

# The LPTV Report

News and Strategies for Community Television Broadcasting

Vol. 7, Issue 1

January 1992



The final confrontation between Batman (Michael Keaton) and his arch enemy, The Joker (Jack Nicholson), in the belltower of Gotham City's Cathedral. From the movie, *Batman*, distributed by Warner Bros. Domestic Television Distribution.

## The SIXTH ANNUAL DIRECTORY Of LPTV Programming Suppliers

LPTV Report  
P.O. Box 25510  
Milwaukee, Wisconsin 53225-0510

**ADDRESS CORRECTION REQUESTED**

MCCO-0388-0891-0792 SB  
FRED MCCORMACK  
PO BOX 17860  
ST PAUL, MN 55117-7860

**DATED MATERIAL**

BULK RATE  
U. S. POSTAGE  
**PAID**  
Manchester, N.H.  
Permit No. 1926

More and more program suppliers are discovering LPTV. And more and more LPTV stations are buying syndicated product. In fact, with new stations signing on at the rate of some 17 every month, and an annual industry growth rate of 35%, the LPTV market is one of the most promising for 90's program suppliers:

Last September, we sent questionnaires to every program syndicator we could locate asking what they had available for LPTV stations. The following companies responded. Many have much more product than we could even begin to list.

So if you're looking for programming, here's a good place to start.

### AdCraft Associates, Inc.

6100 Dutchmans Lane, 7th Floor  
Louisville, KY 40205

**Contact:** Rick Redding, Director Program Distribution  
(502) 473-1124

**Type of payment:** Barter

**Type of programming:** Series, Specials, Sports.

**Sample titles:** "PGA's Golf Almanac."

### African Family Films

P.O. Box 630  
Santa Cruz, CA 95061-0630

**Contact:** Taale Rosellini, Director  
(408) 426-3133

**Type of payment:** Free

**Type of programming:** Documentaries, Educational, Family, International.

*continued on page 4*

## The Gospel According To RGT Antennas — Part II

—by Robert G. Truscott

Well, brothers and sisters, the "Reverend Mr. Know-it-all" is back to preach at you again. You may recall that in my last sermon (see *LPTV Report*, August 1991), I talked about antennas and how so many of you had chosen the wrong ones and put them in the wrong places, thus ensuring that your income potential would always be lower than it should be.

Those remarks may have offended some of you. If so, I'm sorry. But not sorry I made them, because it's important that you recognize the folly of choosing antenna locations based only on the availability of existing towers without regard to where your antenna should be in order to best serve your community.

There are instances where existing towers are ideal, but they are definitely in the minority. In most cases, you would be well advised to spend the extra money to build your own tower. You will make up the difference with increased sales.

### *Fool the Viewer*

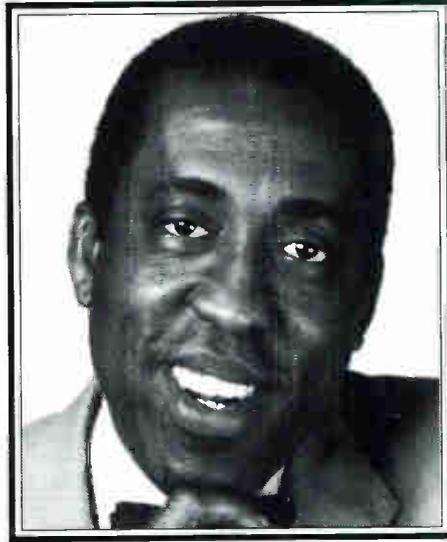
And now that I've stirred up a lot of new business for the tower companies, let's get down to the meat of this month's sermon—which I call "Fool the Viewer." In most cases, it's not nice to fool people—unless, of course, it's for their benefit.

And that's the intent of this sermon—to fool the viewers into believing that your new LPTV is no different than the big stations. So what do we have to do to accomplish that little bit of deception? Not much—just provide your viewers with a picture at least as good as those of the full power stations in your area. Sounds simple, doesn't it? It is—like brain surgery—simple, if you know how.

It's not my intention to make brain surgeons out of you, because you probably can't afford the malpractice insurance. However, there are certain surgical procedures you can perform on your transmission systems. These can be easily summed up in one simple statement: "Put the right antenna at the right height in the right location."

If you are already on the air and your

*continued on page 10*



## Change. You can do it again.

**A** child looking to the future. Looking for opportunities that will allow him to change and to grow. His vision will eventually lead him to a position of great power. Arriving at his destination required his ability to make changes along the way. ■ Join us in New Orleans in 1992 as NATPE International presents their 29th Annual Program Conference and Exhibition. There you can explore the world of change. How to manage it and make the most of it.

*(Pictured)*

### **Bob Gore**

*NATPE member and Director of Sales,  
Group W Target Marketing, New York*

**Managing  
Change**

1992 ■ PROGRAM CONFERENCE ■ JANUARY 20 - 24 ■ NEW ORLEANS

**NATPE  
INTERNATIONAL**

10100 SANTA MONICA BLVD. SUITE 300 LOS ANGELES CA 90067 (213) 282-8801

Circle (177) on ACTION CARD



## In Our View

Happy New Year!

1992 will surely be an interesting year — for all of the television industry.

The FCC released a Notice of Inquiry last August to "Review the Policy Implications of the Changing Video Marketplace" (MM Docket No. 91-221). Briefly, the Commission requested comments on how broadcast television would be affected by four things: 1) the increasing competition of other video suppliers and the resulting fragmentation of audiences; 2) new technologies such as digital compression; 3) the dual revenue streams enjoyed by several of broadcast television's competitors; and 4) the rapid increase in national programming sources.

The Commission was especially concerned about how these changes would affect — and how it could protect — what it called its "core goals" of localism, diversity, nationwide availability of service, and the public interest standard.

The Community Broadcasters Association responded with comments just before the November convention, asserting in an economic argument that the LPTV industry is already positioned to preserve local service and therefore should be encouraged.

While large centralizing currents in the video industry are "leading the nation away from these core goals," said CBA, "... the rapidly growing LPTV industry represents a contrary trend." CBA argued that LPTV is the only broadcast technology that can afford to serve smaller markets. Because LPTV stations are comparatively inexpensive to build and operate, they can respond to niche market forces instead of having to cater to the lowest common denominator national mass market.

"In sum," said CBA, "LPTV is fulfilling, and has the potential to continue to fulfill, all the core goals: it provides local service; it can serve diverse audiences rather than only a mass audience; and stations can be built in communities of almost all sizes nationwide. The public interest is well served as a result."

It concluded by urging the Commission to consider effects on LPTV as well as on full power broadcasters during its Inquiry.

We hope that the Commission can give the attention to these comments that they deserve. The Notice of Inquiry itself was initiated in response to the working paper

on the future of broadcast television issued in June by the FCC's Office of Plans and Policy (see *LPTV Report*, August 1991, pages 8-9). The authors of that paper, as we discovered, "did not think of considering LPTV stations explicitly" in their analysis.

Obviously.

If they had, they could not have reached some of the conclusions they did.

In a separate statement accompanying the Notice, Commissioner Ervin Duggan warned that the FCC's power to protect broadcasters is limited and that the real answer to competitive challenges must come from broadcasters themselves.

"Broadcasters need to invent a whole new future," he said. "They need, as never before, to innovate: to launch a new era of research, technical innovation, and imaginative programming... creating new services and forging new alliances that will expand their channel capacity and energize their programming."

We want the Commission — and the television marketplace — to know that LPTV stations are already inventing a whole new future. And they invite full power broadcasters to work together with them to create new expressions of localism, diversity, and public service for all the individual communities of people in the United States.

...

Just a word of thanks to Hal Pontious who helped us get this issue's cover



## Barter 152 Shows!

### Ozzie and Harriet

(Ricky sings on many shows)

Many other vintage TV shows... movies, too!

**Call for free catalog:**

Leisure Features Syndicate

**619/551-0504**

Circle (104) on ACTION CARD

photo and who pored over the programming directory to make sure no one was left out.

And a most successful New Year to everyone!

### The LPTV Report

5235 North 124th Street, Butler, WI 53007

(414) 781-0188

FAX: (414) 781-5313

John Kompas: *Publisher, Director of Sales & Marketing*

Jacquelyn Biel: *Associate Publisher & Editor*

Katie Reynolds: *Account Executive*

Anne Rosenberger: *Staff Reporter*

John Scott Lewinski: *Contributing Reporter*

Mary Lawler: *Administrative Assistant*

*Columnists:* John H. Battison, P.E., Peter

Tannenwald, Joe Tilton

*Guest Contributor:* Robert G. Truscott

*Typography:* Graphic Innovations

*Layout:* Debi Muraro, Graphic Innovations

*Printing:* Cummings Printing Co.

*Printing Coordinator:* John Foss,

Cummings Printing Co.

\*\*\*\*\*

### Advertising Sales:

**Katie Reynolds**

(414) 781-0188 FAX: (414) 781-5313

Affiliations: **CBA**

*The LPTV Report* is an official information channel of the Community Broadcasters Association.

**Community Broadcast Publishers, Inc.**

S.E. Bradt: *President & Chief Executive Officer*

Richard P. Wiederhold: *Vice President &*

*Treasurer*

\*\*\*\*\*

*The LPTV Report*, ISSN 0892-5585, is published monthly by Community Broadcast Publishers, Inc. 5235 North 124th Street, Butler, WI 53007, or P.O. Box 25510, Milwaukee, WI 53225-0510. ©

Copyright 1992 by Community Broadcast Publishers, Inc. All rights reserved.

Subscription price: 1 year, \$35.00; 2 years, \$55.00.

Outside USA: 1 year, \$43.00; 2 years, \$71.00.

Back Issues: \$3.75 each. POSTMASTER: Please

send address changes to: *The LPTV Report*, P.O. Box 25510, Milwaukee, WI 53225-0510.

**ACTIVE 64-16**

controls up to 16 VCRs  
16 X 5 built-in switcher  
4 built-in C.G.s  
starting at 3499.00

**TELECASTER 4**

4 channel C.G.  
starting at 1999.00

**TELECASTER 1**

1 channel C.G.  
starting at 700.00

**TELECASTER 4A**

controls up to 16 VCRs  
16 X 5 built-in switcher  
4 built-in C.G.s  
starting at 2499.00

**ARC Racks**

modular editing consoles  
2 bay starting at 873.00  
UPS SHIPPABLE SUB ASSEMBLIES

Turnkey systems  
are our specialty

Adtec Productions, Inc 467 Myatt Dr. Madison, TN 37115 Ph: 615-226-7503

## Circle (149) on ACTION CARD

**Directory**

continued from front page

**Sample titles:** "Adama, The Fulani Magician" (portrait of renowned West African magician), "Dance Of The Bella" (entrancing dance in Sahara Desert), "Diro and His" (portrait of elder musician who constructs a musical bow and

plays a hide-and-seek game with African village children).

**Agrivision Broadcasting, Inc.**

131 East Exchange, Suite 121  
Ft. Worth, TX 76106

**Contact:** Patrick Gottsch, Program Director  
(817) 624-3800

**Type of payment:** Cash & Barter

**Type of programming:** News/News Stories (Agricultural), Variety/Music (Polka), Markets, Weather.

**Sample titles:** "Big Joe Polka Show" (polka bands, dancers, and fun hosted by Joe Siedlik), "Chmielewski Funtime" (half-hour polka variety show filmed at Ironworld Polka Festival).

**Alden Films**

P.O. Box 449  
Clarksburg, NJ 08510

**Contact:** D. C. Weinberg, President  
(908) 462-3522; Fax (908) 294-0330

**Type of payment:** Cash

**Type of programming:** Documentaries, Religion.

**Sample titles:** "Israel—The Promise" (Israel today, its people, its hopes, its future), "The Maestro's Legacy" (exciting Rubinstein piano competition), "And There Was Light" (how the Bible was written; an exciting history using art to illustrate the way), "Draw The Human Head" (Duane Hogarth illustrates the techniques of drawing the human head).

**Alice Entertainment, Inc.**

1693 Mission Drive, Suite 201  
Solvang, CA 93463

**Contact:** Alice Donenfeld, President  
(805) 688-1523

**Type of payment:** Cash, Barter, Cash & Barter, Time Bank

**Type of programming:** Animal/Nature/Outdoors, Animated, Cartoons, Comedy, Docu-Drama, Fashion, Features/Packages, International.

