NEWS: Anchors, reporters, assignment editors, meteorologists and photographers.

MARKETING: Marketing / Promotion directors, writer / producers, art directors, graphic artists.

If you're a talented, experienced professional with imagination and a desire to grow, let us hear from you.

PULITZER PERSONNEL

Pulitzer Broadcasting Company
101 South Hanley Road, Suite 1250
St. Louis, MO 63105

We are an Equal Opportunity Employer.

We do not discriminate on the basis of race, religion, color, sex, age, national origin or disability.

General Sales Manager. This is a challenging opportunity for a highly motivated team player to lead an aggressive sales department. Candidate must possess excellent people skills and strong leadership abilities. Must be organized, creative and have 3-5 years experience in local or national sales management. A talent for generating non-traditional revenue streams is a must. Send resume to: Phyllis Ned, General Manager, KETV, 2665 Douglas Street, Omaha, NE 68134. KETV is an equal opportunity employer. Women and minorities are encouraged to apply.

Local Sales Manager. Work with experienced staff and strong market position. Promotionally minded and research oriented. Send resume and salary history, no phone calls, to Confidential, WJET-TV, Mike George, 8455 Peach Street, Erie, PA 16509. Affirmative action. EOE.

COO wanted for innovative live rock n' roll cable startup. Track record in television required. Fax letter and resume (310) 558-0045.

HELP WANTED TECHNICAL

Wanted: Chief Engineer, Austin, Texas. KTBC/KVC is looking for an aggressive, hands-on, operations-oriented Chief Engineer with at least 5 years of experience as either Chief or Assistant Chief in a top-50 market commercial television station. Applicant should possess excellent people and computer skills, should have experience in extensive news coverage and in automated television stations. SBE certification is a plus. Contact Human Resources, Austin Argyle Television, 119 East 10th Street, Austin, TX 78701. Austin Argyle Television is an equal opportunity employer.

Chief Engineer - Network affiliate in Southern market. If you have extensive maintenance and repair experience, we have a challenging future for you in one of America's great cities. Rush resume and salary history to Box 00178 EOE.

DIRECTOR OF ENGINEERING

State-of-the-art VHF independent seeks an engineering director to lead our engineering department. Candidate must possess in-depth knowledge of all facets of television broadcast engineering as well as graphics and studio operation. Requires 8-10 years of management experience. As a key member of the station's executive team, the candidate must be able to demonstrate top-notch management and leadership skills.

Rush resume and salary requirements to:

KTLA Television
Human Resources Department
5800 Sunset Boulevard
Los Angeles, CA 90028

A
Tribune
Broadcasting
Station



An
Equal
Opportunity
Employer

KTLA

Broadcast Engineering Technician. C-SPAN is seeking one full-time and one part-time Engineering Technician to operate, install, maintain and repair the equipment used for television program origination and transmission. Seeking three years of directly related experience. Demonstrated knowledge of installation, operation, maintenance and repair of television origination and transmission equipment. Send resume and salary requirements to C-SPAN, Human Resources/B&C, 400 N. Capitol Street, NW, Suite 650, Washington, DC 20001. EOE.

Chief Engineer: KVVV-TV 57/Houston seeks a chief engineer. Requires experience on maintenance of transmitters; installation and maintenance of studio and master control equipment; microwave and UHF transmitter technology a must. Will be responsible for staffing, supervision, and building/facilities maintenance. Five years engineering management a plus. Fax resumes and salary history to the attention of Ted Travis, Station Manager, at (713) 286-4541, or call (713) 286-4245. EOE.

Broadcast Engineers. The Production Group has immediate openings for experienced broadcast television systems engineers. Candidates must have 5 years experience in a broadcast production facility with hands on maintenance of equipment. Must be able to troubleshoot to the component level in addition to servicing broadcast production systems. Position requires extensive client interaction as well as self-motivation and the ability to work unsupervised. We are a technologically advanced facility looking to add the right personality to our team. If this sounds like you please mail or fax resume with salary history to: Engineering Department, 1330 N. Vine Street, Hollywood, CA 90028. Fax: 213-962-2182.

Production Video Engineer: Immediate opportunity for individual with broadcast television engineering experience. National television programs with news/talk format looking for production engineer to set-up and paint/shade cameras during tapings, coordinate satellite interviews and deliver show to distributing station. Please send resume to: C. Jay, Bloomberg Business News, 499 Park Avenue, N.Y., N.Y. 10022.

Broadcast Maintenance Technician. Regional news channel needs full time technician with five years experience in troubleshooting and repair of audio, video, RF systems and related equipment. Prefer computer literacy including various LANs, AutoCad, Database, MS-DOS, and computer station automation. ENG, master control and studio experience desirable. Must be able to work varying shifts in state of the art facility in suburban Chicago. Excellent benefits. Send resume with salary requirements to CLTV, 2000 York, Suite 114, Oakbrook, IL 60521 Attn: Human Resources.

Chief Engineer needed for a new and growing company. Established southeast Fox affiliate. Applicant must have UHF transmitter experience. Hands on experience with studio maintenance and good managerial experience. Engineering degree preferred. Good benefits available. Reply to Box 00154 EOE.

Broadcast Maintenance Engineer: Progressive network affiliate in the Intermountain West seeks an individual with repair and maintenance skills of broadcast equipment. FCC General or SBE certification required. Fax resume's to Andrew Suk, Director of Engineering at (208) 465-5417, or send to KIVI-TV, 1866 East Chisholm Drive, Nampa, Idaho 83687. EOE.

Operations Manager- You can't just be technical and handle this job. 12 News Operations Manager does handle all incoming and outgoing video feeds, is our liaison with engineering, helps to plan logistics for special projects and travel and is our primary Basys computer guru. The biggest challenge is the creative application of these various roles to enhance our editorial product for the viewer. Applicants must believe they can drive the technology to further the product rather than being driven by the technology. Contact: Kevin Brennan, News Director, WTLV, 1070 East Adams Street, Jacksonville, FL 32202.

Television Engineer: WVVI-TV, Washington, DC. UHF independent seeks engineer experienced in all phases of broadcast operations with emphasis on transmitter and microwave systems maintenance. FCC license. EOE. Contact H. Clyde Holston (216) 535-7831.

Video Engineer. Outstanding opportunity. Immediate opening in Midwest location. Must be proficient in maintaining full service multi-format production facility. In-depth hands-on experience a must. Excellent salary and benefits package. Call 1-800-960-3838, as well as faxing resume with salary history to John Prechtel 515-472-6043.

Broadcast Video Engineers: Burbank company requires experienced personnel for three new openings: Quality Control Technician, Installation and Field service and Senior Bench Technician. Qualified individuals will demonstrate strong technical competence. Wexler Video Inc., Sales, Rentals and Engineering to Engineering Director. Fax 1-818-846-9399/Phone 1-818-846-9381.

Maintenance Engineers: Telemundo Television Group seeks two highly qualified technicians for its network facility. The first candidate must be experienced in the maintenance of studio switchers, routers and Betacam videotape machines. The second position will require proven experience in the maintenance of ENG cameras and Beta field recorders. Salaries are competitive. Send resume to: Telemundo Group, Human Resources Department, 2290 W. 8th Avenue, Hialeah, FL 33010.

Maintenance Technician/Crew Chief. WPLG in Miami seeks an experienced Maintenance Technician for the repair of all TV studio equipment. Additionally this technician acts as a Crew Chief overseeing both Operating and Maintenance technicians on shift. Send resume to: Stephen Flanagan, WPLG at 3900 Biscayne Boulevard, Miami, Florida 33137.

Newschannel 8. Director/Technical Director. Regional 24-hour cable news channel serving metro Washington D.C. seeks Director/Technical Director. Candidates should have one year newscast directing experience. Must be able to direct live newscast and other programs, supervise studio and control room operations and function as Technical Director. Please send resume and salary history to: Newschannel 8, HR Dept., 7600-D Boston Blvd., Springfield, VA 22153. EOE. No phone calls please.

Las Vegas Broadcast Maintenance Engineer. No snow! High standard of living! Work in the fastest growing market in the country! Studio, production, installation, great company, always be in town for NAB! How about no State Income Tax? Come grow with us. Please send salary requirements and resume to Personnel Director, KRLR-TV, 920 South Commerce Street, Las Vegas, NV 89106. EOE. Women and minorities are encouraged to apply.

Assistant TV Engineering Manager in top 100 market. Familiar with scheduling, installation, maintenance, and operations of all types of studio and RF equipment, including Betacam, computers and transmitter. Must be a self starter and possess strong management skills and good interpersonal relations. Will assist in capital budgeting. General Class license required, SBE Certification desired. EOE. No phone calls. Send salary and resume requirements to Engineering Manager, WKBN-TV, P.O. Box 59, Youngstown, OH 44501.

BLIND BOX RESPONSE

Box Number
245 West 17th St.
New York New York 10011
Tapes are now accepted

HELP WANTED SALES

Local Account Executive. WTTO is looking for a true sales professional with proven television sales experience. This is an outstanding opportunity for an aggressive and innovative individual looking to grow with one of America's fastest growing broadcast groups. The winning candidate will acquire an established list with excellent growth potential. If you are looking to advance in the television industry with a performance driven company, send resume to Ed Goldfuss, WTTO-TV, P.O. Box 832100, Birmingham, AL 35283.

Account Executive - WHTM-TV, an ABC affiliate in the 44th market, has an immediate opening for an experienced account executive with strong customer service and negotiating skills along with a track record of new business development. Requires 1-3 years media sales experience and familiarity with Nielsen/Star. Send resume and cover letter to: Frank Ratemann, General Sales Manager, P.O. Box 5860, Harrisburg, PA 17110. EOE.

HELP WANTED MARKETING

Marketing Director. WVTM is seeking a strong, creative person with a minimum of 3-5 years experience in TV promotion. Applicant should have management, daily topical news, affiliate, station image and special projects marketing experience. Rush resume and other material to: Carol Wells, Human Resources, WVTM-TV, 1732 Valley View Drive, Birmingham, Alabama 35209. EOE.

Graphic Designer: Dominant ABC affiliate in Pacific Northwest is seeking an energetic, creative individual. Quantel and Mac experience a plus but excellent design and conceptual skills are a must. Minimum 3-5 years experience. State of the art design department including V8.0 Paintbox and Harriet. Send tape, photocopied print samples and resume to: Dan Weig, KATU, P.O. Box 2, Portland, OR 97207. EOE.

HELP WANTED NEWS

Sports Reporter/Anchor: CBS affiliate wants sportscaster who can report more than scores and highlights. We want a strong writer who will emphasize local sports. Resume and non-returnable tape to Ms. Hiebert, KTVA (CBS), 1007 W. 32nd Avenue, Anchorage, AK 99503. Close 11/11/94. EOE.

Missouri affiliated television station expanding news department. Accepting applications for: Weekend Anchor/Reporter, Weekend Weather/News Reporter, Videographers (2), Reporter. Minimum three years commercial TV news experience. Resumes and non-returnable tapes to Box 00176 EOE.