**Sample titles:** "Fruitties" (26 half-hours animated/first run), "The White Camel" (hour animated/Christmas Special/first run), "Little Prince" (26 half-hours animated), "Czech Animation" (18 half-hours animated first run),

"The Bluffers" (13 half-hours animated/first run), "Children of Liberty" (8 half-hours plus 90-minute feature film/first run), "Sunshine Porcupine" (half-hour animated/Easter special).

**All American TV**

205 Lexington Ave.  
New York, NY 70016

**Contact:** Carl Menk, Executive Vice President  
(212) 685-1700

**Type of payment:** Cash

**Type of programming:** Animated, Comedy, Educational, Features/Packages, International, Mini-Series, News/News Stories, Variety/Music.

**America's Defense Monitor**

1500 Massachusetts Avenue, NW  
Washington, DC 20005

**Contact:** Mark Sugg  
(202) 862-0700

**Type of payment:** Free to stations that can receive satellite feed

**Type of programming:** Documentaries, Educational, Series, Public Affairs—Military and International.

**Sample titles:** "Building Weapons or Building Classrooms" (compares military and civilian spending), "Missile Defenses" (promises, pitfalls of latest version of Star Wars).

**America's Disability Channel/The Silent Network**

1777 NE Loop 410, Suite 1401  
San Antonio, TX 78217

**Contact:** Scott Senter, Director of Operations  
(512) 824-7446

**Type of payment:** Cash

**Type of programming:** Animal/Nature/Outdoors, Animated, Documentaries, Educational, Family, Fashion, Magazine/Talk, Program Inserts/Shorts, Religion, Series, Specials, Sports, Variety/Music, Children's Programs accessible for the deaf, Narrated Programs for the blind.

**Sample titles:** "Destination Vegas" (accessibility tour of Las Vegas), "Kim's World" (children's program by Kim Powers who is deaf and blind), "Deaf Connection" (talk show for deaf Americans), "President's Committee '91" (offi-

**Custom Loaded Videocassettes**

- All NEW Tape
- All Major Brands
- 3/4", VHS or Betacam
- Any Length
- Shelf Cases-Sleeves
- Packaging & Fulfillment

**Excellent Service  
Great Prices**

**CoarcVideo™**

**(800) 888-4451**

PO Box 2 • Route 217  
Mellenville, NY 12544  
FAX (518) 672-4048

Circle (28) on ACTION CARD



## Quality. From top to bottom.

At Cablewave Systems, quality is more than a promise. It's an uncompromising commitment. It always has been, it always will be. And because **BOGNER® antennas** are now manufactured by Cablewave Systems, you can expect the same rigorous attention to quality.

We offer the full range of Bogner slot array design antennas. With their patented design, Bogner antennas continuously transmit a redundant signal, which results in a brighter, sharper picture.

In addition, Bogner antennas are cost-efficient. Their unique design eliminates the need for pressurization equipment.

What's more, Bogner antennas are now part of Cablewave System's complete RF subsystems, which include Flexwell transmission lines, connectors and accessories.

To find out more about Bogner antennas and our RF subsystems, contact Cablewave Systems.

**RFS Cablewave Systems**  
DIVISION OF RADIO FREQUENCY SYSTEMS, INC.  
60 Dodge Avenue, North Haven, CT 06473  
(203) 239-3311 FAX 234-7718

**BOGNER®**  
antennas

## LPTV STATIONS WANTED

Movie producer and programmers seek Low-Full power stations.

We have the cure for soft sales and needed revenues.

We are buying LPTV stations. If your station is in trouble or you are just tired, please phone us at 214-994-3490.

Our formats and programming are network quality and we have over 40 years movie and television experience. Silver Screen Features, IV  
326 S. Main Street • Suite 125  
Grapevine, TX 76051

Circle (13) on ACTION CARD

cial coverage of President's Committee on Employment of People with Disabilities annual meeting).

### American Chiropractic Association

1701 Clarondon Blvd.

Arlington, VA 22209

**Contact:** David Honeko, Assistant Communications Director  
(703) 276-8800

**Type of payment:** Free

**Type of programming:** Educational, News/News Stories, Public Service Spots.

**Sample titles:** "Taking Steroids Is Like Blowing Up A Balloon" (public service spots).

### American Motion Pictures

2247 15th Avenue West

Seattle, WA 98119

**Contact:** Jacki Artley, Vice President-Syndication  
(206) 282-1776

**Type of payment:** Cash & Barter

**Type of programming:** Documentaries, Educational, Magazine/Talk, Program Inserts/Shorts, Series, Specials.

### AMI News

50 Fashell Way

Orinda, CA 94563

**Contact:** Rob Brown, Vice President/General Manager  
(510) 254-4456

**Type of payment:** Free

**Type of programming:** Animal/Nature/Outdoors; Sports; Ski, Camp, and Fish Reports.

**Sample titles:** "Ski Report" (local ski report), "Camp Report" (CA, NY camping report).

### Aristo Video Promotions

P.O. Box 22765

Nashville, TN 37202

**Contact:** Jeff Walker, President  
(615) 269-7071; (615) 269-7072; Fax (615) 269-0131

**Type of payment:** Free

**Type of programming:** Music video clips (served free of charge for scheduling. Aristo does require detailed information on playdates, play frequency, etc.).

### Army/Air Force Hometown News

Kelly AFB, TX 78241-5000

**Contact:** Max H. Sydow, Chief-Marketing Division  
(512) 925-6261

**Type of payment:** Free

**Type of programming:** Documentaries, Features/Packages, News/News Stories, Holiday Greetings (feature news stories highlighting military service members. Programs are distributed to television stations in service members' hometowns).

### Army Sports Broadcasting Network

P.O. Box 551

White Plains, NY 10602

**Contact:** Gus Nathan, Network Coordinator  
(914) 693-2400

**Type of payment:** Cash & Barter

**Type of programming:** Documentaries, Sports.

### A\*S\*A\*P

8808 Canyon Rim Way, Suite 201

Las Vegas, NV 89117

**Contact:** Herbert Rossin, President  
(702) 363-0660

**Type of payment:** Barter

**Type of programming:** Animal/Nature/Outdoors, Docu-Drama, International, Magazine/Talk, Specials, Sports, Variety/Music.

**Sample titles:** "The Asian Games" (Olympic-type games every four years, 16 hours), "Wild Woman of Wrestling" (weekly half-hour ladies' wrestling), "Astrology Today" (weekly hour astrology show), "Video Show" (daily half-hour music video show).

### ASN Television Group

P.O. Box 3598

Muscle Shoals, AL 35662

**Contact:** Les White, Vice President/General Manager  
(205) 381-2600

**Type of payment:** Cash, Barter, Free

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Comedy, Docu-Drama, Documentaries, Drama, Family, Fashion, Magazine/Talk, Mini-Series, Series/First Run, Specials, sports, Variety/Music.

**Sample titles:** "Neat Stuff" (magazine show—various subjects for all demographic), "Fishin With Big O" (fishing program emphasis on Small Mouth Bass), "Sports Business" (hosted by Evan Weiner).

### Associated Press Broadcast Services

Broadcast News Center

1825 K Street, NW

Washington, DC 20006-1253

**Contact:** Daryl Staehle, Director of Sales & Marketing  
(202) 736-1100

**Type of payment:** Cash

**Type of programming:** Features/Packages, News/News Stories, Sports, Graphics.

### Associated Production Music

6255 Sunset Blvd., Suite 820

Hollywood, CA 90028

**Contact:** Connie Red, Broadcast Sales Director  
(213) 461-3211; (800) 543-4276

**Type of payment:** Cash

**Type of programming:** Production Music Libraries—APM represents 500 CD's from four different CD libraries: KPM, BRUTON, SONOTON, and THEMES. Broadcast 2 is a selection of 30 CD's with 8 yearly updates.

### Becker Satellite Network

Kiowa, KS 67070

**Contact:** Scott Becker, Chief Executive Officer  
(316) 825-4000

**Type of payment:** Cash & Barter

**Type of programming:** Variety/Music, Satellite audio service.

**Sample titles:** "Radio New York International" (offshore radio station), "Simply EARresistable" (music, comedy, business showcase, live call-in talk show), "Let's Talk Radio" (Ham radio show).

### BE-TV

2020 Wyandotte, P.O. Box 413671

Kansas City, MO 64141

**Contact:** Rich Crowe, Director of Marketing  
(816) 842-BETV

**Type of payment:** Free

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Animated, Cartoons, Comedy, Educational, Family, Magazine/Talk, Specials, Sports, Variety/Music, Movies.

**Sample titles:** "Do It Yourself" (easy-to-do projects), "Funny Business" (comedy and music), "Antique Cars" (restoration of cars and auto history), "Sci Fi Theater" (2 movies—2 serials).

### Bill Burrud Productions

16902 Bolsa Chica, #203

Huntington Beach, CA 92649

**Contact:** Linda Karabin-Hecomovich, Vice President-Production  
(213) 592-3486

**Type of payment:** Cash

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Documentaries, Drama, Educational, Family, Features/Packages, Series, Specials.

**Sample titles:** "Amazing World" (world exploration), "Animal Odyssey" (wildlife), "Big Ten Family Specials," "True Adventure," "New! Animal World," and more.

## *billy dilworth* enterprises

Syndicated Newspaper Columnist

Billy Dilworth TV Show, Nation's Longest Three-Hour Live Saturday Night Show, With Country Videos, Star Interviews, WNEG-TV, Toccoa, GA. For info, call 404-776-6366, or write Box 196, Cornelia, GA 30521.

### Billy Dilworth Show

Box 196

Cornelia, GA 30521

**Contact:** Billy Dilworth, Producer  
(404) 776-6366

**Type of payment:** Cash

**Type of programming:** Variety/Music.

**Sample titles:** "The Billy Dilworth Show" (live three-hour country music video show with Nashville guests. The show, in its sixth year, airs Saturday 8 p.m. to 11 p.m. The stars appearing include Jerry Reed, Bill Anderson, Ronnie McDowell, Randy Travis, Alan Jackson, Billy Joe Royal, plus many more from Nashville and the "Grand Ole Opry").

**BizNet/U.S. Chamber of Commerce**

1615 H Street, NW  
Washington, DC 20062

**Contact:** Frank Allen Philpot, Director of Syndication & Research; Vanessa Potts, Assistant Manager-Syndication  
(202) 463-5834

**Type of payment:** Barter

**Type of programming:** Magazine/Talk, News/News Stories, Public Affairs, Business & Domestic News.

**Sample titles:** "It's Your Business" (weekly business/political issues program).

**Blue Feather Company**

N8494 Poplar Grove Road  
P.O. Box 669

New Glarus, WI 53574-0669

**Contact:** Jennifer Jarik, Producer  
(608) 527-5077

**Type of programming:** Various. Please contact us for more details.

**Bonneville Communications**

130 Social Hall Avenue  
Salt Lake City, UT 84111

**Contact:** Ailsa Williams, Senior Media Representative  
(801) 237-2468

**Type of payment:** Free

**Type of programming:** Family, Magazine/Talk, Religion, Series, Specials, Variety/Music.

**Sample titles:** "Music and the Spoken Word" (music by the Mormon Tabernacle Choir), "Families Are Forever" (magazine/talk—offering advice and solution to family problem situations), "Mr. Krueger's Christmas," "Nora's Christmas Gift," "The Other Wise Man,"

"Carols of Christmas," (specials for the Christmas season in English, Spanish, Portuguese, Italian, and French), "Easter Dream" (Easter special), "The Last Leaf" (based on O. Henry's story).

**The Cable Agency**

1565 Laskin Road  
Virginia Beach, VA 23451

**Contact:** Scott Hessek, Vice President  
(804) 422-5652

**Type of payment:** Cash

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Documentaries, Educational, Magazine/Talk, News/News Stories, Program Inserts/Shorts, Religion, Specials, Sports.

**Sample titles:** "Broker U.S." (Asian and African series).

**Cable Films**

P.O. Box 7171, Country Club Station  
Kansas City, MO 64113

**Contact:** Herb Miller, President; Todd Randall, Vice President  
(913) 362-2804

**Type of payment:** Cash, Cash & Barter

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Animated, Cartoons, Comedy, Docu-Drama, Documentaries, Drama, Educational, Family, Features/Packages, Program Inserts/Shorts, Series, Variety/Music.

**Sample titles:** "Angel & The Badman/Helltown" (12 John Wayne features, 13 Roy Rogers), "Secret Agent/Man Who Knew Too Much" (7 Hitchcock titles), "Terror By Night/Dressed to Kill" (6 Sherlock Holmes titles),

"Vagabond/East Street" (24 Charlie Chaplin shorts), "The General/Son of the Sheik" (over 15 silent films), "It's A Wonderful Life," "Meet John Doe," "His Girl Friday," and many more.

**Cannell Distribution Company**

7083 Hollywood Blvd., 4th Floor  
Hollywood, CA 90028

**Contact:** Patrick Kenney, President  
(213) 465-5800

**Type of payment:** Cash

**Type of programming:** Action/Adventure.

**Sample titles:** "21 Jump Street" (hour action/adventure), "WiseGuy" (hour action/adventure), "Carol Burnett and Friends" (half-hour classic comedy).

**Cascos Syndication, Inc.**

806 Fourth Avenue South  
Nashville, TN 37210

**Contact:** Victor Rumore, President  
(615) 242-8900

**Type of payment:** Cash

**Type of programming:** Graphic Animation, Pre-produced Commercials, Music Libraries.

**Sample titles:** "Select Effects Library" (over 2,000 animated backgrounds, transitions, and wipes for use in production of ID's, commercials, programming, and promotions), "Pre-produced Commercials" (for a variety of business categories—just change audio and add logo), "Music Libraries, Sound Effects" (for a variety of production needs).

**Cassandra Enterprises, Inc.**

3250 Harbor Court  
Baldwin, NY 11510

*continued*

*The perfect marriage... You and BE-TV.*

**BE-TV**  
Proudly Presents  
**25 NEW SHOWS FOR 1992**

6 hours a day, 7 days a week  
For Information, Call or Write

**BE-TV**  
P.O. Box 413671  
Kansas City, MO 64141  
(816) 842-BETV FAX: (816) 842-6313

**Contact:** Jill Ostrove, Distribution Director  
(516) 868-7060

**Type of payment:** Cash & Barter

**Type of programming:** Animal/Nature/Outdoors, Educational, Family, Magazine/Talk, News/News Stories, Program Inserts/Shorts, Series, Series/First Run.

**Sample titles:** "Images" (health, science, and nature magazine series), "Newsworthy" (news feature series).

**Centaur Distribution Corporation**

18 East 41 Street, Suite 1605  
New York, NY 10017

**Contact:** Claude S. Hill, President  
(212) 685-7100

**Type of payment:** Cash

**Type of programming:** Animated, Cartoons.

Educational, Program Inserts/Shorts, Series.

**Sample titles:** "Strange Paradise" (193 half-hours live/soap opera), "Rocket Robinhood" (52 half-hours animated series), "Max the 2000 Year Old Mouse" (104 five-minute animated educational series).

**Center One/Homenet**

1706-D Capital Circle N.E.  
Tallahassee, FL 32308

**Contact:** David W. Murray, Sr., President  
(904) 656-7000

**Type of payment:** Barter

**Type of programming:** News/News Stories.

**Century Features, Inc.**

P.O. Box 597  
Pittsburgh, PA 15230

**Contact:** Charles Reichblum, President  
(412) 471-6533

**Type of payment:** Cash

**Type of programming:** Question & Answer vignettes.

**Sample titles:** "Teasers" (one-minute question and answers on variety of topics), "Nuggets of Knowledge" (one-minute vignettes on variety of topics).

**Channel America Television Network**

19 West 21st Street, Suite 204  
New York, NY 10010

**Contact:** Veronica Albrecht, Vice President-Affiliate Relations

(212) 366-9880

**Type of payment:** Cash & Barter

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Animated, Cartoons, Comedy, Docu-Drama, Documentaries, Drama, Educational, Family, Fashion, Features/Packages, Game Shows, Magazine/Talk, Program Inserts/Shorts, Religion, Series, Series/First Run, Series/Off Network, Sports, Variety/Music.

**Charisma/Visual Motion**

32 E. 57th Street  
New York, NY 10022

**Contact:** Jim Grau, President  
(212) 832-3020

**Type of payment:** Cash & Barter

**Type of programming:** Educational, Magazine/Talk, Religion, Specials, Sports, Variety/Music, 16-hour Special Effects Library.

**Sample titles:** "Sew What's New" (78 half-hours on sewing), "Melting Pot" (celebrity cooking—all nationalities), "Success" (Marriet Hartley and Tom Boggs with business grants), "Sports Scrapbook" (all-time-great 'Greatest Moments'), "Virginia Graham" (women's digest), "Upstairs at Xexon" (late-night disco talk).

**Children's Television International, Inc.**

8000 Forbes Place, Suite 201  
Springfield, VA 22151

**Contact:** J. D. Tinnin/Karla D. Ray, Customer Services  
(703) 321-8455

**Type of payment:** Cash

**Type of programming:** Animated, Drama, Educational, Family, Series/Off Network.

**Sample titles:** "Short Story/The Novel," "Fabulous Fables," "The Gentle Giant," "Stories About Kids."

**Christian Children's Associates, Inc.**

P.O. Box 446  
Toms River, NJ 08754

**Contact:** Mrs. Jean Donaldson, Executive Director  
(908) 240-3003

**Type of payment:** Free

**Type of programming:** Action/Adventure, Educational, Family, Religion, Series, Variety/Music.

**Sample titles:** "Adventure Pals" (both Radio/TV weekly programs—radio:15-minutes/TV:30-minutes).

**The Christophers, Inc.**

12 East 48th Street  
New York, NY 10017

**Contact:** Alma Stark, Distribution Manager  
(212) 759-4050

**Type of payment:** Free

**Type of programming:** Family, Magazine/Talk, Religion, Series.

## The Difference is Performance

Why are more and more LPTV Operators choosing Andrew ALP-Series™ transmitting antennas and HELIAX® transmission lines?

They value the Andrew Advantage:

- ▶ ALP-Series™ antennas simplify leasing tower space because they are smaller and lighter than other LPTV antennas, minimizing tower and wind loading.
- ▶ Outstanding quality and reliability maximize your market coverage . . . and keep you on the air.
- ▶ Andrew is the LPTV leader: the Number One name in performance, with products and service available nationwide.

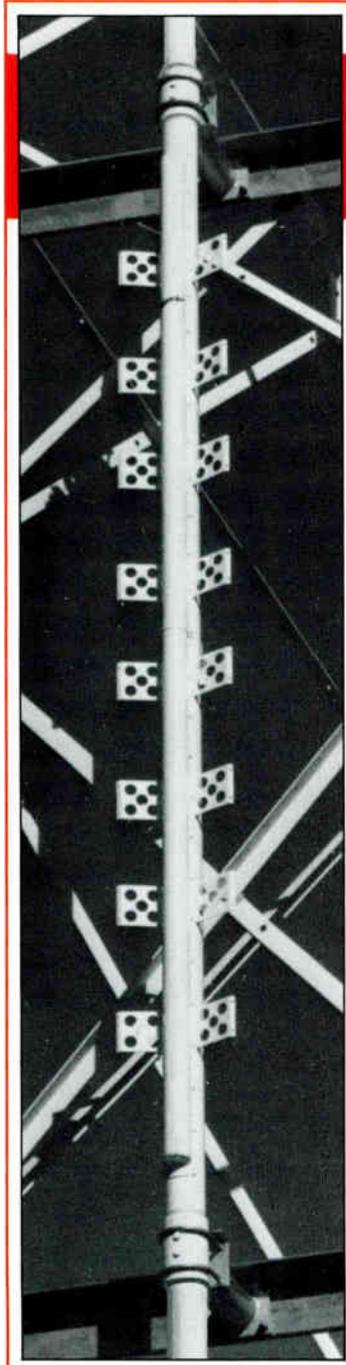
Call for your free LPTV Antenna System Planner



# ANDREW

**Andrew Corporation**

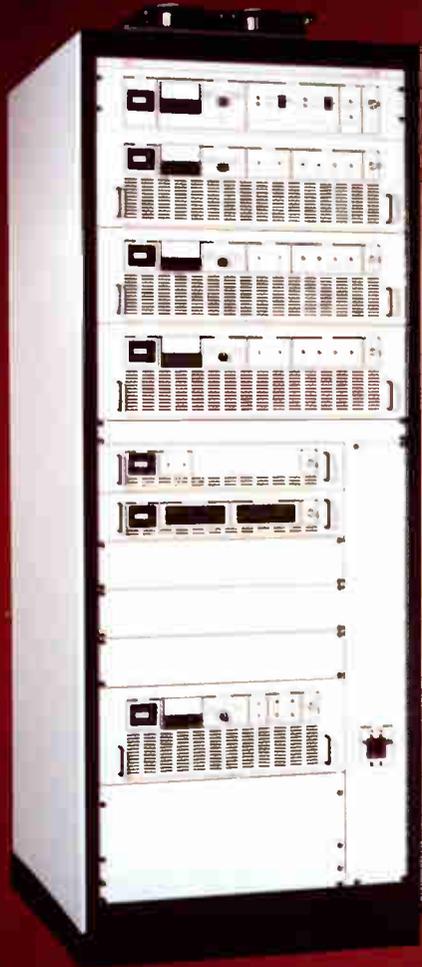
10500 W. 153rd St.  
Orland Park, IL 60462  
1-800-255-1479



Available from leading OEM's and System Integrators nationwide.

# Reliability is ...

## More than Solid State alone!



ITS-1230  
1kW UHF Solid State Transmitter

**Reliability is staying on the air -** Parallel amplifier stages *from exciter to output* . . . redundancy extends to integral power supplies and cooling fans as well. For remote sites, a second exciter with auto-switcher can be added.

**Reliability is ease of maintenance -** Advanced Multi-level diagnostics and our proven 24-hour-a-day telephone support make this a reality.

**Reliability is outstanding value -** True Broadcast quality and features at a competitive price!

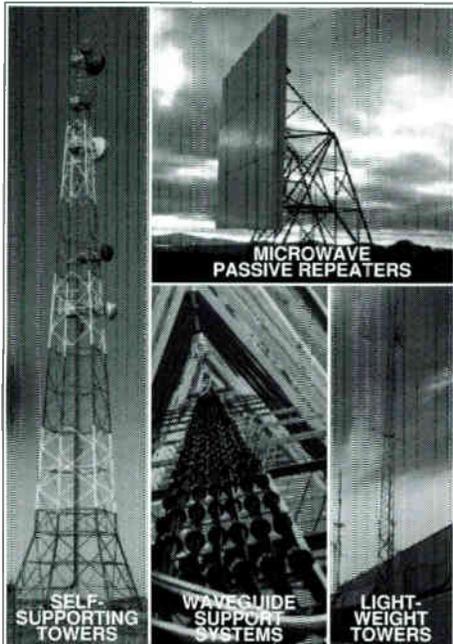
For more information on the ITS-1230, or our other LPTV transmitters and translators from 10 Watts to 2 KW, call (412) 941-1500 for the name of the **ITS** Representative in your area.

**ITS**  
information  
transmission  
systems  
**CORPORATION**

*Visibly Better Technology*

375 Valley Brook Rd., McMurray, PA 15317-3345

Circle (123) on ACTION CARD



## Communicate with us!

Microflect offers the industry's most comprehensive lines of antenna support structures, waveguide support systems, and microwave passive repeaters. For more information, send for our *free* capabilities brochure.



3575 25<sup>th</sup> St. SE • Salem, Oregon 97302  
 P.O. Box 12985 • Salem, OR 97309-0985  
 (503) 363-9267 • FAX (503) 363-4613 • TLX 510-599-0107

Circle (2) on ACTION CARD

## Antennas

*continued from front page*

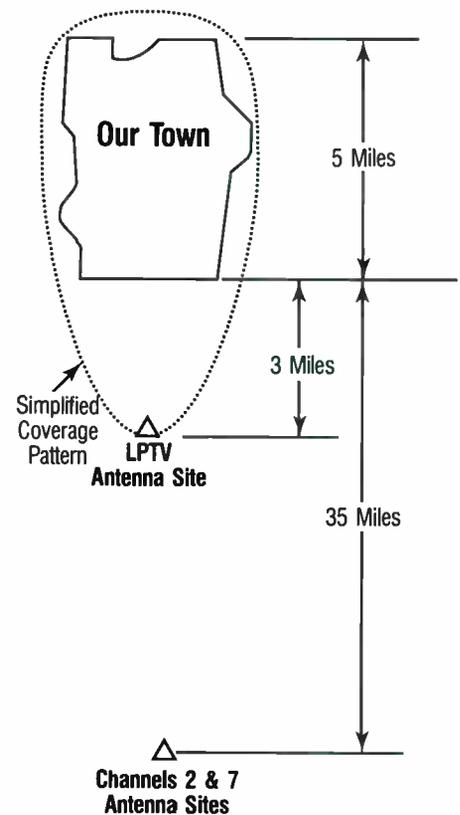
station does not meet these criteria, it's time to go to school. If you are just preparing to build, do it right the first time and make it easy on your sales people for all time. There is no better sales tool than a portable TV set that your sales people carry in to the customer's office to prove just how good your station is.