Weekend Director/Studio Manager. WEAR-TV in Pensacola, Florida is in immediate need of a full time Weekend Director/Studio Manager. Primary responsibilities include directing and switching fast paced newscasts and live call-in talk shows on weekends and Camera Operator/Studio Manager during the week. Will also be back-up director for weekday newscasts. Other responsibilities include directing commercials, promotions, PSA's and other duties as assigned. Knowledge of Ross 630 computer assisted switchers, Vidifont C.G., Ampex ADO, Grass Valley Halo Graphics Factory, and Beta editing needed. Send resume, tape, and salary requirements to: Don Willis, Production Manager, WEAR-TV 3, P.O. Box 12278, Pensacola, FL 32581. Minorities and women encouraged to apply. Deadline for application is November 15, 1994.

Hearst Broadcasting Television Reporter

Our Washington news bureau is seeking a creative and energetic reporter with at least five years of station experience. The bureau produces daily reports for our six network-affiliated stations.

Resume and tape to:

Hearst Broadcasting
1825 K St NW
Washington, DC 20006

Equal Opportunity Employer

Have opening for Weekend Meteorologist. Must be familiar with Kavoras equipment. Great opportunity for talented self-starter. Send tape and resume to Box 00177 EOE.

Producer/Director - WGME-TV is seeking an aggressive self-motivated, creative thinker with a strong background in news production. Candidates with GVG 300 experience preferred. Nights and weekends probable. Send tape with Director track and resume to: Gary Legters, Operations Manager, WGME-TV, 1335 Washington Avenue, Portland, ME 04103. WGME-TV is an equal opportunity employer.

Reporter/Weekend Anchor. Fox 45 News At Ten in Baltimore is looking for an enterprising storyteller. Good writing and ability to use video and natural sound are a must. We want a news reporter who's also a great communicator at the anchor desk. Send your award winning work and the last three stories you've done with a resume and letter to: Joe DeFeo, News Director, WBFF-TV, 2000 W. 41st Street, Baltimore, MD 21211. No phone calls please. EOE.

Photographer - WAVY-TV, Top 40 market TV station, is looking for an experienced, creative photographer to shoot local TV news. Must be a fan of photo essays and packages with a lot of movement. We are in the Hampton Roads, Virginia area, which includes Norfolk, Virginia Beach and Williamsburg about three hours south of Washington, DC. If you think you can catch the viewers attention by consistently shooting and editing creative, upbeat stories send non-returnable tape and resume to Jeff Myers, Chief Photographer, WAVY-TV, 300 Wavy Street, Portsmouth, VA 23704. No phone calls. WAVY-TV is an equal opportunity employer.

Graphic Design Supervisor. Design execute news and promotional graphics, supervise other designers, and manage design workload for the TV station. Prefer 5+ years experience in graphic design. Experience required with Quantel paintbox and Digital FX. Quantel V-series, Harriet, Infinit, MAC, Quark Xpress and print design experience a plus. Good design sense, strong organizational skills and working well under deadline pressure essential. Letter, resume and non-returnable 3/4" or broadcast beta tape (no calls) to Valari Staab, Director of Creative Services, WPVI-TV, 4100 City Line, Suite 400, Philadelphia, PA 19131. EOE.

KHNL-TV/HONOLULU NEWS START-UP

- NEWS DIRECTOR • EXECUTIVE PRODUCER • ANCHORS • REPORTERS
- PHOTOGRAPHERS • PRODUCERS • ASSIGNMENT EDITORS

King Broadcasting Company, a division of Providence Journal Broadcasting, is currently staffing for all positions for a news start-up operation at KHNL-TV. Here's your chance to work in the first digital newsroom in the country with all new state of the art equipment. We are looking for people who are creative, energetic and competitive. Positions require at least 2 years television news experience.

Successful News Director candidate must have a proven track record of success in television news; strong leadership skills; demonstrated ability in hiring, training and motivating a staff, and 5 years news management experience.

If you want to be a part of this news start-up and live in Paradise, send your resume and a non-returnable VHS or 3/4" tape to:

KHNL-TV

A DIVISION OF THE PROVIDENCE JOURNAL COMPANY

Attn: Craig Marrs • 150-B Puuhale Road

Honolulu, HI 96819-2282 • FAX: (808) 845-3616



Providence Journal Company

News Directors! Run, don't walk to the nearest fax machine. Also, since we anticipate an avalanche of resumes and tapes, remember don't call us; we'll call you!

An Equal Opportunity Employer M/F/H/V

Reporter - WCBD-TV is still looking for the right person who can turn both general assignments and investigative reports. Possible backup anchoring. Non-returnable tape, resume and references to News Director, WCBD-TV, P.O. Box 879, Charleston, SC 29402. Drug test, EOE, M/F. No phone calls.

Television Reporter - We're looking for an excellent storyteller who is a creative self-starter and team player. Someone who has significant experience, strong writing, production and live skills. The ideal candidate will have a college degree and a minimum of three years experience with a commercial television news operation. No beginners! Send non-returnable tape and resume to Gary Stokes, News Director, WAVY-TV, 300 Wavy Street, Portsmouth, VA 23704. No phone calls. WAVY-TV is an equal opportunity employer.

WCPX-TV, CBS affiliate in Orlando, has opening for an experienced news director. Successful candidate must be creative and committed to local news. This is a great opportunity for the right person. Previous experience in a Top 30 Market desired. Send resume to Brooke Spectorsky, President and General Manager, P.O. Box 606000, Orlando, FL 32860. EOE.

Television News Writer/Producer: Experienced journalist for busy newsroom covering national and international stories. Write anchor copy, select video and sound for air, some live producing. At least 3-5 years news writing experience and ability to meet tight deadlines and exercise sound judgement in breaking news situations. Please send resume and writing samples to Box 00174 EOE.

Entry Level Reporter: Send non-returnable tape to: WOWL-TV, 840 Cypress Mill Road, Florence, AL 35630.

Weekend Sports Anchor. We're looking for the final part of an exceptional news and sports anchor team. If sports reporting is more than player-coach soundbytes with the same old highlights, then we'd like to hear from you. Send tape, resume and salary history to Box 00180 EOE.

WSYX-TV is looking for a News Photographer. Candidate should be experienced in shooting ENG tape, editing news tape, and fact gathering. Live remote broadcasts, using ENG microwave trucks, portable microwave equipment. Must have valid driver's license. Qualified applicants should send tape and resume to: WSYX-TV, P.O. Box 718, Columbus, Ohio 43216. Attn: Photographer. No phone calls please. Women and minorities are encouraged to apply. Pre-employment drug testing. EOE, M/F/D.

T.V. Science Writer - Award-winning television production company is seeking a disciplined, self-motivated, science writer with a minimum of 3-5 years experience as a television documentary series writer. Extensive knowledge of broadcast television required. Must be able to perform consistently under pressure and meet tight deadlines; accept constructive criticism; write to a set format; and polish scripts. Please forward resume and writing samples to New Dominion Pictures, Inc., 3330 Pacific Avenue, Suite 402, Va Beach, VA 23451. Phone calls will not be accepted.

News Director - Do you love news? Are you an executive producer or assignment editor dying to run your own shop? Small market, network affiliate in the south needs a ND who will lead and excite young staff. Resume to Box 00179 EOE.

National Sports Jobs Weekly. Current job openings. Media, Administration, Marketing. 8 weeks - \$48. Call 9AM-5PM PST (800) 339-4345.

#1 WABC-TV New York needs top Writer/Producer. Tough job requires talented pro. WABC-TV seeks an experienced, dedicated promotion writer/producer with a strong reel and talent to shine in #1 market. Extensive news topical experience, strong creative and production skills a must. Lots of pressure, tight deadlines, great opportunity. Send tape and resume to: Brigitte McCray, Director of Creative Services, WABC-TV, 7 Lincoln Square, New York, NY 10023. No telephone calls or faxes please. We are an equal opportunity employer.

Anchor/Reporter. New York suburban indy is seeking energetic, hard-working journalist with some knowledge of Long Island, to work with talented female anchor. Send tape and resume only, no phone calls please, to Drew Scott, News Director, WLIG-TV, 270 S. Service Road, Box 1355, Melville, NY 11747. EOE.

Assistant Chief Engineer. Must have working knowledge, design and hands-on experience with production/edit suite equipment, Beta, M-II, ENG and studio cameras, transmitters, microwave and computer-based systems. Management position with some hands-on training required. SBE certified. Reply to Box 00172 EOE.

Anchor: WHP-TV in Harrisburg, PA is looking for someone to anchor it's primary newscasts and report several times per week. We're looking for someone full of energy and ideas who wants to go where they can make a difference. (No calls.) Tapes and resumes to: Andy Barton, News Director, WHP-TV, 3300 N. 6th Street, Harrisburg, PA 17110. EOE.

Five-thirty Producer position available: 12 News is seeking a strong, creative candidate to help lead an aggressive news team. Two to three years front line newscast producing experience is required. No beginners. Send a non-returnable tape with your resume and newscast philosophy to Kevin Brennan, News Director, WTLV-TV, Jacksonville, FL.

Producer. KSDK St. Louis looking for aggressive independent 10 P.M. producer for its most important newscast. No stackers. Writing and organizational skills paramount. Five years experience minimum. Rush tape, resume and news philosophy to: Mr. Warren Canull, Director of Human Resources, KSDK-TV 5, 1000 Market Street, St. Louis, MO 63101. EOE.

Affiliate in Southeast is looking for a competitive, driven News Director with good people skills. Multi-market experience a plus. Competitive market experience a must. Excellent Broadcast Company. Reply to Box 00163 EOE.

News Graphic Designer. Design and execute still and animated on-air news and sports graphics for daily newscast and special segments. Experience required with Quantel paintbox. V-series, Harriet and Infinit experience a plus. Must be creative, able to handle firm deadlines and short lead-times. Evenings and weekends. Letter, resume and non-returnable 3/4" or broadcast beta tape (no calls) to Valari Staab, Director of Creative Services, WPVI-TV, 4100 City Line, Suite 400, Philadelphia, PA 19131. EOE.

Anchor, Photographer: WFMZ-TV is still looking for Weekend Anchor. Also, photographer with live truck experience and perfect driving record. Send non-returnable tape to Brad Rinehart, WFMZ-TV, 300 East Rock Road, Allentown, PA 18103. No calls.

1) Co-Anchor. Named the Best Newscast in Florida by the Associated Press, Fox News at Ten needs a Co-Anchor for the Weekend Newscast. Three years experience, college degree preferred. 2) Reporter. Fox News at 10 is seeking a General Assignment Reporter. Three years television experience required, college degree preferred. Consumer reporting helpful. 3) Assignment Editor. Fox News at 10 is seeking an Assignment Editor. College degree and 3 years broadcasting experience preferred. Knowledge of south Florida extremely helpful. No phone calls please. Send non-returnable tape and resume to: Mark Pierce, Station Manager, WFTX-TV, 621 SW Pine Island Road, Cape Coral, FL 33991. We are an equal opportunity employer.

Executive Producer for News 4 Utah, Utah's #1 television station, the ABC affiliate. Must have strong editorial background and ability to creatively use the latest technology. Send resume and one page letter on news philosophy to Human Resources, 1760 Fremont Drive, Salt Lake City, Utah 84014. No tapes, no calls. An equal opportunity employer.

Executive News Producer, Newscast Producer candidates wanted. Major market TV news operation seeking top-notch producer prospects. Applicants must be experienced, professional and highly motivated. Please send letter of introduction, resume, reference and newscast air check w/ critique ASAP. All inquiries will be acknowledged, but tapes cannot be returned (No Beta). Send to: Roy R. Meyer Associates, Inc., 1720 Fox Run Court, Vienna, VA 22182. EOE.

Assistant News Director - Emmy winning and Edward R. Murrow winning WCBD-TV needs a person who can wear several hats. The right candidate will oversee daily production of newscasts, direct production of investigative reports and be responsible for all special projects. Not for beginners. Newscast producing background a major plus. Resume and references only to News Director, WCBD-TV, P.O. Box 879, Charleston, SC 29402. Drug test mandatory. M/F, EOE. No phone calls.

HELP WANTED PROGRAMMING PRODUCTION & OTHERS

Studio Operations Supervisor. KRWG-TV, Las Cruces, New Mexico. Bachelor's degree in television, mass communications, or related field. Master's degree preferred. Minimum five years experience in television production, three of which must be with a university production facility. Must know production/editing techniques, lighting, set construction, production equipment techniques, lighting, set construction, production equipment operation. Will train and supervise student crews, supervise studio set-up, lighting, build sets, teach production class. \$23,135 minimum plus benefits. Salary negotiable depending upon qualifications. Send cover letter, resume and names of three professional references to: J.D. Jarvis, KRWG-TV, Box 20001, Dept. TV 22, Las Cruces, NM 88003. Deadline is 5:00 PM, November 23, 1994. New Mexico State University is an EOE/AA employer. Women and minorities are encouraged to apply.

Project Director/Executive Producer for National Program Development at KTCA/Twin Cities Public Television. Oversees development of major national projects in humanities, cultural and "how-to" areas. Requires superior proposal/grant writing skills and proven expertise in national project creation and oversight. Minimum 10 years PTV or commercial experience. KTCA is noted for its creative working environment and pursuit of program excellence. Send cover letter and resume to: Box 147, KTCA, 172 East Fourth Street, St. Paul, MN 55101. EOE employer.

T.V. Series Producer - Award-winning television production company is seeking a seasoned television producer with a minimum of 3-5 years experience producing science documentary series. Extensive knowledge of pre-production, post-production, graphics design, and legal aspects including licensing, contracts, and rights agreements. Must be able to work under pressure, meet constant deadlines, and motivate and guide a fast-paced production team. Send resume and reel to New Dominion Pictures, Inc., 3330 Pacific Avenue, Suite 402, Va Beach, VA 23451. Phone calls will not be accepted.

Traffic Manager. McGraw-Hill affiliate in top 25 market seeking qualified candidate with leadership skills and minimum two years traffic manager experience in television or radio. Must be highly organized and have outstanding communication and teaching skills. Enterprise experience a plus! A solid broadcast group with excellent fringe benefits. Send resume to Deanne Haviland, General Sales Manager, WRTV, 1330 N. Meridian Street, Indianapolis, IN 46202 or fax to (317) 269-1400.

TV Producer. Search reopened. Must be able to develop interesting story ideas for weekly magazine; direct EFP; interview subjects; write and narrate first-rate scripts; and edit video tape. Minimum two years experience required. Preference given to applicants with studio directing experience. Send resume to Executive Secretary, WVPT-TV, 298 Port Republic Road, Harrisonburg, VA 22801 by November 18. No phone calls. EOE.

Post Production Editor. Top notch editors...read this! We've got two post production rooms equipped with Grassvalley 200 switchers, four channels of ADO, an A-62, two K-Scope channels and a Chyron Infront. Pretty slick list, isn't it? If you're an expert at operating these toys, have cutting-edge ideas and plenty of enthusiasm, please send your tape and resume to one of the country's most visible TV stations! WSVN-TV Channel 7, Personnel Department, 1401 79th Street Causeway, Miami, FL 33141. EOE.

Field Producers, Photographers - International Irish magazine program seeks top-notch N.Y. based field producers and photographers with 2 years plus experience. Rush resumes, references and non-returnable reels to: I.B.C., 244 West 54th Street, Suite 800, N.Y., N.Y. 10019.

Producer/Director needed for Wyoming Public Television Network, with studios just three hours from Teton and Yellowstone national parks. Must be able to do everything from conceptualization to editing, including directing live programs. Salary: \$20,708-\$27,658. For complete job description, phone: (307)856-6944. Application deadline: November 15, 1994. Minorities and women encouraged to apply. WPTV is an EEO/AAE.

HELP WANTED PROGRAMMING PROMOTION & OTHERS

Creative Services/Marketing Manager: News is our priority at Emmy Award winning KTNV-TV, ABC, Las Vegas. We are looking for an innovative and creative strategic thinker. Can you write, produce and edit spots that make a difference? Must have an understanding of print, radio and sales marketing concepts. This is your opportunity to live in the fastest growing city in America. Candidates must have leadership skills, 3-5 years experience as a promotions producer. Send resume, tape, and starting salary requirements to: General Manager, KTNV-TV, 3355 South Valley View Boulevard, Las Vegas, NV 89102. Women and minorities are encouraged to apply. EOE.

AFFILIATE CREATIVE SERVICES DIRECTOR

Design, produce and coordinate affiliate on-air promotion opportunities. Position is a strategic, creative and coordinating position responsible for affiliate on-air campaigns, special promos, videotape presentations, graphics, and music.

Expert hands-on TV promotion writing and producing skills and experience required. Strong preference for a candidate with recent affiliate promotion department experience. Must be able to juggle multiple projects and competing priorities simultaneously. Must be computer literate. College degree preferred.

Qualified candidates should send resumes with salary history to:

NBC
Dept. ACSD,
3000 West
Alameda Ave.,
Burbank, CA
91523
Equal Opportunity
Employer.



ON-AIR WRITER/PRODUCER

Turner Classic Movies is looking for a strong conceptual promo writer/producer. Must have at least three years on-air promotions or related experience. Must be an excellent writer with a constant quest to push for great creative. Should enjoy collaborating with creative team and have experience in various mediums and techniques including directing, film production and graphics. Good understanding of marketing and branding is essential. A love and knowledge of classic films is important. Send reel and resume to:

Glenn Kesner
Turner Classic Movies
1050 Techwood Drive
Atlanta, GA 30318



No phone calls please.
An equal opportunity employer.

Promotion Manager-- A group-owned, 100+ market-leader, NBC affiliate is seeking a candidate to lead our programming and news promotion efforts. If you're creative, aggressive, and have hands on skills and are good at planning and implementing promotion campaigns, we might have the opportunity you've been looking for. Excellent fringe benefits package and opportunity to work in a first-rate organization. Send resume only to Box 00171 EOE.



PROMOTION WRITER • PRODUCER • EDITOR

KCPQ, Seattle-Tacoma FOX affiliate, is looking for a promotion writer/producer. Must have solid computer based editing skills for this high output, hands-on position. 4-year college degree and 3 years TV promotion experience required. Send resume, non-returnable tape and salary history (but please, don't call) to Dept. PR-WPE 138.

PROMOTION PHOTOGRAPHER • EDITOR

We're looking for a photographer to shoot and edit field and studio video. Must have at least 5 years experience including hands-on computer editing. 4-year college degree preferred. You must show examples of your past work exhibiting excellence, creativity, a 'good eye' and photojournalistic skills in a wide range of shooting environments. Must have good lighting and sound skills, a solid technical background and the exhibited ability to think-on-your-feet. Patience, tolerance and an enduring sense of humor helpful. Must be a self-starter and be able to work with the Promotion & Production Departments as a team member. Send resume, non-returnable tape and salary history (but please don't call) to Dept. PR-PPE 138.

KCPQ
P.O. Box 98828
4400 Stellacoom Blvd. SW
Tacoma, WA 98499
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TV Promotion Manager. Promax Gold Medallion winning department needs leader to continue tradition of excellence. Requires strong video producing and writing skills, an eye for graphics, organization and people skills. Send tape of your best work, resume and references to: Bob Allen, VP and GM, KCRG-TV, 2nd Avenue at 5th Street, S.E., Cedar Rapids, Iowa 52401. No phone calls please. EOE.

HELP WANTED RESEARCH

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

Wanted: Research Director, Top 50 ABC affiliate. Solid background in TV audience and market research. Excellent writing and computer skills. Knowledge of Scarborough or Marshall Marketing and TV Scan, Media Watch/CMR. Ability to put together one-sheets, sports and specials presentations. Able to educate sales staff on full utilization of qualitative and quantitative data resources. Send resume and salary requirements to Shawn Bartelt, General Sales Manager, WPBF Channel 25, 3970 RCA Boulevard, Suite 7007, Palm Beach Gardens, FL 33410. No phone calls please. EOE.

Program Research Assistant. Start your career with the winning team at WPML-TV. If you are a hungry, ambitious, college graduate with computer knowledge, an entry level position awaits you. Possible growth into sales, programming or promotions. Send resume to Personnel, 661, Azalea Road, Mobile, AL 36609. EOE.

SITUATIONS WANTED PROGRAMMING PRODUCTION & OTHERS

Director/Producer, (Hispanic) 15 years Network background in top ten Midwest market seeks supervisory or programming position. Prefer warmer, smaller market near ocean. Last seven years in "Youth Programming" on PBS National. Teaching degree K-12. Versatile, good communication skills. Excellent contacts with National music labels and publicists. Recipient of five regional Emmys. Single, enjoy traveling. Love TV-hate winter. Excellent references. Reply to Box 00162.

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CABLE

HELP WANTED MANAGEMENT

Cable Relations Manager - Rapidly growing media company in New York area seeks person for cable affiliate relations. Good communication skills and knowledge of cable industry a must. Rush resume and salary history. Reply to Box 00165 EOE.

HELP WANTED MANAGEMENT

ACCOUNT EXECUTIVE AFFILIATE RELATIONS

CNBC and America's Talking has an exciting career opportunity for a highly motivated, intelligent, mature, resourceful and creative account executive who will manage affiliate relations with cable clients in the Southern Region.



Responsibilities include developing and managing CNBC and America's Talking subscriber base in several southern states; maintaining contact with regional offices; monitoring and managing affiliation agreements, overseeing national marketing campaign sell-in with local affiliates; managing and developing distribution and local marketing efforts within the region for both networks.

Candidates should have related marketing/sales experience in the television industry and excellent interpersonal/presentation skills. This career opportunity has great potential for growth in a fast-paced entrepreneurial environment. The position is based in CNBC/A-T's corporate office in Fort Lee, NJ and requires approx. 50% travel. Please forward resumes and salary requirements to: Personnel Manager, AE, 2200 Fletcher Ave., Fort Lee, NJ 07024. Equal Opportunity Employer.