So on with the business of viewer deception. The reason we can practice this "deception" is that we of LPTV have unlimited flexibility in the use of antennas, a luxury that full power broadcasters do not have. We can tailor our horizontal radiation patterns to any shape that might be required to serve a particular community. And, at the risk of oversimplification, the more directive we make these antennas, the more gain they have.

For example, one manufacturer makes a 32-bay omnidirectional antenna with a power gain of about 32, while the most directive of their standard models has a gain of about 185. Since our transmitter power output on UHF is limited to 1 kW, antenna gain becomes very important in determining coverage areas. Antenna gain is a very precious commodity and should not be squandered on gophers and rabbits. Therefore, don't make your beam any broader than is absolutely necessary to serve your community. Your viewers will love you for it.

## Best in Town

There is much more that needs to be said about antenna location, but it will have to wait for another sermon. Our goal this month is to show you how your station can be made to appear, in the eyes of the viewers, to be the best station in town.



## Ideal Antenna Location for Our Town

Assume that Our Town, a hypothetical city of 40,000 people (see the accompanying illustration), is located 35 miles from the full power Channels 2 and 7, stations that serve the area from 1,000-foot towers. By placing the LPTV antenna about three miles from the city and directly in line with Channels 2 and 7, we have ensured that all receiving antennas in the city are pointing directly at our antenna.

Further, since Our Town is oblong in shape, we have been able to choose a narrow beam directional antenna with a gain of about 50, giving us an effective radiated power (ERP) of about 30 kW. With an antenna height of 300 feet, this gives us a City Grade coverage of about eight miles, which includes all of Our Town. Depending upon terrain considerations, we might accomplish the same coverage with a shorter tower and a higher gain antenna.

Now let's look at the full power stations' coverage. Channel 2's Grade A signal will just reach the outskirts of Our Town, and Channel 7's Grade A will barely cover the city. Presto! Because we have

## YOUR ONE STOP SOURCE FOR BATTERIES NOW OFFERS ANTON/BAUER

When it comes to film or video, we've got a reputation for selling every kind of battery imaginable. But now we've outdone ourselves. G+M is offering the Anton/Bauer Logic Series On-Board battery at a very competitive price.

G+M makes sense as your source for professional battery power. We manufacture high quality battery belts, battery chargers and super block batteries for film cameras. Our factory is in Hollywood and we offer one day or two day service on most of our products.



Call us toll free at our 800 number for complete information on Anton/Bauer On-Boards and the full range of G+M battery systems.

- Three models of Anton/Bauer On-Boards offered, including the Compact Magnum.
- High output 13.2 and 14.4 volt designs eliminate 12 volt battery problems.
- Two year unconditional warranty and up to four years pro-rata coverage available.

## G+M Power Products, Inc.

1544 CASSILL PLACE LOS ANGELES CALIFORNIA 90028  
 213/850-6800 • CALL TOLL FREE 800/748-5860 • FAX 213/469-9185

Circle (138) on ACTION CARD

City Grade coverage of the entire area, we have become the dominant station in town.

For the benefit of the uninitiated, the various grades of service refer to specific signal strengths as laid down by the individual stations. City Grade is the "top dog," Grade A second, and Grade B third. Using FCC definitions, City Grade is "excellent," Grade A is "very good," and Grade B, "good."

Most management and sales people prefer to accept that, and full power people are not too far off the mark in doing so because national sales represents a generous share of their income. However, I contend that this theory does not carry over into LPTV because national advertising is not a factor. We must rely, at least right now, almost completely on local sales.

With this in mind, I have developed my own definitions of the grades of service. They are based on the FCC numbers, but reflect what I believe to be the requirements for meaningful sales in LPTV. City Grade means "very good," "very saleable"; Grade A is "marginal," "saleable with great difficulty"; and Grade B is "totally useless." These definitions presuppose that the LPTV antenna is properly located as we discussed earlier—if it isn't, the definitions must be down-graded.

#### Deception Necessary

I've reached several meaningful conclusions from this rhetoric:

- With a properly engineered transmission system, we *can* make viewers believe that we are the best station in town.
- We *must* make them believe that if we are to be successful in local sales.
- The "area of deception" must necessarily be limited to the most important population centers in our service areas due to the influence of full power stations on receiving antenna orientation.
- Signal strength in any given area is meaningless unless the LPTV antenna is properly located between the community of interest and the full power stations serving it. You can't sell to the full market potential even in City Grade areas if the receiving antennas are pointed in the wrong direction.

End of sermon.

It should be noted that requirements for every station will be unique, taking into consideration the size of the communities involved, the actual signal strength present from the full power stations, terrain, and distances. Also, new applications and changes in existing authorizations must meet FCC interference criteria.

Until next time, bless you, my children.

*Robert G. Truscott is a television engineering consultant. After 35 years as chief engineer with three major market full power stations, he opened Truscott Broadcast Services, Inc., a Bolingbrook, IL consulting firm. He can be reached at (708) 972-9658.*

CBP

## Toolevision Sues United Artists For Cable Carriage

—by John Scott Lewinski

Toolevision Broadcasting Company is the latest community broadcaster to challenge a cable operator in court over cable carriage.

Harry Virgil Tootle and Charles Kirk Tootle of Tulsa, OK are bringing an \$84 million antitrust suit against United Artists Cable and its Tulsa cable system for their refusal to carry Toolevision LPTV stations K33DG and K04NZ.

The Tootles, who are Cherokee Indians, air self-help and economic development programming on the stations. Their petition charges that United Artists monopolizes the area's cable channels with "sex, violence, drugs and rock 'n roll" to the detriment of the public interest.

Harry Tootle said, "There is a Tulsa municipal ordinance that mandates the cable system must carry all local broadcasters. So far, I've been unable to get any action out of the city or the city attorney."

Tootle added that he had been trying for more than a year to establish friendly relations with United Artists. He said he offered free marketing service, free advertising time, and even free equipment which would enable the system to add more channels, if the system would agree to carry his stations. But United Artists declined.

In their petition, the Tootles claim that the fair market value of commercial air time on the cable system is \$428.84 a minute. That means that if the Toolevision stations operate 24 hours a day, year-round, and air 10 minutes per hour of commercials, they are losing advertising revenue at the rate of \$205,843 per day by not being carried — or almost \$84.5 million to date.

The Tootles are acting as their own attorneys in the case. United Artists has hired Tulsa attorney Charles Norman to handle the defense. Norman confirmed that United Artists was aware of the suit but declined any further comment.

CBP

## NAB Protests New FCC Fines

The National Association of Broadcasters is protesting the new FCC fines and forfeiture schedule (see *LPTV Report*, October 1991, page 28) because, they say, it was developed without the required public comment period, violating the due process rights of broadcasters.

Citing federal case law, the NAB, in comments to the FCC, asserted that the FCC's fine schedule does not constitute a policy statement exempt from the public notice and comment-making requirements.

## BE FIRST IN YOUR MARKET!!

Celebrity identification, tags, voiceovers & custom station identification tags for promos & trailers.

You send us an idea & we'll deliver it back with a 3/4, 1 inch or 1/2 inch format and UNLIMITED USAGE with a top name celebrity delivering your station I.D. or custom message.

MARKET EXCLUSIVITY AND PRICES TOO LOW TO MENTION.  
213-960-5103

Circle (12) on ACTION CARD

The association wants the FCC to throw out the new fine schedule and adopt a new procedure allowing broadcasters to review and comment on any proposals to set specific fines for rule violators.

CBP

## New EEO Guidebook Out

The National Association of Broadcasters has published a new and comprehensive guide to the FCC's EEO regulations.

*Equal Employment Opportunity Guidebook: How to Comply with the Requirements of the Federal Communications Commission* — by attorneys in the law firm of Leventhal, Senter & Lerman — covers all EEO responsibilities, including the hiring requirements for women and minorities, and the records that stations must keep on file.

The EEO *Guidebook* is available for \$35 for NAB members and \$65 for non-members. To order, call NAB Services, (800) 368-5644 or (202) 429-5376.

CBP

### BON MOT

Memory is a terrible liar. It's a self-serving sense.

Hume Cronyn

# Phase Out "Unfilterable" Off Air Interference To CATV/Broadcast/Mobile

**Suppress Unwanted Receptions Too Close To Desired Signals For Filters:**  
**Co-Channel • Ghosting • Harmonics • Wideband Noise • UHF-TV Sidebands • Adjacent FM**

Choose the correct model 2903 "Phase Canceler", hook it up with a second antenna and cancel the unwanted reception at your radio receiver or CATV, SMATV or In-House TV System processor. No matter how close the bad signal is to the desired: *Even if at the same frequency!*

Standard Models available for bands 54-890 MHz. Special models feasible into microwave (for 4 GHz wideband interference, for example).

Standard models 1 week or less - overnight for your emergencies. Special models 30 days or sooner.

**"We Make Filters In A Hurry For Customers In trouble!"**

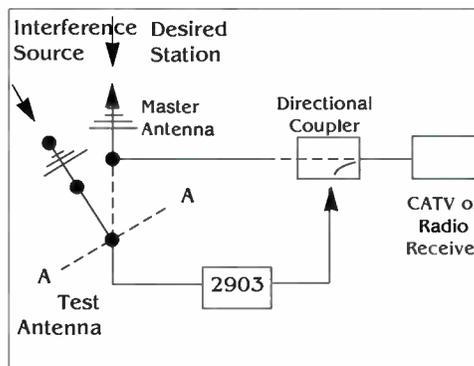
Does it really work? Hundreds in use since 1976 - sold with a **Money Back Guarantee!** We'll put you in touch with users with your problem.

**Free** Application Handbook & Catalog **Phase Canceler/90** gives set up and operating details - and we back you up with **Free** telephone assistance.

- Theory of Operation
- Detailed Set-Ups
- Detailed Operating Instructions
- Application to CATV
- Application to Co-Located Radio transmitter/receiver
- Application to TVRO
- Wideband Interference



**Phase Canceler/90**  
**Get Your Copy Today!**

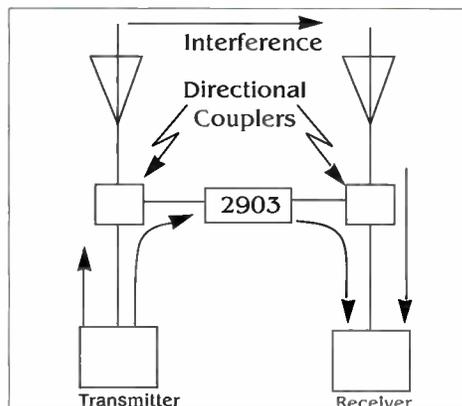


**Phase Canceler applied to suppressing interference at CATV systems or radio receiving sites with distant interference source.**



**Model#**  
 2903-2/6  
 2903-FM  
 2903-A/1  
 2903-7/13  
 2903-UL  
 2903-UH

**Operating Band (MHz)**  
 54-88  
 88-108  
 120-174  
 174-216  
 470-680  
 680-890



**Phase canceler suppressing interference at duplex transmitter/receiver systems: strong co-located transmitter signal is the problem.**



**Set up for suppressing wideband (digital) TI on 4 GHz TVRO.**

Filters For All Electronic Needs: CATV, SMATV, In-House TV/LAN, Satellite, LPTV, FM/TV Broadcast, Mobile Radio, Microwave TV (ITFS/MMDS), RF/MW Communications, Radar, Navigation, Electronic Warfare, Medical/Physics Research

**Microwave Filter Company, Inc. • 6743 Kinne Street • East Syracuse, NY 13057**  
**Toll Free(US/CAN): 1-800-448-1666•Collect(NY/AK/HI): 315-437-3953•FAX: 315-463-1467•Telex: 249-613**

# Directory

continued from page 8

**Sample titles:** "Christopher Closeup" (magazine/talk; half to quarter-hour, 1" tape; 3/4" KC), "Christopher Spot Lights" (30 one-minute thoughts for the day), "Story Laboratory" (3 half-hour children's holiday specials), "Teen Magazine" (3 half-hour programs about youthful concerns).