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Neil J. Schwartz, Corp. Director of Ad Sales
Cablevision Industries Corporation
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Liberty, New York 12754

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CNN seeks a Producer/Writer to create first-rate original Television and Radio spots for CNN, Headline News and CNN International. The right person will have at least two years experience producing TV Promotion spots in a major market and will be at home in the areas of tape, film and graphics. Only candidates under consideration will be contacted.

RUSH 3/4" OR BETA TAPE AND RESUME TO:

JOHN SCHIPP, Creative Director
CNN Creative Services
One CNN Center
PO Box 105366
Atlanta GA 30348-5366

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HELP WANTED TECHNICAL

CABLE TV. Satellite Service Coordinator for national cable TV facility. Coordinate, schedule and obtain satellite transponder, uplink and downlink facilities. Coordinate the scheduling of the satellite to optimize use without over-scheduling. Interact with on-site and out-of-house clients and service providers for transmission and receiving services. Minimum qualifications include: High school degree or equivalent. Two years experience in the satellite field, including scheduling of equipment, people and transponders. Familiarity with the major satellite industry operators. Familiarity with transmission characteristics of video, audio and digital facilities a plus. Technical operating experience in the satellite industry desirable. Skilled with computer word processor and spread sheet programs. Due to the nature of TV operations, occasional requirements may dictate working any shift or any day of the week, including weekends and holidays. A drug test is required of successful applicants. Non-smoking environment. Send resume with salary history to TCI National Digital TV Center, Office #115, 4100 E. Dry Creek Road, Littleton, CO 80122. Applications accepted until 11/21/94. EOE.

HELP WANTED PRODUCTION

Local Cable TV Studio Manager: Award-winning local cable programming channel looking for proven leader to oversee technical operation of 3/4" video production facilities, including studio, production truck, and ENG rigs. Will engineer and troubleshoot equipment, produce and direct sports coverage, and produce, direct, shoot and edit public affairs programming. The right candidate will contribute to the creative direction of our facility as well as make sure it's wired correctly. Three years sports producing and video engineering required. Resume and tape to: Barrett Lester, Continental Cablevision, 92 Glenn Street, Lawrence, MA 01843. EOE.

ALLIED FIELDS

HELP WANTED INSTRUCTION

The School of Journalism at Indiana University in Bloomington is seeking applications for a tenure-track position at the assistant professor rank to teach television news and other courses in the undergraduate and graduate curriculum in the applicant's areas of scholarly interest and expertise. Ph.D. preferred; relevant professional experience required. Applicants should have strong research skills and aspirations. The teaching load is two courses per semester. Salary is commensurate with background and experience. To apply, send a letter discussing teaching and research or creative accomplishments and plans, a current vita, and three letters of recommendation. If available, send copies of publications and evidence of teaching effectiveness. Review of applications will begin on December 9 and will continue until the position is filled. Send application to: Professor Dan Drew, School of Journalism, Indiana University, Bloomington, IN 47405. IU is an equal opportunity/affirmative action employer. Women, minorities, Vietnam-era veterans, and people with disabilities are encouraged to apply and self-identify to aid affirmative action efforts.

Doctoral Assistantships. The University of Tennessee seeks outstanding candidates for doctoral study. Coursework emphasizes communication theory and research with broadcasting, journalism, P.R., and advertising concentration. M.S. degree and GRE required. Program requires 2-3 years in coursework, plus dissertation. Teaching assistantships possible. Application for fall 1995 due March 1. Also, calendar-year M.S. program in media management. Contact Dr. H. Howard, Communications, University of Tennessee, Knoxville, TN 37996-0347.

Two Assistant Professor Positions, beginning August 1995, pending final budgetary approval, at Western Michigan University. Ph.D. (or imminent award thereof) and a research record required for both positions. (1) Telecommunications management or communications technology. Preferred areas of research include telecommunications management, communication technology (video, voice and/or data), or organizational uses of communication technology. (2) Media theory and production. Preferred areas of research include organizations uses of video (including teleconferencing, video production and/or multimedia production) or media effects. Western Michigan University, a Carnegie Classification Doctoral I Institution and equal opportunity employer, has an affirmative action program which encourages applications from underrepresented groups. Send letter of application, vita, statement of research plans, academic transcripts, and three letters of recommendation to: James A. Gilchrist, Chair, Department of Communication, Western Michigan University, Kalamazoo, MI 49008 Fax: (616) 387-3990 Voice: (616) 387-3159 E-mail: james.gilchrist@wmich.edu. Review of applications will begin December 1, 1994 and applications will be accepted until the positions are filled.

Mass Communication Faculty Position-- Invite applicants for a tenure-track position in mass communication (12 SH teaching load) beginning summer or fall 1995. Assistant Professor of Mass Communication. Teach Radio and TV Production, Broadcast Journalism, Broadcast History, Law and Regulation. Ability to teach in news/editorial sequence desired. Ph.D. preferred. M.A. mandatory. Send letter of application, resume, and three letters of reference to: Department of Communication, Central Missouri State University, Warrensburg, MO 64093. Screening of applicants will begin November 28, 1994 and continue until filled. AA/EEO/ADA.

University of Montana: Scenic Designer for Theatre and Television-Assist./Assoc. Prof. Teach scenic design, drafting, painting and construction develop TV design curriculum; permanent position. Begin August 21, 1995. Salary \$27,000 to \$29,000. Review begins January 2, 1995. Send: letter, resume, three letters of recommendation, official transcript for terminal degree. To: Scenic Designer Search Committee, Drama/Dance, University of Montana, Missoula, MT 59812. AA/EEO.

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Divisions:

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Entry Details:

Contact: Eddie L. Madison, Jr. or Goldie Holzer,
Department of Communications, 201 Elliff Hall, Lincoln University,
Jefferson City, MO 65102. (314) 681-5437.

All entries must be received by January 6, 1995.

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Assistant Director/Campus Media Center: Working knowledge of radio and television facilities and operations using professional, industrial quality equipment. Able to help students set and obtain technical, programming, and organizational goals, comply with all applicable laws, rules, and regulations, and provide hands on training in proper/creative use of equipment. Provide A/V support. Equipment maintenance and repair skills and college broadcasting experience a strong plus. Bachelors degree required. Demo tapes accepted but not necessary. Send resume and three references to: Linda Witter, The College at New Paltz, Sub 428, New Paltz, NY 12561.

BROADCASTING & CABLE'S CLASSIFIED RATES

All orders to place classified ads & all correspondence pertaining to this section should be sent to BROADCASTING & CABLE, Classified Department, 245 West 17th Street, New York, NY 10011. For information call (212) 337-7073 and ask for Antoinette Fasulo.

Payable in advance. Check, money order or credit card (Visa, Mastercard or American Express). Full and correct payment must be in writing by either letter or Fax (212) 206-8327. If payment is made by credit card, indicate card number, expiration date and daytime phone number.

New Deadline is Monday at 5:00pm Eastern Time for the following Monday's issue. Earlier deadlines apply for issues published during a week containing a legal holiday. A special notice announcing the earlier deadline will be published. Orders, changes, and/or cancellations must be submitted in writing. NO TELEPHONE ORDERS, CHANGES, AND/OR CANCELLATIONS WILL BE ACCEPTED.

When placing an ad, indicate the EXACT category desired: Television, Radio, Cable or Allied Fields; Help Wanted or Situations Wanted; Management, Sales, News, etc. If this information is omitted, we will determine the appropriate category according to the copy. NO make goods will run if all information is not included. No personal ads.

The publisher is not responsible for errors in printing due to illegible copy—all copy must be clearly typed or printed. Any and all errors must be reported to the Classified Advertising Department within 7 days of publication date. No credits or make goods will be made on errors which do not materially affect the advertisement. Publisher reserves the right to alter classified copy to conform with the provisions of Title VII of the Civil Rights Act of 1964, as amended. Publisher reserves the right to abbreviate, alter or reject any copy.

Rates: Classified listings (non-display). Per issue: Help Wanted: \$1.85 per word, \$37 weekly minimum. Situations Wanted: 95¢ per word, \$19 weekly minimum. Optional formats: Bold Type: \$2.15 per word, Screened Background: \$2.30, Expanded Type: \$2.85 Bold, Screened, Expanded Type: \$3.25 per word. All other classifications: \$1.85 per word, \$37 weekly minimum.

Word count: Count each abbreviation, initial, single figure or group of figures or letters as one word each. Symbols such as 35mm, COD, PD etc., count as one word each. A phone number with area code and the zip code count as one word each.

Rates: Classified display (minimum 1 inch, upward in half inch increments). Per issue: Help Wanted: \$160 per inch. Situations Wanted: \$80 per inch. Public Notice & Business Opportunities advertising require display space. Agency commission only on display space (when camera-ready art is provided). Frequency rates available.

Blind Box Service: (In addition to basic advertising costs) Situations Wanted: No charge. All other classifications: \$20 per issue. The charge for the blind box service applies to advertisers running listings and display ads. Each advertisement must have a separate box number. BROADCASTING & CABLE will now forward tapes, but will not forward transcripts, portfolios, writing samples, or other oversized materials; such are returned to sender. Do not use folders, binders or the like. Replies to ads with Blind Box numbers should be addressed to: Box (number), c/o Broadcasting & Cable, 245 W. 17th Street, New York, NY 10011.

Confidential Service. To protect your identity seal your reply in an envelope addressed to the box number. In a separate note list the companies and subsidiaries you do not want your reply to reach. Then, enclose both in a second envelope addressed to CONFIDENTIAL SERVICE, Broadcasting & Cable Magazine, at the address above.

For subscription information call 1-800-554-5729.

For the Record

OWNERSHIP

Granted

KPOM-TV Fort Smith, AR (BTCCT940621 KU)—Action Sept. 16.

KFAA(TV) Rogers, AR (BTCCT940621 KT)—Action Sept. 16.

KSKE-AM-FM Vail, CO (AM: BAL940829 GH; FM: BALH940829GI)—Action Sept. 20.

WKZW(FM) Chillicothe, IL (BALH940808 GF)—Action Sept. 27.

WPRC(AM)-WESZ(FM) Lincoln, IL (AM: BAL940715GL; FM: BAPLH940715GM)—Action Sept. 20.

WAXT(FM) Alexandria, IN (BALH940620 GQ)—Action Sept. 27.

WHBU(AM) Anderson, IN (BAL940620 EC)—Action Sept. 20.

KHOM(FM) Houma, LA (BALH940812 GE)—Action Sept. 20.

KYSM-AM-FM Mankato, MN (AM: BAL940512EB; FM: BALH940512EC)—Action Sept. 27.

KZBE(FM) Pleasant Hope, MO (BALH940822GH)—Action Sept. 18.

WDBD(TV) Jackson, MS (BALCT940901 KF)—Action Sept. 23.

WSSO(AM)-WMXU(FM) Starkville, MS (AM: BAL940726GH; FM: BALH940726GI)—Action Sept. 16.

WNHI(FM) Belmont, NH (BTCH940615 GL)—Action Sept. 18.

WJYY(FM) Concord, NH (BTCH940615 GJ)—Action Sept. 18.

WRCL(FM) Hillsboro, NH (BTCH940615 GK)—Action Sept. 18.

WGNA(AM) Albany, NY (BAL940824GF)—Action Sept. 18.

WGNA-FM Albany, NY (BALH940824GE)—Action Sept. 18.

WHFM(FM) Southampton, NY (BALH940822GJ)—Action Sept. 18.

WNYS-TV Syracuse, NY (BTCCT940831KF)—Action Sept. 20.

WERT-FM Paulding, OH (BALH940808 GH)—Action Sept. 27.

WERT(AM) Van Wert, OH (BAL940808 GG)—Action Sept. 27.

KATT-FM Oklahoma City (BALH940822 GE)—Action Sept. 27.

KBSY(FM) Poteau, OK (BALH940425GJ)—Action Sept. 16.

KEBN(TV) Salem, OR (BALCT931221KH)—Action Sept. 16.

WWLF-TV Hazelton, PA (BALCT940901 KH)—Action Sept. 23.

WRAW(AM)-WRFY-FM Reading, PA (AM: BTC940811EE; FM: BTCH940811GJ)—Action Sept. 21.

WRAW(AM) Reading, PA (BAL940901

Abbreviations: AFC—Antenna For Communications; ALJ—Administrative Law Judge; alt.—alternate; ann.—announced; ant.—antenna; aur.—aural; aux.—auxiliary; ch.—channel; CH—critical hours; chg.—change; CP—construction permit; D—day; DA—directional antenna; Doc.—Docket; ERP—effective radiated power; Freq.—frequency; H&V—horizontal and vertical; khz—kilohertz; kw—kilowatts; lic.—license; m—meters; mhz—megahertz; mi.—miles; mod.—modification; MP—modification permit; ML—modification license; N—night; pet. for recon.—petition for reconsideration; PSA—presunrise service authority; pwr.—power; RC—remote control; S-A—Scientific Atlanta; SH—specified hours; SL—studio location; TL—transmitter location; trans.—transmitter; TPO—transmitter power update; U or unl.—unlimited hours; vis.—visual; w—watts; *—noncommercial. Six groups of numbers at end of facilities changes items refer to map coordinates. One meter equals 3.28 feet.

GZ)—Action Sept. 21.

WOLF-TV Scranton, PA (BALCT940901 KG)—Action Sept. 23.

WILF(TV) Williamsport, PA (BALCT940901 KI)—Action Sept. 23.

KMXR(FM) Corpus Christi, TX (BALH940715GF)—Action Sept. 19.

WDAI(FM) Pawley's Island, SC (BTCH940824GG)—Action Sept. 20.

KTZZ-TV Seattle (BALCT940826KG)—Action Sept. 23.

WEMI(FM) Neenah-Menasha, WI (BAPLH940629GH)—Action Sept. 20.

WDSI-TV Chattanooga, TN (BALCT940901 KJ)—Action Sept. 23.

WDIA(AM)-WHRK(FM) Memphis (AM: BTC940811EC; FM: BTCH940811GK)—Action Sept. 21.

KHEY(AM) El Paso, TX (BTC940811EA)—Action Sept. 21.

KPRR(FM) El Paso, TX (BTCH940811GF)—Action Sept. 21.

KJOJ-FM Freeport, TX (BTCH940811GE)—Action Sept. 21.

KMND(AM) Midland, TX (BAL940712EA)—Action Sept. 21.

KNFM(FM) Midland, TX (BALH940712 EB)—Action Sept. 21.

WKEY(AM)-WIQO-FM Covington, VA (AM: BTC940908GE; FM: BTCH940908GF)—Action Sept. 27.

WLYK(FM) Lynchburg, VA (BTCH940829 GF)—Action Sept. 21.

WOWI(FM) Norfolk, VA (BTCH940811 GH)—Action Sept. 21.

WSVY(AM) Portsmouth, VA (BTC940811 GG)—Action Sept. 21.

WXLK(FM) Roanoke, VA (BTCH940829 GE)—Action Sept. 21.

WQOK(FM) South Boston, VA (BTCH940811GI)—Action Sept. 21.

Dismissed

WKNT(TV) Bowling Green, KY (BALCT930915KG)—Action Sept. 22.

WGRB(TV) Campbellville, KY (BALCT930915KH)—Action Sept. 22.

KWED(AM) Seguin, TX (BAL940719EA)—Action Sept. 21.

FACILITIES

Applications

Lindsay, CA KZPO(FM) 103.3 mhz—Lindsay Broadcasting seeks one step application to change class from A to B1 (per MM docket 92-159).

South Kent, CT WGSK(FM) 90.1 mhz—South Kent School seeks CP to make changes: ERP: 0.1 kw; ant. 17 m.; TL: at top of Spooner Hill on South Kent School Campus and to change antenna supporting structure height.

Panama City Beach, FL WPCT(TV) ch. 46—Beach TV Properties Inc. seeks MP to change ERP vis: 126 kw; ant. 59 m.; TL: approx. 0.1 km S of US Hwy 98, 2 km (1.2 miles) E of Panama City Beach, Bay Co., FL.

BY THE NUMBERS

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Commercial AM	4,923
Commercial FM	5,070
Educational FM	1,708
Total Radio	11,701
VHF LPTV	527
UHF LPTV	1,023
Total LPTV	1,550
FM translators	2,233
VHF translators	2,253
UHF translators	2,441
Total Translators	6,927

Service	Total
Commercial VHF TV	559
Commercial UHF TV	598
Educational VHF TV	123
Educational UHF TV	240
Total TV	1,520

CABLE

Total systems	11,385
Total subscribers	58,834,440
Homes passed	91,433,000
Cable penetration*	62.5%

*Based on TV household universe of 94.2 million.

Sources: Nielsen, NCTA and FCC

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Pentwater, MI WSAB(FM) 94.1 mhz—C&S Broadcasting Inc. seeks mod. of CP to change TL: W of Hagenson Rd., 0.3 km S of Meisenheimer Rd., 12.4 km NE of Pentwater site in Mason Co., MI.

Brookfield, MO KZBK-FM 96.9 mhz—Best Broadcasting seeks CP to make changes: ERP: 50 kw; ant. 150 m.; TL: 5.5 km S from intersection Rte M&C in Linn Co., MO.

Newton, NJ WNNJ-FM 103.7 mhz—Group M Communications Inc. seeks CP to make changes: ERP: 3.3 kw.

Warrensburg, NY WKBE(FM) 100.5 mhz—Karamatt Broadcasting Inc. seeks one step application to change from class A to class B1 (per MM docket 92-159).

Burlington, NC WZZU(FM) 93.9 mhz—Prism Radio Partners seeks CP to make changes to correct geographic coordinates.

Banks, OR KDBX(FM) 107.5 mhz—Common Ground Broadcasting Inc. seeks one step application to change class from 298A to class C2 (Per MM docket 92-159).

Custer, SD KACP(FM) 105.1 mhz—Mount Rushmore Broadcasting Inc. seeks MP to change ERP: 65 kw; ant. 365 m.; TL: Mount Coolidge antenna farm, 8.7 km E of Custer, SD.

Tiptonville, TN WAAT(FM) 101.3 mhz—WENK of Union City Inc. seeks mod. of CP to change TL: proposed site is 3.3 km SSW of town of Hornbeak in rural Obion Co., TN.

Wichita Falls, TX KLLF(AM) 1290 khz—Brandon Broadcasting of Texas seeks CP to reduce night power to 73 w and make changes in antenna system.

Crozet, VA WMRY(FM) 103.5 mhz—Board of Visitors of James Madison for mod. of CP to make changes: ERP: .28 kw; ant. 446 m.; TL: W knob of Castle Rock Mtn., 4 km SSE Batesville, VA.

Actions

Albertville, AL WXBK(AM) 1090 khz—Granted app. of Bobby King for CP to change antenna site to 11190 US Hwy 431, Albertville, AL. Action Sept. 23.

Gadsden, AL WNAL-TV ch. 44—Granted app. of WNAL-TV Inc. for MP to change ERP vis: 1698 kw; ant. 303 m. Action Sept. 22.

Tulelake, CA KFLS-FM 96.5 mhz—Granted app. of Wynne Broadcasting Co. Inc. for CP to make changes: ERP: 20 kw; ant. 656.5 m.; class changed to C (per MM docket 93-236). Action Sept. 20.

Kremmling, CO KRKM(FM) 106.3 mhz—Granted app. of Granby Broadcasting System Inc. for CP to make changes: ERP: 3 kw;

ant. 320 m.; change class to C2 (per MM docket 99-178). Action Sept. 21.

Elkhorn City, KY WPKE-FM 103.1 mhz—Granted app. of Justice Broadcasting Group Inc. seeks CP to make changes: ERP: .32 kw; specify DA. Action Sept. 14.

Billings, MT KKBR(FM) 97.1 mhz—Granted app. of Citadel Broadcasting Co. for CP to make changes: ant. 122 m.; TL: 1736 Coburn Rd., Billings, MT. Action Sept. 14.

Redmond, OR KLRR(FM) 107.5 mhz—Granted app. of Central Oregon Broadcasting Inc. for CP to make changes: ERP: 27.5 kw; ant. 202 m.; change class from C2 (per MM docket 91-3). Action Sept. 26.

Tyler, TX KYZS(AM) 1490 khz—Granted app. of Williams Communications for CP to correct coordinates. Action Sept. 20.

Tyler, TX KDOK(FM) 92.1 mhz—Granted app. of Gleiser Communications Inc. for CP to make changes: ERP: 1.6 kw; ant. 137 m.; TL: Loop 323 NE, between Dungan and Morningside Dr., Tyler, Smith Co., TX. Action Sept. 18.

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Set-top standard needed now

EDITOR: Thank you for your Oct. 24 cover story, "Online with Steve Case."

Mr. Case is a prime example why we are leading the world into the era of interactive communication. While the sky's the limit for future growth, the moment is *now* for those who expect to be in communication's future.

There is much wisdom in Mr. Case's "If you're trying to look forward through a rearview mirror, you can crash" comment. However, until those who map out the future on the information highway can decide on what set-top box is the standard, we can expect costly delays in this new communication opportunity. Let's not repeat the AM stereo nightmare; let's build a box, make it affordable and get on with leading the world into the next

generation of communication.—
John H. Rook, president, Rook Broadcasting Inc., Spokane, Wash.

Let cameras in

EDITOR: I am writing to comment on the Sept. 26 editorial "Slamming the Door." I was shocked that the Judicial Conference decided to end the use of cameras in some courtrooms. I thought that this issue was dead, and the fact that it isn't is definitely a step in the wrong direction.

With today's technology and the size of some cameras, there is no reason a few cameras shouldn't be allowed inside the courtroom. Courtrooms are a public place and the media have a right to be there, if they are not too forward in making their presence known. This question should be decided by the Supreme Court and should be the same for all courtrooms. This judgment takes away from the legal process because issues should be decided on precedent cases. This decision also shows great inconsistency in our judicial system.—*Scott Vandebossche, Mt. Pleasant, Mich.*

Call for authors

BROADCASTING & CABLE and Focal Press are seeking authors for a new series of books to be written by and for broadcast and cable professionals, addressing topics essential to their needs.