## The Cinema Guild, Inc.

1697 Broadway #802  
New York, NY 10019  
**Contact:** Gary Crowdus, President  
(212) 246-5522

**Type of payment:** Cash

**Type of programming:** Animal/Nature/Outdoors, Documentaries, Drama, Educational, Series, Series/Off Network, Variety/Music.

**Sample titles:** Too many to list—catalog is available.

## Classic Films International

P.O. Box 5524  
Charlottesville, VA 22905  
**Contact:** Joseph Clement  
(804) 499-9263

**Type of payment:** Barter

**Type of programming:** Action/Adventure, Animated, Cartoons, Comedy, Documentaries, Drama, Family, Features/Packages, International, Series, Series/Off Network, Specials, Variety/Music, Revenue-sharing Infomercials, Inspirational, Classic Films.

## COE Film Associates, Inc.

65 East 96th Street  
New York, NY 10128  
**Contact:** Arlene Gross, Sales Executive  
(212) 831-5355

**Type of payment:** Cash

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Animated, Documentaries, Drama, Educational, Family, Features/Packages, International, Program Inserts/Shorts, Series, Specials, Sports.

## Coral Pictures Corporation

6101 Blue Lagoon Drive, Suite 400  
Miami, FL 33126  
**Contact:** Gabriel Rakower, Executive Vice President/General Manager  
(305) 261-9660

**Type of payment:** Cash

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Animated, Cartoons, Comedy, Documentaries, Drama, Educational, Features/Packages, Mini-Series, Series, Specials, Variety/Music, Novellas (Soaps).

**Sample titles:** "Corte Tropical" (Situation comedy filmed in Miami that focuses on a Hispanic family that owns a unisex hair salon), "Kassandra" (Engaging drama of a beautiful young woman who discovers her true origins), "Mala Mujer" (An amorous encounter in Paris sets the scene for conflict, deceit, passion and suspense), "Expedition" (series of documentaries that illustrate the rich natural resources of Latin America).

## Coral Ridge Hour

C. R. Advertising Associates  
5554 North Federal Highway

Drexel Bldg., Third Floor  
Ft. Lauderdale, FL 33308

**Contact:** (305) 771-7858

**Type of payment:** Revenue shared with station

**Type of programming:** Religion/Inspirational.

## Creative Audio Network

2 Wall Street, Suite 209  
Asheville, NC 28801  
**Contact:** Ed Fisher, President  
(704) 251-1860

**Type of payment:** Cash

**Type of programming:** Station I.D.'s and liners. Provide a national caliber voice for TV station I.D.'s and liners. Commercial production also available.

## Crystal Pictures, Inc.

725 Providence Road  
Charlotte, NC 28207  
**Contact:** Joshua Tager, President  
(704) 335-0671

**Type of payment:** Cash

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Animated, Cartoons, Comedy, Docu-Drama, Documentaries, Drama, Fashion, Features/Packages, Series, Series/Off Network, Specials, Sports, Stage Plays.

## Daffodil Productions

13165 Deming Ave.  
Downey, CA 90242  
**Contact:** Elizabeth Caulder, Executive Producer  
(213) 531-6159  
**Type of payment:** Cash & Barter  
**Type of programming:** Educational,

# THE ULTIMATE PERFORMERS!



## Traveling Wave UHF Slot Antenna

for Performance and Reliability  
*Designed Specifically for Low Power TV*

- Lightweight rugged aluminum construction
- Radom-covered slots need no pressurization
- Select from seven standard patterns
- Custom patterns available
- Ice Shield optional
- Beam tilt and null fill optional
- VSWR 1.1:1 or better
- Side mount brackets included
- Delivery time 30 to 60 days
- Input power 1Kw 7/8" standard
- Competitive pricing

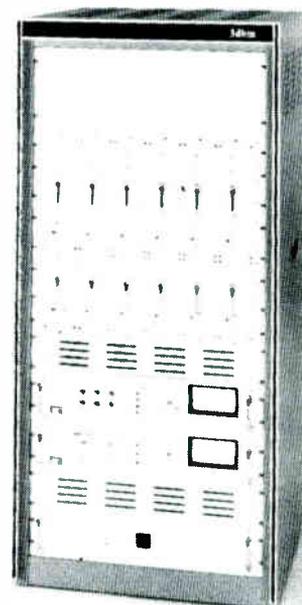
# 3dbm

## Solid State Transmitter

3dbm, a recognized leader in specialized military ground and airborne systems for over 25 years, introduces the Model 800, Solid-State, Low Power Television Transmitter. The Model 800 utilizes the latest in state-of-the-art, solid state technology. It accepts video and audio inputs from virtually any source, and transmits at any standard UHF or VHF channel.

### STANDARD FEATURES

- 5 to 1000 Watts Transmit Power
- 2 Video Inputs • 3 Audio Inputs
- Automatic Station Identification
- Automatic VSWR Shutdown Protection
- Integral Output Isolator Protection
- Modular Plug-In Design
- Internal Monitoring of Power Supply and Amplifier Performance
- Local Control and Monitoring Facilities
- Integral Redundant Forced Air Cooling
- Redundant Power Supplies and Power Amplifier Assemblies
- Graceful Degradation in the event of Power Amplifier Module failure
- Internal monitoring and compensation of Exciter, Amplifiers and Power Supplies to ensure uninterrupted broadcasting



For Complete Information Contact Jimmie Joynt at 800-279-3326 • Sales Office POB 25966, Colorado Springs, CO 80936

# How Good Is Your Station's Programming?

And Who Is There To Help?



**SHOWPLACE**  
**HAL PONTIOUS & ASSOCIATES**  
 1962 N. Bissell • Chicago, IL 60614  
 (312) 472-8828 FAX 929-1108

Circle (180) on ACTION CARD

Magazine/Talk, Series, 38 half-hours available covering human potential.

### Darino Films

222 Park Avenue, South  
 New York, NY 10003  
**Contact:** Ed Darino, President  
 (212) 228-4024

**Type of payment:** Cash, Cash & Barter  
**Type of programming:** Action/Adventure, Animated, Cartoons, Comedy, Drama, Educational, Features/Packages, Mini-Series, Series, Variety/Music.

**Sample titles:** "Hollywood Blues" (drama, variety, series), "Abracadabra" (children's series), "The War Machine" (cartoon classics, videopodia), and special effects library.

### Desert Island Films

25 Almy Street  
 Newport, RI 02840  
**Contact:** Marc Borlin, President  
 1-800-766-8550

**Type of payment:** Cash  
**Type of programming:** Action/Adventure, Cartoons, Comedy, Documentaries, Drama, Features/Packages, Series/Off Network.

### Devillier Donegan Enterprises

4401 Connecticut Avenue, NW  
 Washington, DC 20008  
**Contact:** Ron Devillier, President; Brian Donegan, Executive Vice President  
 (202) 686-3980  
**Type of payment:** Cash  
**Type of programming:** Animal/Nature/

Outdoors, Animated, Comedy, Documentaries, Drama, Educational, Family.

### DeWolfe Music Library

25 West 45th Street  
 New York, NY 10036  
**Contact:** Mitchell J. Greenspan, Vice President  
 (212) 382-0220  
**Type of programming:** Music Library Service.

### Direct Distribution

1389 Goodrich Avenue  
 St. Paul, MN 55105  
**Contact:** Patrick F. Dolan, President  
 (612) 699-0879  
**Type of payment:** Cash, Cash & Barter  
**Type of programming:** Animal/Nature/Outdoors, Drama, Features/Packages, Magazine/Talk, News/News Stories, Program Inserts/Shorts, Sports, Variety/Music.

### Eagle-Lion Video

4569 Mission Gorge Place Suite G  
 San Diego, CA 92120  
**Contact:** Yvette Malleis, Manager  
 (800) 350-1957  
**Type of payment:** Cash  
**Type of programming:** Animated, Cartoons, Comedy, Drama, Features/Packages, News/News Stories, Series/Off Network, Variety/Music.  
**Sample titles:** "Cyrano De Bergerac" (Jose Ferrer), "Dick Tracy" (Ralph Byrd), "Robin Hood" (Richard Green), "Milton Berle Show" (with Elvis).

### Earthwatch Productions

1028 E. Hayden  
 Pocatello, ID 83201  
**Contact:** Mary Jane Hegman, Executive Producer  
 (208) 233-9034  
**Type of payment:** Barter, Cash & Barter  
**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Educational, Features/Packages, Series.  
**Sample titles:** "Western Style Vacations" (adventure travel series), "In Harmony" (eco-tour destinations), "Save The Humpback Whales" (documentary).

### Ebony/Jet Showcase

820 South Michigan Avenue  
 Chicago, IL 60605  
**Contact:** Ozzie Bruno, Vice President/TV Sales & Syndication  
**Type of payment:** Barter  
**Type of programming:** Magazine/Talk, Series, Series/First Run, Specials, Vignettes.  
**Sample titles:** "Ebony/Jet Showcase" (half-hour celebrity program), "Great Moments in Black History" (60-second inserts on Black historians), "American Black Achievement Awards" (90-minute annual award program).

### The End Academy, Inc.

7000 Franklin Avenue  
 Los Angeles, CA 90028  
**Contact:** George Collins, President  
 (213) 969-9790  
**Type of payment:** Cash, Barter, Cash & Barter  
**Type of programming:** Animal/Nature/Outdoors, Animated, Cartoons, Documentaries, Drama, Educational, Family, Fashion, Features/Packages, Game Shows, Home Shopping, Magazine/Talk, Mini-Series, Religion, Series, Sports, Stage Plays, Variety/Music, Music Videos. Shows and programs will be available March 1, 1992.

### Entervision Syndication, Inc.

6305 Yucca Street, Suite 300  
 Hollywood, CA 90028  
**Contact:** Kris Gangadean, President  
 (213) 469-9998  
**Type of payment:** Cash  
**Type of programming:** Animal/Nature/Outdoors, Family, Features/Packages, Variety/Music.  
**Sample titles:** "Tribute to Fists of Fury" (29 martial art feature films starring top martial arts artists), "Camp Wilderness" (78 half-hours, dramatic adventure), "Outdoor Adventure Movie Package" (feature films geared for all-family viewing), "Sultans of Soul" (90-minute music special featuring top artists performing their hit recordings).

### Envoy Productions

2185 Hampton Avenue  
 St. Louis, MO 63139  
**Contact:** Sandi Clement, Account Executive  
 1-800-944-3450  
**Type of payment:** Free  
**Type of programming:** Animated, Drama, Family, Religion, Series, Specials.  
**Sample titles:** "This Is The Life" (half-hour weekly drama), "Esta Es La Vida" (half-hour weekly Spanish drama), Christmas and Easter specials.

### FamilyNet

6350 West Freeway  
 Fort Worth, TX 76105  
**Contact:** David Lewis, National Marketing Director  
 1-800-8-FAMNET  
**Type of payment:** Barter  
**Type of programming:** Animal/Nature/Outdoors, Documentaries, Drama, Family, Features/Packages, Magazine/Talk, Religion, Series, Specials, Sports, Variety/Music, Classic Movies, Women's programs.  
**Sample titles:** "COPE" (interactive psychological counseling), "Sunshine Factory" (kids daily strip), "Act it Out" (series—teenage comedy and issues).

### File Tape Company

210 East Pearson  
 Chicago, IL 60611  
**Contact:** Ms. Susan Caraher, President  
 1-800-637-TAPE; in IL: (312) 649-0599  
**Type of payment:** Cash  
**Type of programming:** Stock Footage.

### Fishing Texas

8918 Tesoro Drive, Suite 200  
 San Antonio, TX 78217  
**Contact:** David West, Producer  
 (512) 822-5642  
**Type of payment:** Barter  
**Type of programming:** Animal/Nature/Outdoors.

### Fishing The West

5484 SE International Way  
 Milwaukie, OR 97222  
**Contact:** Lana Coon, Director of Syndication  
 (800) 347-4978; (503) 654-0092  
**Type of payment:** Cash & Barter  
**Type of programming:** Family, International, Series, Series/First Run, Sports.  
**Sample titles:** "Fishing the West" (26 new episodes annually featuring guest expert with Larry Schoenborn, highlights all areas of U.S. with beautiful scenics and great fishing experiences).