The books will be sponsored by BROADCASTING & CABLE and will be published internationally by Focal Press, a leading publisher of books and videos about media topics.

Areas of interest include, but are not limited to: telco entry, new distribution technologies, high-definition television, ratings, interactive programming and management issues. Books that cover innovative ideas and practical solutions are encouraged.

For more information or to submit a proposal please contact Marie Lee, Acquisitions Editor, Focal Press, 313 Washington St., Newton, Mass. 02158-1626.

THIS WEEK

Nov. 7—BROADCASTING & CABLE 1994 Hall of Fame dinner. New York Marriott Marquis. Information: Steve Labunski, Circle Special Events, (212) 686-2200.

Nov. 8—Media Sports Business, Park Lane, New York. Sponsored by *Kagan Seminars Inc.* Contact: Genni Russell, (408) 624-1536.

Nov. 8-10—Engineering for the Non-Engineer, sponsored by *Women in Cable*. Marriott West, Philadelphia, Pa. Contact: Christine Bollettino, (312) 634-2335.

Nov. 10—Marketing in a Competitive Environment, sponsored by *Women in Cable*. TCI Training Center, Englewood, Colo. Contact: Christine Bollettino, (312) 634-2335.

Nov. 10—Refining Your Marketing Strategy for the Future, sponsored by *Cable Television Administration and Marketing Society Inc.*, New York chapter. The Playboy Enterprises Bldg., New York. Contact: Rebecca Kramer, (212) 818-9151.

Nov. 10-13—97th *Audio Engineering Society* convention, Moscone Center, San Francisco. Contact: (212) 661-8528.

Nov. 12—"A Buyer's Guide to Media Tools," seminar presented by *UCLA Extension and New Media Magazine*. UCLA Math Sciences Bldg., Los Angeles. Contact: (310) 825-9064.

NOVEMBER

Nov. 15—"How to Obtain an SBIR Grant," seminar presented by the *Center for Advanced Technology in Telecommunications*. Polytechnic University, Brooklyn, N.Y. Contact: Ameena Mustafa, (718) 260-3050.

Nov. 15-17—RF Expo East, Disney Contemporary Resort, Orlando, Fla. Sponsored by *RF design* magazine. Contact: Bob James, (202) 371-0700.

Nov. 15-17—DRTV East (direct response TV expo and conference), New York Hilton & Towers, New York City. Sponsored by *ResponseTV*.

Datebook

Contact: Gabrielle Bergin, (800) 854-3112.

Nov. 16—The Hit Maker\$: The Coming of Age of Syndication" luncheon presented by the *International Radio and Television Society*. Contact: Marilyn Ellis, (212) 867-6650.

Nov. 16—"Recipe for Success: How to Put Together an International Television Co-Production," presented by *New York Women in Film & Television*. New York Marriott Marquis, New York. Contact: (212) 679-0898.

Nov. 17—TV Production and Finance, Ma Maison Sofitel, Los Angeles. Sponsored by *Kagan Seminars Inc.* Contact: Genni Russell, (408) 624-1536.

Nov. 17-18—Digital Media Forum, Washington, D.C. Sponsored by *The International Institute of Communications*. Contact: Tom McQuaide, +44 (0)71 388-0671 (London).

Nov. 22—Forum in telecommunications practice, Polytechnic University, Brooklyn, N.Y. Sponsored by *Polytechnic University Center for Advanced Technology in Telecommunications*. Contact: Ameena Mustafa, (718) 260-2050.

Nov. 29—Cable TV rate filings seminar, Hyatt Regency Alhambra, Anaheim, Calif. Presented by *URBAN/Telecommunications*. Contact: (202) 416-1640.

Nov. 29—International cable/pay TV investments and finance, Anaheim Marriott, Los Angeles. Sponsored by *Kagan Seminars Inc.* Contact: Genni Russell, (408) 624-1536.

Nov. 30-Dec. 2—Western Cable Show, Anaheim Convention Center, Anaheim, Calif. Sponsored by *California Cable Television Association*. Contact: Mary Pittelli, (301) 206-5393.

Nov. 30-Dec. 2—1994 Asia-Pacific Cable and Satellite Summit, Hong Kong Convention and Exhibition Centre, Hong Kong. Sponsored by *The Institute for International Research*. Contact: (+852) 525-5111 (Hong Kong).

DECEMBER

Dec. 1-3—MIP Asia, international film and program market for TV, cable, video and satellite. Hong Kong Convention and Exhibition Centre, Hong Kong. Contact: Barney Bernhard, (212) 689-4220.

JANUARY

Jan. 5-7—4th annual ShowBiz Expo East, New York Hilton & Towers. Presented by *Advanstar Expositions*. Contact: Gabrielle Bergin, (800) 854-3112.

Jan. 13—16th annual CableACE Awards (non-televised ceremony), Century Plaza Hotel, Los Angeles. Presented by *National Cable Television Association*. Contact: (202) 775-3629.

Jan. 15—16th annual CableACE Awards (televised ceremony), Wilmet Theatre, Los Angeles. Presented by *National Cable Television Association*. Contact: (202) 775-3629.

Jan. 22-23—22nd annual *Association of Independent Television Stations* convention, Las Vegas Convention Center, Las Vegas. Contact: (202) 887-1970.

Jan. 23-26—32nd annual *National Association of Television Programming Executives (NATPE)* program conference and exhibition, Sands Expo Center, Las Vegas. Contact: (310) 453-4440.

Jan. 29-Feb. 1—RF Expo West and EMC/ESD International, San Diego. Sponsored by *RF design* magazine and *EMC Test & Design* magazine. Contact: Bob James, (202) 371-0700.

FEBRUARY

Feb. 11-14—52nd annual *National Religious Broadcasters* convention and exposition, Opryland Hotel, Nashville, Tenn. Contact: (703) 330-7000.

APRIL

Apr. 10-13—*National Association of Broadcasters* annual convention, Las Vegas Convention Center, Las Vegas. Contact: (202) 429-5300.

• **Major Meetings**

William Horton Kurtis

Kansas tornadoes have a story-book reputation for taking those in their path on tumultuous, life-changing rides. Veteran newsman Bill Kurtis can point to a 1966 twister that started him on nonstop travels all over the world for his career as both a newsman reporting back to his Chicago audience and a producer of documentaries viewed by a much bigger audience.

While studying for the bar exam, Kurtis worked as a part-time on-air reporter at WIBW-TV Topeka, Kan. While filling in on the anchor desk, Kurtis reported high winds in the area. "Right after that, I was handed a note saying that a tornado was headed toward town." He jokes that "later, it was reported that immediately after the tornado report, I blurted out, 'For God's sake, take cover,' but I don't remember that."

Both the station and the 26-year-old Kurtis were singled out for their cool under fire. "It was a watershed event in my career. Three months later I got the offer to go to WBBM-TV Chicago."

Nearly 30 years later, Kurtis still is keeping Chicago viewers updated with his WBBM-TV newscasts. However, he has expanded his audience to include the rest of the United States and beyond with his *Investigative Reports* and *American Justice* series on the Arts & Entertainment Network and *The New Explorers* series on PBS. Kurtis is executive producer and host of the series, which are produced through his Kurtis Productions.

Kurtis very well might have skipped law school after receiving his journalism degree from the University of Kansas in 1962 if television news had been more substantive. "Television news was in its infancy then. [Walter] Cronkite didn't take over until 1962, and it didn't have the substance. I didn't want to be a game show host, so I looked for something more formidable and went to law school."

While he was there, television news grew up with the assassination of President Kennedy, the Vietnam War and the civil rights movement played out before national television audiences.

After passing the bar exam, Kurtis accepted the offer at CBS O&O WBBM-



TV and mostly remained in the market until 1969. In 1970 he began his traveling ways, moving to the West Coast and reporting on a series of high-profile trials for the station, including those of the Chicago 7, Angela Davis and Charles Manson. "A Sacramento television station introducing me for a show said, 'What Walter Cronkite is to the space program, Bill Kurtis is to mass murder.' I decided it was time to move on."

Moving back to Chicago as co-anchor of the WBBM-TV nightly news with Walter Jacobson, Kurtis and the news team pioneered several changes that are commonplace today. Kurtis became the first local foreign correspondent, traveling overseas to report stories with a Chicago angle.

His biggest story came while he was a member of the station's investigative unit. Kurtis and the unit are credited with breaking the Agent Orange story. *Agent Orange: The Deadly Fog* aired in 1978, and information it provided eventually led to a

\$180 million judgment for veterans sprayed by the herbicide during the Vietnam War.

In 1982 CBS News offered him a post in New York as anchor of the *CBS Morning News*, a job he kept for 3-1/2 years. While on the East Coast, Kurtis did three documentaries for *CBS Reports*, including one that won a Peabody Award.

In 1985 Kurtis decided to leave the network and return to WBBM-TV. "I had gone to the network with the goal of becoming an anchor, but things had changed." Asked how, Kurtis recites an oft-heard criticism: "Today, some tabloid sensibilities have set in. It's more a competition of headlines. I enjoy the long form. Also," he adds, "anchoring would be too limiting."

Today, Kurtis might be found on archaeological digs in the Sahara or diving off the coast of the Galapagos Islands, as he did for *New Explorers*.

Kurtis might add educator to his list of titles: In a joint effort with the

Department of Energy, *New Explorers* is the video element of a classroom teaching tool. Airing to the Chicago public school system and communities across the country, "Skeletons in the Sand," a segment of *New Explorers*, has been seen by more than 5 million students. Another special is planned for January, this one from Antarctica.

Like a tornado, Kurtis shows no

signs of slowing down. His day starts at 9 a.m. when he arrives at Kurtis Productions for work on his A&E and PBS series. By 4:30 p.m. he's at WBBM-TV, where he anchors the 6 p.m. and 10:30 p.m. newscasts. When not at either one, he's most likely out of the country. The day he talked to *BROADCASTING & CABLE*, he had just returned from Bolivia, where he did a report on the destruction of the rain forest.

—SC

Anchor, WBBM-TV Chicago; host/executive producer, *Investigative Reports*, *American Justice*, *The New Explorers*; president, Kurtis Productions; b. Sept. 21, 1940, Pensacola, Fla.; BS, University of Kansas, 1962; JD, Washburn University School of Law, Topeka, Kan., 1966; DJ/news announcer: KIND(AM) Independence, Kan., 1958-60; KTOP(AM) Topeka, 1960-61; reporter: WIBW-TV Topeka, 1961-66; WBBM-TV, 1966-70; CBS News, Los Angeles, 1970-73; co-anchor, WBBM-TV, 1973-82; anchor, *CBS Morning News*, New York, 1982-85; current position since 1985; children: Scott, 28; Mary, 24.

Fates & Fortunes

BROADCAST TV

Appointments at National Empowerment Television, Washington: **Nancy Hinds**, producer, WMAR-TV Baltimore, joins in same capacity, *Capitol Watch* and *Insights with Robert Novak*; **Gordon Davis**, senior producer/director, WFTY (TV) Washington, joins as producer; **Pat Obermeier**, promotions producer, WGRZ-TV Buffalo, N.Y., named director, promotions.