### Flint Communications

101 10th Street North, Suite 300  
Fargo, ND 58107

**Contact:** John McDonough, Director  
800-747-4851

**Type of payment:** Barter, Free

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Cartoons, Comedy, Documentaries, Drama, Educational, Family, Features/Packages.

**Sample titles:** "Flint Hollywood Classics" (package of 100 Classic Feature Movies pre-edited with commercial breaks), "Flint Fourstar Theatre" (28 half-hour anthologies, comedy, drama), "Award Documentaries" (sponsored productions).

### Galavision

2121 Avenue of the Stars, Suite 2300  
Los Angeles, CA 90067

**Contact:** Stuart Livingston, Vice President of Broadcasting  
(213) 286-0122

**Type of programming:** Globally-recognized Spanish-language movies, Novellas (soap operas), Comedy, Sports, Variety/ ECO news and entertainment service.

### Genesis Entertainment

30501 Agoura Rd., Suite 200  
Agoura Hills, CA 91301

**Contact:** Douglas Friedman, Senior Vice President-Creative Services  
(818) 706-6341

**Type of payment:** Cash, Barter, Cash & Barter  
**Type of programming:** Drama, Magazine/Talk, Series/First Run, Series/ Off Network, Specials, Reality.

**Sample titles:** "The Whoopi Goldberg Show" (celebrity and newsmaker interviews), "Infatuation" (reality/relationships, hosted by Bob Eubanks), "Karaoke Showcase" (Country-wide singing competition, 14 weeks), "The Grudge Match" (sticky situations settled through messy means), "Emergency Call" (reality), "Highway to Heaven" (drama with Michael Landon as an angel sent to help mortals) "Adventures, Journeys & Archives" (nature, culture, customs, and traditions of fascinating places, 78 half-hours), "The Arctic" (13 weekly half-hours).

### GPN

P.O. Box 80669  
Lincoln, NE 68501

**Contact:** Stephen Clenzen, Associate Director  
(800) 228-4630

**Type of payment:** Cash

**Type of programming:** Educational, Family.  
**Sample titles:** "Close to Home" (3 half-hour programs, parenting workshop), "Job Seeking" (eight 15-minute programs, for high school students entering the job market), "Rainbow Movie of the Week" (ten one-hour programs, coping with modern day problems), "Teaching Infants and Toddlers," "Taking Better Pictures."

### Group W News Services

888 Seventh Avenue, 40th Floor  
New York, NY 10106

**Contact:** Richard P. Sabreen, Vice President/General Manager  
(212) 307-3218

**Type of payment:** Cash, Barter, Cash & Barter  
**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Documentaries, Family, Features/Packages, News/News Stories, Program Inserts/Shorts, Series, Specials.

# Sony Tape™

## ALL SONY TAPE FORMATS AVAILABLE TO LPTV'S AT "BIG STATION" PRICES!!

Complete Post Production of station I.D. packages  
DVE — Stillstore — Paint — Logo Compose — Great prices

### Call 1-800-444-EDIT (3348)



## Trident Productions, Inc.

Charleston, SC



Your support  
of this sponsor  
also supports CBA

Circle (165) on ACTION CARD

### Hearst Entertainment

235 East 45th Street  
New York, NY 10017

**Contact:** Leonard Soglio, Vice President/  
Southern Division Sales Manager  
(212) 455-4000

**Type of payment:** Cash & Barter

**Type of programming:** Action/Adventure, Animated, Cartoons, Drama, Educational, Features/Packages, Program Inserts/Shorts.

### Home Entertainment Network

1000 Centerville Tnnpk.  
Virginia Beach, VA 23463

**Contact:** Stephanie Jones, Affiliate Relations  
(804) 523-7313

**Type of payment:** Barter

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Animated, Cartoons, Drama, Educational, Family, International, Magazine/Talk, News/News Stories, Religion, Series, Specials, Sports, Variety/Music.

**Sample titles:** "The 700 Club with Pat Robertson" (news, religion, talk, special interest), "Butterfly Island" (action/adventure family program), "Graham Kerr's Simply Marvelous" (cooking show with world renowned Graham Kerr), "HomeNet Satellite News" (national nightly news), "Superbook" (animated children's series).

### Home Shopping Network

P.O. Box 9090  
Clearwater, FL 34618-9090

**Contact:** Todd Cralley; Julie Herrmann  
(813) 572-8585

**Type of payment:** Stations are compensated monthly for affiliation

**Type of programming:** Home shopping.

### IFEX Film Corporation

201 West 52nd Street  
New York, NY 10019

**Contact:** Gerald Rappoport, President; Wendy Reeds, Vice President-International  
(212) 582-4318

**Type of payment:** Cash, Barter, Cash & Barter

**Type of programming:** Animated, Cartoons, Documentaries, Drama, Family, International.

### Inter-Media Communications

7933 Calle San Felipe  
Carlsbad, CA 92009

**Contact:** Dr. Ken Rehm, Producer/Host  
(619) 632-9319

**Type of payment:** Barter, Cash & Barter

**Type of programming:** Magazine/Talk, Commentary Health.

**Sample titles:** "Healthy, Wealthy, Wise" (interviews with health celebrity, 2.5-minutes), "Just...For The Health Of It" (commentary, 2.5-minutes: socially relevant health and success), "Paradigm" (talk show discusses issues related to health and success), "Confessions" (adult comedy talk show).

### Ivy Classics

725 Providence Road, #204  
Charlotte, NC 28207

**Contact:** Joshua Tager, President  
(704) 333-3391

*continued*

## A warranty? On used equipment?

### Millions of dollars of equipment with service support cost-to-coast

Visual Communications Replay  
brings buyers and sellers of visual  
communication equipment together.

If you'd like to receive our latest  
catalog, list any equipment or buy  
equipment, call us at:

## 1-800-745-8272

# VCR

Visual Communications Replay  
P.O. Box 14605  
West Allis, WI 53214

Circle (171) on ACTION CARD

**Type of payment:** Cash  
**Type of programming:** Action/Adventure, Animated, Cartoons, Comedy, Documentaries, Drama, Educational, Family, Features/Packages, International.



5454 Parkdale Drive  
Dallas, Texas 75227  
(214) 388-5454  
**Randy Bell**  
Vice President, Sales

**JAM Creative Productions, Inc.**

5454 Parkdale Drive  
Dallas, TX 75227  
**Contact:** Jonathan Wolfert, President  
(214) 388-5454

**Type of payment:** Cash  
**Type of programming:** Music.  
**Sample titles:** "Yours Truly" (comprehensive image package; includes news music, promotional campaign songs, and thematic instrumental music), "The Answer" (complete, economical production music library on CD; includes 60 and 30-second instrumentals in various styles and tempos), "The News Leader" (fully orchestrated thematic news music package), "Custom" (music production of any kind utilizing a digital synthesizer of a 40 piece orchestra).

**Jinty James Productions, Inc.**

1427 SE Eighth Ave.  
Deerfield Beach, FL 33441

**Contact:** Jinty James, Hostess  
(305) 427-9284

**Type of payment:** Free  
**Type of programming:** Fashion, Magazine/Talk, Variety/Music.

**Sample titles:** "Hello America" (talk show), "Talk of the Town" (features special segments for specific sponsor services).

**Joel Cohen Productions & Distribution, Inc.**

11500 Olympic Blvd., Suite 418  
Los Angeles, CA 90064  
**Contact:** Joan Cohen, Vice President  
(310) 473-7444

**Type of payment:** Cash  
**Type of programming:** Animal/Nature/Outdoors, Documentaries, Educational, Family, Features/Packages, International, Program Inserts/Shorts, Series/Off Network, Specials, Sports, Variety/Music.

**Johnson Publishing Company**

820 South Michigan Avenue  
Chicago, IL 60605  
**Contact:** Ozzie Bruno, Vice President-TV Sales & Syndication  
(312) 322-9409

**Type of payment:** Barter  
**Type of programming:** Magazine/Talk, Series, Series/First Run, Specials, Vignettes.

**Sample titles:** "Ebony/let Showcase" (half-hour celebrity-driven program), "Great Moments in Black History" (60-second inserts on Black historians, "American Black Achievement Awards" (90-minute annual award program).

**Joseph Green Pictures Company**

200 West 58th Street

New York, NY 10019

**Contact:** Joseph Green, President/Sales Manager  
(212) 246-9343; Fax (212) 246-9344  
**Type of payment:** Cash, Barter, Cash & Barter  
**Type of programming:** Action/Adventure, Comedy, Drama, Features/Packages, Series.

**Keystone Inspirational Network**

P.O. Box 216  
Red Lion, PA 17356  
**Contact:** John Stockstill, Director of Operations  
(717) 246-1681

**Type of payment:** Free  
**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Animated, Cartoons, Comedy, Docu-Drama, Documentaries, Drama, Educational, Family, Fashion, Features/Packages, News/News Stories, Program Inserts/Shorts, Religion, Specials, Sports, Stage Plays, Variety/Music.

**Las Vegas Television Network**

6455 South Yosemite Street, Suite 800  
Engelwood, CO 80111  
**Contact:** Larry Schneider, Director Affiliate Sales  
(800) 873-7075

**Type of programming:** Action/Adventure, Comedy, Family, Game Shows, International, Magazine/Talk, News/News Stories, Sports, Variety/Music, Movies.

**The Latham Foundation**

Latham Plaza, Clement & Schiller  
Alameda, CA 94501

*continued*

# Your LPTV Application Deserves 100%

When you submit your LPTV application, you want it **100% right.**

- NO** engineering errors.
- NO** missing parts.
- NO** legal problems.
- NO** returns or kickbacks.

**Letter Perfect Standard**

Preparing an LPTV application the right way is hard. Your applications must be letter perfect upon submittal or they'll be returned without consideration.

And when just one little mistake can invalidate your filing (and lose you your chance at the station you want), it makes sense to consult the experts.

That's where Kompas/Biel & Associates can help.

**We Do Everything**

Kompas/Biel will turnkey your entire LPTV application. We find the channel and the tower site. We do all the calculations and draw all the maps. We fill out all the forms and get all the certifications. Then we run a complete check to make sure that everything is perfect.

You don't have to worry about a thing.

**Guaranteed Right**

And Kompas/Biel has the experience and expertise to do it right the first time. We **guarantee** that your LPTV application, and all the paperwork that goes with it, will be letter perfect.

Soon the FCC will announce a new LPTV filing window. Call John Kompas today, at Kompas/Biel & Associates. We'll give you **100%**.

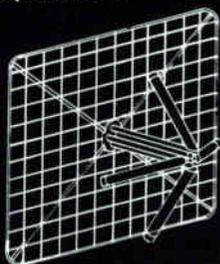
**Call Now. New Pricing.**  
**Kompas/Biel & Associates, Inc.**

5235 North 124th Street P.O. Box 25510 Milwaukee, WI 53225-0510  
**(414) 781-0188**

*Serving the LPTV industry since 1981. LPTV applications, market analysis, and station planning.*

# WHEN YOU WANT MORE THAN JUST AN ANTENNA

JAMPRO has been providing the broadcasting industry with state-of-the-art antennas for over 35 years, longer than any other US antenna manufacturer. With over 3000 antenna systems delivered, at JAMPRO you don't just buy an antenna, you invest in experience.



JAHD CP  
Arrowhead  
Screen Dipole

## THE LEADERS IN ANTENNA TECHNOLOGY

- Complete line of FM & TV broadcast antennas
- RF components, Filters & Combiners
- Modern 7000 ft FULL SCALE test range
- Directional antennas and pattern studies.

Call or fax us your needs today.

(916) 383-1177  
Fax (916) 383-1182



6939 Power Inn Road  
Sacramento, CA 95828

Circle (154) on ACTION CARD

**Contact:** Steve Nagy, Executive Producer  
(510) 521-0920

**Type of payment:** Free

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Educational, Family, Series, Environmental/Ecological.

### Leisure Features Syndicate

7777 Fay Ave. Suite 333

La Jolla, CA 92037

**Contact:** Bob Stickel, Vice President  
(619) 459-7502

**Type of payment:** Cash, Barter, Cash & Barter

**Type of programming:** Action/Adventure, Animated, Cartoons, Comedy, Drama, Family, Features/Packages, International, Mini-Series, Series, Series/Off Network.