Leslie Glenn, director, programing, research and cable, WAGA-TV Atlanta, joins WWOR-TV Secaucus, N.J., as director, programing.

Susan Sullivan, broadcast journalist, WCBS-TV New York, joins KNXV-TV Phoenix as news director.



Braverman

Alan Braverman, deputy general counsel, Capital Cities/ABC Inc., New York, named general counsel.

Mike Stutz, manager, operations, WTMJ-TV Milwaukee, joins WJXT-TV Jacksonville, Fla., as

news director.

Frank Forgey, VP/GM KFDX-TV Wichita Falls, Tex., joins WHTM-TV Harrisburg, Pa., as VP, sales and marketing.

Adrian Wisner, LSM, KTIV-TV Sioux City, Iowa, named GSM.

Karen Vigurs, manager, promotions, WHDH-TV Boston, joins KDFW-TV Dallas as director, creative services.

Richard Shae, southwest regional manager, MTM Television Distribution, Los Angeles, named VP, sales.

Janice Sonski, freelance writer/script consultant, DIC Entertainment, Burbank, Calif., named executive director, creative affairs.

Appointments at MGM Domestic Television, Santa Monica, Calif.:

Noranne Frisby, VP, central division, named senior VP, Chicago; **Bob Greenstein**, VP, southeastern division, named senior VP, Boca Raton, Fla.

Appointments at WMAQ-TV Chicago: **David Mayber**, LSM, named director, sales; **Lisa Churchville**, head, sales, named VP, marketing and programing; **Joanne Stern**, independent con-



CNN anchor Bernard Shaw will receive the *National Press Foundation's Sol Talshoff Award for excellence in broadcasting* on Feb. 23 at the foundation's dinner in Washington. The Award is named for the late **BROADCASTING & CABLE** founder-editor and recognizes Shaw's "constant adherence to the highest standards of

journalism." Shaw's career has spanned both broadcasting and cable, including stints with CBS and ABC before being named CNN principal anchor in 1980. Past award winners are Ted Koppel, John Chancellor, Don Hewitt, Robert MacNeil, Jim Lehrer, Ted Turner, Brian Lamb, David Brinkley, Roone Arledge, Ken Burns and Ed Bradley.

tractor, creative services, joins as director, advertising and promotion.

Roy Brunett, manager, communications, CBS News, New York, joins Fox Broadcasting Co., Beverly Hills, Calif., as director, news publicity.

Dolores Morris, VP, Walt Disney TV Animation, Los Angeles, joins Children's Television Workshop, New York, as VP, program development.



DiSalvo

Joseph DiSalvo, GSM, Viacom Enterprises, New York, joins Genesis Entertainment there as senior VP, East Coast sales.

Dan Sexton, executive producer, KRON Video Enterprises, San Francisco, named director, program development.

Appointments at NBC, New York: **Sasha Salama**, supervising producer/anchor, ABN, Singapore, joins ANBC as managing editor/anchor; **Deira Gerritsen**, VP, advertising sales, STAR TV, joins as head, sales, ANBC.

Cari Stein, executive producer, news, WMAR-TV Baltimore, joins Maryland Public Television, Owings Mills, Md., as executive producer, *To the Contrary*.

Swain Weiner, VP/NSM, Katz Ameri-

can Television, New York, named VP/GSM.

Gustavo Sagastume, VP, operations, WEDU-TV Tampa, Fla., named VP, national programing.

Jay Poynor, VP, production, United Media Enterprises, New York, joins Animagic Entertainment Group there as president/COO.

Christopher Russo, director, promotion, NBC, New York, named VP, marketing development and promotion.

Appointments at WMAR-TV Baltimore: **Stephanie Shearer**, managing editor, WKRC-TV Cincinnati, joins as producer, special projects; **Sandy Phillips**, press secretary for Councilman John

Ray, Washington, D.C., joins as assignment manager; **Terry Owens**, reporter, named co-anchor.

RADIO

Appointments at KSSK-FM Honolulu: **Linda Coble**, VP, community affairs and news operations/producer/anchor, named news director; **Dave Curtis**, reporter, named newsroom manager.

Mindy Jaslove, account executive, WOR(AM) New York, named sports marketing director.

Bobby Hatfield, manager, operations, WTVN(AM) Columbus, Ohio, joins WIBC(AM) Indianapolis as program director.



Guzmán

Vidal Guzmán, manager, marketing/production, *Latino USA*, University of Texas, Austin, joins Public Radio International, Minneapolis, as senior program manager, *A New World*.

Mary McCarthy, senior manager, affiliate relations, CBS Radio Networks, New York, named district director, southeast central region.

Ken Hawk, afternoon-drive air personality, WTTT-AM-FM Tiffin, Ohio, joins

WPHM(AM) Port Huron, Mich./WBTV (FM) Lexington, Mich., as program director.

Appointments at WSYR(AM)/WYYY (FM) Syracuse, N.Y./WBBS(FM) Fulton, N.Y.: **Joel Delmonico**, GSM, named GM; **Elizabeth Hamma**, LSM, named GSM.

Lisa Hakim, associate director, administrative services business office, ABC Television Network, New York, named director, finance, radio, Capital Cities/ABC Inc.

Appointments at Westwood One, New York: **Bill Michaels**, program director/air personality, Oldies channel, named program director, satellite-delivered format; **Ric Santos**, assistant program director, KHYL(FM) Auburn, Calif., joins as program director/air talent, Oldies channel; **Steve Penny**, on-air personality, Country format, named program director.

Mark Holtz, sportscaster, WBAP(AM) Fort Worth, joins Home Sports Entertainment, Irving, Tex., in joint contract with HSE and WBAP(AM), in same capacity.

CABLE



Raven

Abbe Raven, director, production services/executive producer, A&E Television Networks, New York, named VP, programming and production, The History Channel.

Appointments at Liberty Sports, Irving Tex.: **Jim Martin**, VP/COO, Liberty Media, named president, Liberty Sports Inc.'s regional networks; **Gretchen Bunn**, director, affiliate sales and marketing, named assistant GM; **Bill Craig**, VP, Liberty Sports Group, named VP, acquisitions; **Dan Fawcett**, counsel, adds assistant GM, KBL Network, to his responsibilities; **Glenn Gurgiolo**, VP/GM, Liberty Satellite Sports, named president; **Mike Kincaid**, senior VP, Prime Ticket Network, named president, Liberty Sports Ad Sales.

Appointments at Game Show Network, Culver City, Calif.: **Stephen Astor**, VP, marketing, Playboy Entertainment Group, Beverly Hills, Calif., joins in same capacity; **Robert Boden**, VP, program development, Mark Goodson Productions, Los

Angeles, joins as director, program services; **Jay Perlmutter**, controller, The Culver Studios, there, joins in same capacity.

Michael Wilbur, VP, financial/controller, Time Warner Cable, Boston, named VP, business planning and finance, Time Warner Cable's Full Service Network, Orlando, Fla.

Appointments at Turner Broadcast Sales Inc., Atlanta: **David Levy**, senior VP, sports sales, named senior VP, international sales; **Mark Lazarus**, VP, sports sales, named senior VP; **Liz Jan-neman-Russo**, VP, CNN sales, senior VP, sports sales; **Karen Grinthal**, VP/sales manager, T.E.N. sales, named senior VP; **Margaret Mollo**, VP/sales manager, children's entertainment sales, named senior VP, T.E.N. sales.

Appointments at Court TV, New York: **Rikki Klieman**, partner/counsel, Klieman, Lyons, Schindler, Gross & Pabian, Boston, and **Jan Rostal**, assistant federal defender, Legal Aid Society, Brooklyn, N.Y., named anchors.

Jerry Gaines, consultant, joins TCI Communications Inc., Englewood, Colo., as senior VP, telephony services.

Jerry Berkowitz, VP, sales and marketing, Parham Santana, New York, joins The Box, Miami, as director, marketing.

Appointments at Children's Television Workshop, New York: **Franklin Getchell**, senior VP, programming and production, adds creative director, media ventures, to his title; **Majorie Kalins**, group VP, production, named senior VP, programming and production.

MULTIMEDIA



Singman

Paul Singman, NSM, Multimedia Ad Sales, New York, named VP/NSM.

Bruce Mowery, executive VP/GM, BBDO, San Francisco, joins MNI Interactive there as VP, marketing.

Nancy Geller, senior VP, HBO Downtown Productions, New York, adds VP, original programming and executive producer, to her responsibilities.

John Berry, manager, special projects and new technology, Group W Network Services, Stamford, Conn., named manager, technical operations.

Johnathan Ressler, president, Peak Performance Marketing, New York, joins Marlin Entertainment Group there as VP, marketing and promotion.

ADVERTISING

Lisa Berlin, account executive, *Beverly Hills*, 90210, Hamilton Projects, New York, named VP, promotions, Los Angeles.

Appointments at Bates USA, New York: **Ari Schwartz**, VP, named senior VP, network supervisor; **Pat Spilker**, VP, named senior VP/manager, local broadcast.

Treva Webeck, freelance artist, Wunderman Cato Johnson, New York, named art director.

DEATHS



Currin

Lee Currin, 70, senior VP, East Coast programs and program planning, NBC Entertainment, died Oct. 21 in Rockville Centre, N.Y. Currin had been with NBC since 1978. Prior to joining NBC,

he worked at CBS in programming sales. Before that, he spent 14 years with Benton & Bowles advertising agency. He is survived by his wife, Helen, and five children.

Dana Thompson, 27, director of affiliate sales and marketing, central region, fX, was among the victims in the crash of American Eagle flight 4184 last Monday. Thompson previously worked as a regional manager at USA Networks and was a member of Women in Cable and CTAM. She is survived by her father. In lieu of flowers, donations may be made to the Pontiac (Ill.) Public Library Building Fund.

Kathleen Finley, 44, office manager, scriptwriter for late film director King Vidor, died of cancer, Oct. 23, at her home in West Los Angeles. Finley performed the voice-over for the famous cartoon dog Marmaduke and many other broadcast commercials. Her father, Mark Finley, is an audio-video promotion executive who runs a communications consulting business. Finley is survived by her parents and one sister.

—Compiled by Denise Smith

U.S. District Court was not receptive to arguments that the FCC should take another look at its crossownership waiver for Fox. The waiver allows Rupert Murdoch to own both a TV station and a newspaper in New York City. Murdoch owns the *New York Post* and Fox O&O WNYW. Lawyers representing minorities argued last week that the FCC should have granted a temporary, rather than a permanent, waiver to Fox. Observers said the judges appeared hostile to arguments by attorneys representing minorities. One judge suggested that Murdoch might qualify as a minority because he is from Australia.

ABC has added 11 new weekly 30-second spots to its prime time schedule, a network spokeswoman confirmed last week. She declined to say where the spots have been added but insisted they were not coming at the expense of affiliate inventory. She said spots were added to keep up with the demand for time by advertisers on the schedule. One executive estimated the spots might add \$55 million to the network's annual ad revenue base.