**Sample titles:** Film and television classics—public domain and copyright material. Over 10,000 hours of programming.

### Liz LaMac Productions, Inc.

P.O. Box 25265

Nashville, TN 37202-5265

**Contact:** Mack D. Boggs, President  
(615) 885-4542

**Type of payment:** Cash, Barter, Cash & Barter

**Type of programming:** Comedy, Family, Series/First Run, Specials.

**Sample titles:** "King Joe's Palace" (children/family program, 130 half-hour strip series), "Two Days of Christmas" (one-hour Christmas special).

### Lyndal Entertainment, Inc.

2337 Lemoine Avenue

Fort Lee, NJ 07024

**Contact:** Alvin Sussman, President  
(201) 947-7111

**Type of payment:** Cash

**Type of programming:** Cartoons, Comedy, Documentaries, Features/Packages, International, Series, Series/First Run, Specials.

**Sample titles:** "The Soupy Sales Show" (comedy first run), "Legends" (women's sports show, first run), "The Comedy Hall of Fame" (comedy series, first run), "Feature Films" (175 public domain features starring, among others, Fred Astaire, John Wayne, Kirk Douglas, Ava Gardner, Cary Grant, William Holden, Burt Lancaster, Jack Nicholson, David Holden, Burt Lancaster, Peter Ustinov, Orson Wells, Joan Collins, Elizabeth Taylor, Roger Moore), "The World's Largest Indoor Country Music Show" (starring Kenny Rogers, Dottie West, The Oak Ridge Boys, Larry Gatlin, and ten other country stars).

### Manhattan Production Music

311 West 43rd Street, Suite 702

New York, NY 11365

**Contact:** Ron Goldberg, National Sales Manager

(800) 227-1954; (212) 333-5766

**Type of payment:** Cash, Visa, MasterCard

**Type of programming:** Music and sound effects library.

**Sample titles:** 36 compact discs of original production music tailor made for LPTV stations. Each cut of music is edited onto :60, :30, :20 lengths. Also available—a 5 CD sound effects library.

### MCA TV

100 Universal City Plaza

Universal City, CA 91608

**Contact:** Mort Slakoff, Senior Vice President-Creative Services

(818) 777-1000

**Type of payment:** Cash, Barter, Cash & Barter

**Type of programming:** Action/Adventure, Comedy, Family, Features/Packages, Talk, Series, Series/First Run Series/Off Network.

**Sample titles:** "The Kitty Kelley Show" (hour daytime talk show strip hosted by noted journalist Kitty Kelley—topical; personality driven), "Harry And The Hendersons" (72 weeks, half-hour comedy—continuing story of a family that found a Bigfoot-type creature in the woods and took it home), "Roggin's Heroes" (weekly half-hour series takes a humorous look at everyday activities of people).

### Melbourne's TV20

2901 Albemarle Street, #H5

Melbourne, FL 32901

**Contact:** David Ross, Station Manager  
(407) 768-8733

**Type of payment:** Cash & Barter

**Type of programming:** Comedy, Documentaries, Magazine/Talk, Sports.

### Mighty Minute Programs

840 Battery Street

San Francisco, CA 94111

**Contact:** David Meblin, President

(415) 788-1211; Fax (415) 788-1139

**Type of payment:** Cash, Barter, Cash & Barter

**Type of programming:** Family, Mini-Series, News/News Stories, Program Inserts/Shorts, Series.

**Sample titles:** "The Senior Report" (three 90-second news report on aging), "Your Produce Man" (five 50-second news about fruit and vegetables), "You Be The Doctor" (3 per week 90-second), "You and Your Baby" (half-hour tips before/during/after birth), "Investment Insights" (half-hour information with charm).

### Modern TV

5000 Park Street North

St. Petersburg, FL 33709

**Contact:** Nina Thorbecke, Assistant Manager-TV Services

(800) 237-8913

**Type of payment:** Free

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Animated, Comedy, Docu-Drama, Documentaries, Drama, Educational, Family, Fashion, Features/Packages, International, Program Inserts/Shorts, Religion, Series, Specials, Sports.

### Mother Basilea Films

9849 North 40th Street

Phoenix, AZ 85028

**Contact:** Sister Domitilla; Sister Georjean

(602) 996-4040; Fax (602) 953-1303

**Type of payment:** Free

**Type of programming:** Program Inserts/Shorts, Religion, Series of half-hour programs, Specials, 20, 30, and 60-second inspirational PSA's, Series/First Run, Series/Off Network, Holiday PSA's for Easter, Thanksgiving, and Christmas.

**Sample titles:** "Fill All the World with Songs of Praise," "Daily Discoveries," "When God's Heart Breaks with Love," "God Lives and Works Today," "Life's Deepest Meaning," "A Walk Through Jerusalem at Jesus's Side," "It Began at a Party" (youth oriented Christmas special), "No Greater Love" (artistic portrayals of Christ, half-hour special), "Joy Everlasting," "Rays of Hope"; "Stepping Stones" (two series of delightful 20, 30, and 60-second spots).

### Moviecraft, Inc.

P.O. Box 438

Orland Park, IL 60462

**Contact:** Larry Urbanski, President  
(708) 460-9099

**Type of payment:** Cash

**Type of programming:** Action/Adventure, Cartoons, Comedy, Docu-Drama, Documentaries, Drama, Educational, Family, Features/Packages, Games Shows, International, Mini-Series, Program Inserts/Shorts, Religion, Series, Series/Off Network, Specials.

**Sample titles:** "TV's Magic Memories" (52 half-hours, the best of early television), "The Big Attack" (38 half-hours, true stories of the heroes of WWII), "The War Time Years" (13 half-hours, actual WWII propaganda films), "It's A Great Life" (13 half-hours, comedy), "Big Town" (13 half-hours, drama), "Hollywood Dreams" (120 5-minute episodes, many Hollywood stars), "Trouble With Father" (78 half-hours, comedy), "Theater Calvacade" (40 half-hours, heroes of America, top stars), "Captain David Grief" (20 half-hours, high sea adventure), "Treasure Men In Action" (13 half-hours, drama), "Silver Screen Movie Shorts" (13 musical and comedy shorts from the '30's and '40's), "Cliffhanger Theater" (Best of the serials from the '30's and '40's), "Mr. & Mrs. North" (30 half-hours, private detective action), "Judge Roy Bean" (39 half-hours, Edgar Buchanan western), "Peoples Choice" (20 half-hours, Jackie Cooper comedy), "African Patrol" (15 half-hours, African police patrol), "TV's Magic Memories Feature Presentations" (10 features, classic B/W).

#### **MTM Television Distribution Group**

14275 Midway Road  
Dallas, TX 75244

**Contact:** Mark Lipps, Southwest Regional Manager  
(214) 392-1929

**Type of payment:** Cash

**Type of programming:** Action/Adventure, Drama, Family, Series/Off Network, Healthy Cooking Vignettes.

**Sample titles:** "WKRP In Cincinnati," "Newhart," "St. Elsewhere," "Remington Steele," "Hillstreet Blues," "Lou Grant," "White Shadow," "Graham Kerr Vignettes."

#### **Multinational Media**

Box 33338  
Washington, DC 20033

**Contact:** Culver Jefferson Long, Director of Programming  
(202) 298-9001

**Type of payment:** Cash

**Type of programming:** Documentaries, News/News Stories, Specials, Music.

**Sample titles:** "Mostly Music" (alternative rock video program), "SNN—Student News Network" (hard news features for college audience), "Implosion" (half-hour weekly hard news magazine), "Washington Bureau" (news coverage of DC events, tailored to individual stations).

#### **National Weather Network**

Jackson Teleport  
P.O. Box 786  
Jackson, MS 39205

**Contact:** Edward St. Pé, President  
(601) 352-6673

**Type of payment:** Cash & Barter

**Type of programming:** TV Weathercast via satellite.

**Sample titles:** "TV Weathercasts" (custom TV weathercasts and market exclusively).

#### **Network Programs**

11811 North Tatum Blvd., Suite 3031

Phoenix, AZ 85024

**Contact:** Richard S. Shaw, President  
(602) 953-6690

**Type of payment:** Cash, Barter, Cash & Barter

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Documentaries, Educational, Family, Mini-Series, Series, Specials, Sports.

**Sample titles:** "The Alaska Series" (13 half-hours on people, places, wildlife and history), "The Bob Mann Sports Series" (6 half-hours of instruction on golf, fitness, and self defense/karate), "2001—Imagine The Possibilities" (1 half-hour look into our lives in 2001), "Seed to Semiconductor" (1 half-hour look at the mighty microchip in robots, surgery, and space), "Thomas & Beulah" (based on Rita Dove's Pulitzer Prize-winning book of a black family's life), "The Greatest Race On Earth" (special mini-series of 5 one-hour shows highlighting the 1100 mile annual Iditarod Sled Dog race from 1987-1991, also 3 half-hour highlight shows).

#### **New Visions**

P.O. Box 599  
Aspen, CO 81612

**Contact:** Julie Olson, Program Director  
(303) 925-2640

**Type of payment:** Free

**Type of programming:** Action/Adventure, Documentaries, Educational, Series, Sports.

**Sample titles:** "Colorado Picture Perfect" (all about Colorado), "All The Kings Horses" (the magnificent Clydesdales), "Travelin On Series" (traveling around the country), "TDK Snowboarding Championships," "Golf—The Perfect

Passion" (half-hour behind the scenes view of golf), "Plymouth Super Series—Pro Skiing's Ultimate Challenge" (half-hour travel with pro skiers), "Backside—The Hidden Triple Crown" (half-hour behind the scenes at the Triple Crown races).

#### **News Travel Network**

747 Front Street  
San Francisco, CA 94111

**Contact:** Roy Walkenhorst, President  
(415)397-2876

**Type of payment:** Cash & Barter

**Type of programming:** News/News Stories, Program Inserts/Shorts.

**Sample titles:** "Consumer Travel Reports" (five 90-second reports per week covering travel issues, trends, and destinations across the U.S. and around the world), "Weekend Travel Update" (weekly satellite-fed, day-and-date national newscast devoted exclusively to consumer-oriented coverage of travel), "Impact Environmental Reports" (five 90-second reports per week covering environmental issues and solutions across the U.S. and around the world).

#### **Olympus Television, Inc.**

14724 Ventura Blvd.  
Sherman Oaks, CA 91403

**Contact:** George Mitchell, President  
(818) 788-7877

**Type of payment:** Cash

**Type of programming:** Animal/Nature/Outdoors, Features/Packages, Mini-Series, Sports.

**Sample titles:** "Confrontation With Nature"

## Eagle-Lion Video Presents

# HOLLYWOOD CLASSICS

Purchase from  
an impressive library of over 1500 classic movies,  
now available at VERY affordable prices.

Create your own movie library, with no limits on number of airings.

#### *Award winning features include:*

- John Wayne
- Cary Grant
- Jimmy Stewart
- Frank Sinatra
- Glen Ford
- Kirk Douglas
- Abbott and Costello
- Humphrey Bogart
- Charles Laughton
- Ronald Reagan
- Audrey Hepburn
- Walter Matthaw
- Elizabeth Taylor
- James Cagney



FOR A COMPLETE CATALOG, CALL (619) 281-9975 or write:  
Eagle-Lion Video, 4569 Mission Gorge Place, Suite G, San Diego, CA 92120

Circle (96) on ACTION CARD

## HOLLYWOOD TELEVISION PRODUCTION:

Give your commercial advertisers what they deserve! Our Hollywood production firm does over 10,000 commercials each year at below wholesale or station cost. Our typical 60 second commercial with celebrity (recognized) is only 395.00 mastered on 1 inch or 3/4 tape and sent in any formats desired via overnight express in 24-48 hours. Quantity discounts are available. Let your advertisers know you mean business and quality is in LPTV! Fax us or send us your idea. There is no obligation and our script-writers will fax or send you a completed script for your approval. 30 second commercials as low as 495.00. Movies and television is our business. We are Silver Screen Features, IV. Call us at 214-994-3490. Fax us at 817-545-8639. Demo tapes available. Specialty format 39.95 refundable with production. We are at 326 S. Main St., Suite 125, Grapevine, TX 76051 with production facilities nationwide.

Circle (16) on ACTION CARD

(half-hours shows), "Professional Wrestling and Boxing" (one-hour sport shows, 90-minute sport shows), "In Wildness" (mini-series, one-hour shows), "Movie Package" (feature films).

### Outlaw Music Channel

805 Paisley #13  
Spicewood, TX 78669  
**Contact:** Doug Halloway  
(512) 264-2922

**Type of payment:** Cash  
**Type of programming:** Family, International, Specials, Variety/Music.  
**Sample Titles:** "Johnny Gimble Music Ranch" (country music hosted/performed by Johnny Gimble), "Vigilante Videos" (independent video show).