Number-two cable MSO Time Warner is among the companies looking to acquire all or part of Cablevision Industries, according to CVI Chairman/CEO Alan Gerry. CVI, which provides cable service to more than 1.3 million subscribers, also is said to be among a handful of MSOs being courted to partner with US West.

The United/Paramount Network confirmed Friday that Michael Sullivan has been named president, entertainment. Sullivan is president of Michael Sullivan Productions and formerly was a development executive at ABC. Sullivan will report directly to UP President/CEO Lucie Salhany.

NBC will switch affiliates in

Sony making music with MTV

Sony Music Entertainment, which is attempting to launch its own music video cable network, appears to be hedging its bet by signing a global music video license deal with MTV Networks. Ironically, MTV still faces the threat of competition from a rival music video network planned by Sony and five other music industry giants: Warner, Bertelsmann, EMI, Polygram and Ticketmaster. Sony's willingness to cooperate with MTV is likely to win points at the Justice Department, which earlier this year raised some anticompetitive concerns over the planned record industry network. —RB

32nd-ranked market Raleigh-Durham, N.C., on Oct. 1, 1995, moving from WRDC(TV) to Outlet-owned WYED(TV), currently an independent. The network cited its longstanding relationship with Outlet as the reason for the switch.

Disney's Buena Vista Television syndication unit has begun to clear a new talk show featuring KFI(AM) Los Angeles personality Stephanie Miller for a late-night talk strip. Buena Vista has cleared the one-hour show in six of the top 10 markets and nine of the top 20. The syndicator will split the show's 14 minutes of commercial time evenly with stations, which are being asked to air it at 11 p.m.-1 a.m. Top stations buying the show include WGBS-TV Philadelphia, WHDH-TV Boston, WDCA Washington, KTXA Fort Worth, WKBD Detroit and KHTV Houston.

Turner Broadcasting System reported a loss in net income of \$4.6 million during third quarter 1994 versus a \$1 million profit for the

same quarter last year. TBS said the results reflected a \$25 million charge of early repayment of debt and the loss of Atlanta Braves revenue during the baseball strike. Third-quarter revenues climbed to \$739 million from \$501 million, a 47% boost, in a year-to-year comparison.

FCC Commissioner Andrew Barrett says the cards are stacked against minorities and women who want to bid for PCS licenses. In remarks before a GTE group in Las Colinas, Tex., last Thursday, he said those groups—called designated entities by the commission—lack access to capital and will have a difficult time covering the costs associated with building a system. Barrett also suggested that big companies plan to block designated entities from winning licenses. He also noted that rumors are circulating that some companies are planning to take advantage of incentives for designated entities by hiring women and minorities to front for them.

Cablevision and ITT denied rumors circulating for more than a week that their deal to buy New York's Madison Square Garden (which includes the MSG Network and the New York Knicks and Rangers) was falling apart. "I can't deny it strongly enough," said ITT's Jim Gallagher. "We don't know of any foundation to the rumors," said Cablevision's Norm Fein. The New York State attorney general's office and the Justice Department are conducting antitrust investigations, and Gallagher confirmed that Justice recently asked for more information concerning its investigation. Both parties say they expect the deal to close by year's end.

The United/Paramount Network isn't sending a representative to the low-power-television Community Broadcasters Association's conference (Nov. 5-7) after

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all. Indeed, U/P executives said they were surprised to read in the Oct. 31 issue of *BROADCASTING & CABLE* that they had made a "commitment" to do so. Not so, they say. Conference organizers confirmed last week that they were unsuccessful in their attempts to get U/P to send someone. "They definitely considered it and said they would try, but at the end of the day they said the notice was short and they were too busy," said CBA's Jim Herbert.

The FCC last week granted Fox Television Stations permission to transmit NFL games and other sports, news, entertainment and live programming to three Mexican TV stations.

The stations—XETV-TV Tijuana (which reaches San Diego), XHNUL-TV Nuevo Laredo (serving Laredo, Tex.) and XHRTA-TV Reynosa/Matamoros (serving Brownsville, Tex.)—can carry Fox programming for five years, effective Oct. 28. The FCC says the decision will enable "Mexican stations to provide over 1 million U.S. television homes along the Mexican/U.S. border with live programming not otherwise available." The agency acted over the objections of KUSI-TV San Diego.

The NAB has signed a temporary lease for office space for at least one year.

The NAB's downtown Washington headquarters is slated to undergo a major renovation, including costly asbestos removal, while the staff resides at 2001 Pennsylvania Ave. That same building formerly housed the Electronic Industries Association; EIA is moving across the Potomac River to Arlington, Va. NAB staff is not expected to move until late January or early February.

NSS POCKETPIECE

(Nielsen's top ranked syndicated shows for the week ending Oct. 23. Numbers represent average audience/stations/% coverage.)

1. Wheel of Fortune	13.8/224/98
2. Jeopardy!	11.1/216/98
3. Entertainment Tonight	8.0/175/93
4. Oprah Winfrey Show	7.8/234/96
5. Star Trek: Deep Space 9	7.6/239/99
6. Roseanne	7.5/183/96
7. Hard Copy	6.8/176/93
8. Baywatch	6.5/220/95
9. Inside Edition	6.3/169/93
10. Married...With Children	5.8/176/93
11. Family Matters	5.7/189/93
11. Wheel of Fortune—wknd	5.7/169/76
13. Cops	5.6/182/95
14. A Current Affair	5.3/170/94
15. Fresh Prince of Bel-Air	5.2/128/87

WASHINGTON

Merger patrol

Anne Bingaman, chief of the Justice Department's antitrust division, is keeping her promise to actively review all telecommunications mergers. To help accomplish that goal, the division has created a special "telecommunications task force," which it hopes to staff with 20 lawyers. The antitrust division long has had a communications and finance section; that's now been renamed computer and finance. Antitrust division veteran Don Russell will head the task force.

NEW YORK

True facts?

Contrary to recent daily newspaper accounts, Metro North transit services and New Jersey Transit have not pulled their ads from Bob Grant's afternoon talk show on WABC(AM), according to officials of both companies.

Grant has been charged with promoting racism and hatred toward blacks on the air by black leaders Jesse Jackson and Al Sharpton, who called for a boycott of advertisers on Grant's show two weeks ago. Almost simultaneously, Metro North and NJ Transit ads disappeared from the air. But Metro North and NJ Transit officials say their customary short-term advertising contract with Grant's show simply had expired at the end of October. New ads for Metro North are slated to appear on the show beginning Nov. 7, a company official says. NJ Transit ads also are scheduled to resume on Grant's show later this month. However, a NJ Transit spokesperson says the company is considering pulling out of its upcoming ad contract "as a result of the controversy" over Grant.

Unexpected departure

WOR Radio Network political talk show host Gene Burns resigned unexpectedly after his afternoon show Oct. 25. Industry insiders say there were differences between Burns and WOR(AM) management. Station management declined comment on the reason, but said that they are seeking a permanent replacement for Burns, who joined the network three years ago. Burns had back surgery last

month and had worked only sporadically for the past several weeks.

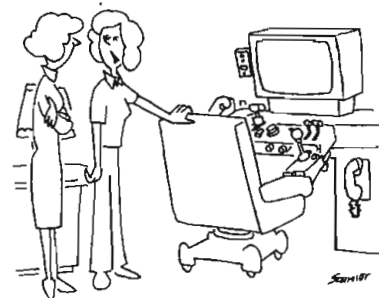
Talk candidates

Soon-to-be-CBS-late-night-host Tom Snyder is expected to host his last live show for CNBC on Dec. 1 and will be seen in reruns on the cable network through the end of the month. Meanwhile, CNBC is close to signing a deal with actor Charles Grodin to take over the Snyder slot, with comedian David Brenner as runner-up. Another new face reportedly making its way onto CNBC in a later time slot is CNBC/America's Talking president and CEO Roger Ailes, who already hosts critically acclaimed talk show *Straight Forward* on AT.

LOS ANGELES

News and views

Fox news executives, including Ian Rae, David Corvo and Andrew Neal, are scheduled to meet with Rupert Murdoch and other corporate executives in Los Angeles today (Nov. 7). On the agenda: decisions about near-term news program plans. The network has been developing a new magazine show for prime time, *Full Disclosure*, to be produced by Corvo and anchored by Neal. But recently, executives have been exploring a possible nightly late-night news program, a concept reportedly favored by Murdoch. Fox sources say confusion has reigned during the past few months over which direction the network will take. Neal is said to be antsy for a decision—he signed on for a weekly show—and hasn't ruled out resigning if a decision isn't made soon. The official word from Fox is that *Full Disclosure* is set to be a midseason replacement.



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Julie Barnathan, whose force was with ABC for 37 years, and whose momentum is with us still.

Bob Bennett, who proved to the world how uncommonly successful one could be by being an uncommon broadcaster.

Louis Caldwell, who virtually invented radio regulation, back when regulators and the industry were more nearly on the same side.

Fred Coe, who gave us *Marty* and memories by the score.

Jimmy Durante, whose humor was exceeded only by heart.

Michael Fuchs, who gave up a law career to produce cable television magic. Trading one Blackstone, as it were, for another.

Merv Griffin, the onetime band singer who built a show business dynasty that threatens to outlast us all.

Claude Ernest Hooper, whose ratings made radio salable and all our opinions count.

Harold Hough, the "Hired Hand" from Fort Worth and the epitome of a media pioneer.

Glenn Jones, who parlayed a Volkswagen into a cable empire, and has taken on the challenge of educating the world.

Michael Landon, who started out as Little Joe and grew in stature with every role.

Guglielmo Marconi, who started it all.

Garry Marshall, the creative and comic genius who gave us far more *Happy Days* than we ever expected.

Dennis Patrick, whose political courage in behalf of broadcasters' First Amendment rights has changed the

course of history.

Dan Rather, who carries on in the tradition of Murrow and Cronkite while ever making it on his own.

Diane Sawyer, who keeps breaking barriers and setting precedents as she ascends the journalistic heights.

Susan Stamberg, who created and styled an old/new kind of radio journalism that is as distinctive as it is comprehensive.

There are now 119 Fifth Estaters in our Hall of Fame, a list that by now is glorious. Year by year, we're getting there.

Another fine mess

TV Marti, the USIA-run Cuban program service, is a bad joke that gets worse with retelling. Its failings—expensive, ineffective, politicized—have been enumerated by legislators, bureaucrats, broadcasters and editorial writers for years. Yet it remains "the teflon transmitter," a multi-million-dollar monument to special interest.

The latest argument for deep-sixing the service comes from USIA's own attorneys in a brief defending the agency's failure to comply with a 1993 court judgment against TV Marti. The lawyers concede the service is required by law to provide "accurate, objective" news. But having yielded the point, they proceed to make a mockery of it. "Congress did not establish TV Marti as an academic exercise in disinterested journalism," they argue. "Whether," "what" and "how" to cover the news, they say, "cannot meaningfully be made in a policy vacuum; [those decisions] must ultimately be made by appropriate American government officials in light of TV Marti's guiding statutory mission to further the 'foreign policy of the United States.'"

That's not objectivity; it's propaganda. It's also just one more in a growing list of reasons that TV Marti should be scrapped.

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