### Pandora International

10 Rockefeller Plaza  
New York, NY 10020  
**Contact:** Tim Newman  
(212) 373-1900  
**Type of payment:** Cash & Barter

**Type of programming:** Action/Adventure, Animated, Comedy, Documentaries, Drama, Features/Packages, Mini-Series, Serials, Variety/Music.  
**Sample titles:** "Passport 1" (feature film package).

### Peter Rodgers Organization

P.O. Box 2759  
Los Angeles, CA 90213  
**Contact:** Stephen M. Rodgers, Chief Executive Officer  
(213) 934-1516

**Type of payment:** Cash

**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Animated, Cartoons, Comedy, Docu-Drama, Documentaries, Drama, Educational, Family, Features/Packages, International, Magazine/Talk, Mini-Series, Program Inserts/Shorts, Religion, Series, Series/First Run, Series/Off Network, Specials, Sports, Variety/Music.

**Sample titles:** "Only in Hollywood" (magazine format), "The Shari Lewis Show" (Shari Lewis and Lambchop, 24 half-hours), "Kukla, Fran & Ollie" (39 half-hours), "Call of the Wild" (102-minutes, starring Charlton Heston), "Hamlet" (128-minutes, starring Maximilian Schell), "Naked Massacre" (90-minutes, based on true occurrences during Irish Civil War), "Africa, Blood & Guts" (90-minute documentary chronicles the transition of Africa from white colonialism to independent black statehood), "Change the World" (half-hour documentary of a theatrical and musical mission to Moscow features leading young Hollywood performers with music by Sting and U2), "Harlem Story" (143-minute special on Bessie Smith, Duke Ellington, and Billie Holiday), "The Sky is Falling" (48-minute documentary on acid rain).

### Pinnacle Communications, Inc.

8566 East Vista Bonita Drive  
Scottsdale, AZ 85255  
**Contact:** Robb Dalton, President  
(602) 585-9220

**Type of payment:** Cash  
**Type of programming:** News/News Stories, Program Inserts/Shorts.  
**Sample titles:** "Lifeplanning" (5 week news series), "Lifeplanning for the 90's" (four week news series), "Teenagers & Tough Decisions" (two week news campaign for teens and parents).

### Prime Time Video, Inc.

6401 Congress Ave., Suite 140  
Boca Raton, FL 33487  
**Contact:** Jim Wilhelm, President  
(407) 241-5501

**Type of payment:** Cash & Barter  
**Type of programming:** Sports.  
**Sample titles:** "The Tennis Magazine Show" (magazine format, half-hour, weekly), "Inside Golf" (magazine format, half-hour, weekly).

### Raymond Horn Syndication/Main Street TV Network

1321 Seventh Street, Suite 300  
Santa Monica, CA 90401  
**Contact:** Raymond Horn, President  
(310) 393-1151

**Type of payment:** Barter  
**Type of programming:** Action/Adventure, Animals/Nature/Outdoors, Animated, Cartoons, Comedy, Documentaries, Drama, Family, Features/Packages, Game Shows, International, Magazine/Talk, Mini-Series, News/News Stories, Program Inserts/Shorts, Series, Series/First Run, Series/Off Network, Specials, Sports, Variety/Music.  
**Sample titles:** "Main Street TV Network" (full service network providing 24 hours per day of a variety of programming).

### Reel Movies International, Inc.

8235 Douglas Avenue, Suite 770  
Dallas, TX 75225  
**Contact:** Tom T. Moore, President  
(214) 363-4400

**Type of payment:** Cash  
**Type of programming:** Action/Adventure,

Animal/Nature/Outdoors, Animated, Cartoons, Comedy, Docu-Drama, Documentaries, Drama, Family, Features/Packages, International, Series, Series/First Run, Specials, Sports, Variety/Music.

**Sample titles:** "Wrestling's Wildest Matches, Vol. 1" (compilation of wild matches such as a scaffold match, midget matches, and tag-team matches), "That Big Dog" (series of widows about a big St. Bernard dog and his life), "Colonel Bleep & Space Rangers/Little Lulu/Mutt & Jeff" (various animated cartoons), "Tales of Tomorrow/Space Patrol/Tom C.-Space Cadet" (1950's TV science-fiction series in B/W with such actors as Paul Newman, James Dean).

### Resort Sports Network

Box 5383, Station A  
Portland, ME 04101  
**Contact:** Rory Strunk, President  
(207) 772-5000

**Type of payment:** Barter, Cash & Barter  
**Type of programming:** Action/Adventure, Program Inserts/Shorts, Series, Series/First Run, Series/Off Network, Sports.  
**Sample titles:** "World Pro Mogul" (10 half-hour mogul skiing events), "U.S. Pro Tour Ski Racing" (10 one-hour of worlds best ski racers in exciting head to head competition), "Biff America" (celebrity talk show with a ski theme, hosted from the ski resorts of Colorado), "Reel Thrills the Apres Ski Show" (MTV format using high action visual segments of the latest sports films in skiing, windsurfing, and rollerblading—8 one-hour series) "Legends of Freestyle" (hour special on Dual Format Mogul Skiing) "Apres Ski Show" (MTV format featuring highlights from the hottest ski movies and the sound track) also featuring Ski Movies, Snowboarding, Mountain Biking, Golf, Tennis, and short sports tips.

### Royal Communications International

117 North Ventura Avenue  
Ventura, CA 93001  
**Contact:** Jean H. Garner, Vice President Marketing  
(805) 641-1990

**Type of payment:** Cash, Barter, Cash & Barter  
**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Animated, Cartoons, Documentaries, Educational, Family, Fashion, International, Series, Series/Off Network, Specials, Sports, Variety/Music.  
**Sample titles:** "Search For Adventure" (50 one-hour episodes of sports/adventure series), "The Adventures of the Little Prince" (26 half-hour children's animated series), "Profiles" (various specials on people, places, events), "Costeau Series" (2 series, each 6 half-hours, hosted by the sons of famed explorer Jacques Costeau).

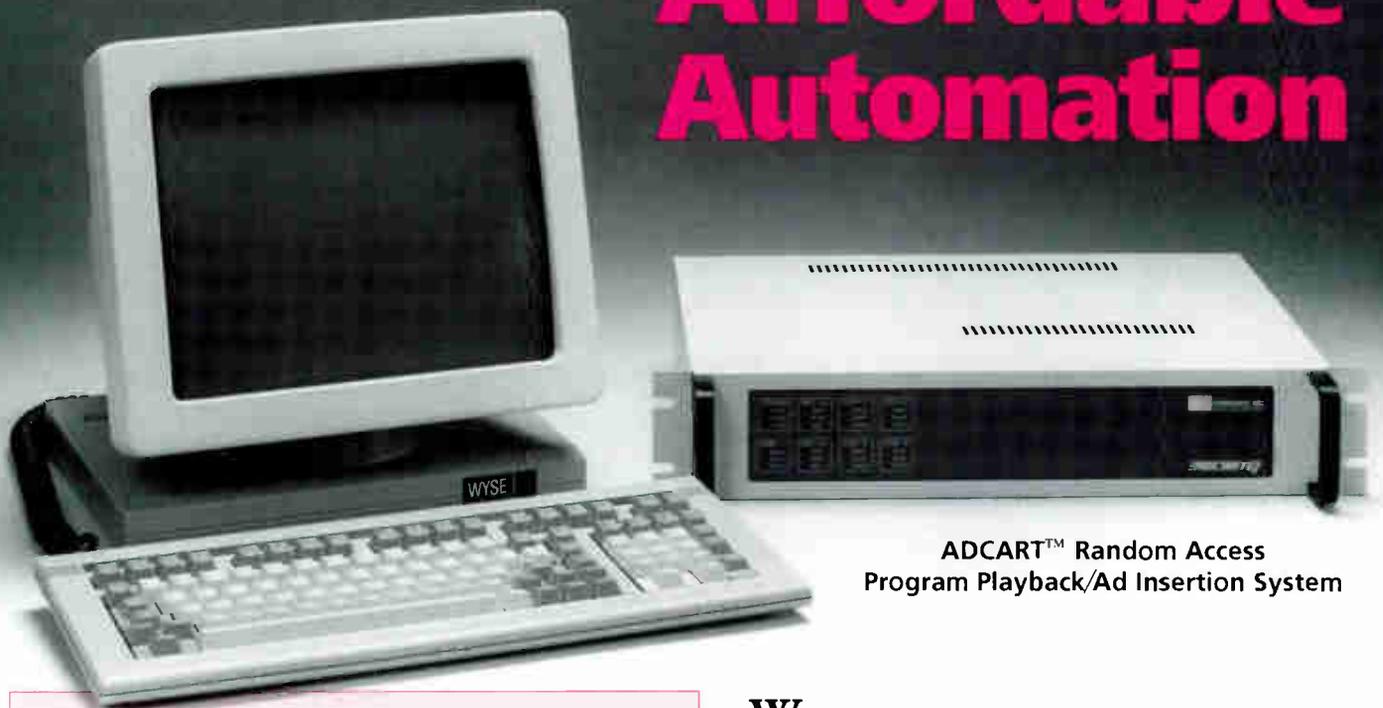
### Saban Entertainment

4000 West Alameda  
Burbank, CA 91505  
**Contact:** Jeff Pryor, Senior Vice President-Publicity  
(818) 972-4800

**Type of payment:** Cash & Barter  
**Type of programming:** Animated, Cartoons, Documentaries, Drama, Family, Features/Packages, International, Mini-Series, Series, Series/First Run, Series/Off Network.  
**Sample titles:** "The Ryan White Story," "John & Yoko: A Love Story," "Unsolved Mysteries," "Hey Vern, It's Ernest," more titles—catalog upon request.

continued

# Affordable Automation



ADCART™ Random Access  
Program Playback/Ad Insertion System

## Automation with ADCART™

- Controls up to four audio/video sources (VCRs, character generators, satellite or live video feeds) for automatic playback or insertion into one or two channels.
- Provides external control of up to eight VCRs for automatic recording on a time-scheduled basis. Allows you to record up to 16 hours of satellite programming, continuously!
- Full screen terminal simplifies scheduling, system status monitoring and machine control.
- Schedule processor holds up to 16 complete schedules per channel.
- Performs broadcast-quality audio/video switching from VCRs or other A/V sources to network.
- Constant video quality monitoring with automatic failure bypass assures the highest on-air signal quality.
- Logs and verifies events, plus prints a variety of detailed reports.

When you're managing program playback from a variety of sources 24 hours a day, and seeking additional revenue through local ad insertion, you need extremely reliable, high quality equipment that does the job. Easily, efficiently, and cost-effectively, with minimal operator involvement.

***You need to automate.***

Channelmatic is the LPTV automation system leader. We've been in the business 17 years, with field-proven products that are actively controlling 7,000 LPTV and CATV channels on-line, nationwide.

**Call, Fax or write for more information and a free system quotation.**



**CHANNELMATIC**

821 Tavern Road, Dept. CIG, Alpine, California 91901  
Telephone (619) 445-2691 • FAX (619) 445-3293 • (800) 766-7171

*Revolutionizing television automation.*

AD INSERTION...TAPE COMPILING/EDITING...PROGRAM PLAYBACK...A/V SWITCHING, DISTRIBUTION AND CONTROL

Circle (6) on ACTION CARD



WHOLESUME  
FAMILY  
TELEVISION  
ENTERTAINMENT

**KIN**  
KEYSTONE INSPIRATIONAL  
NETWORK

P.O. BOX 216, WINDSOR RD. RED LION, PA 17356  
HOURS M-F 9 AM-5 PM EST  
PROGRAM RATES AVAILABLE UPON REQUEST

Spacenet 1 • Channel 13

Circle (48) on ACTION CARD

**Sheen Productions, Inc.**  
23 E. Main Street, Suite 4  
Victor, NY 14564  
**Contact:** Duane Pancoast, Operations Manager  
(716) 924-8586  
**Type of payment:** Cash & Barter

**Type of programming:** Family, Religion, Series.  
**Sample titles:** "Life Is Worth Living" (31 titles from Bishop Sheen's Emmy Award winning series from the golden age of television—all half-hours, except 1 hour-long special).

**Silver Screen Features IV**  
326 S. Main Street, Suite 125  
Grapevine, TX 76051  
**Contact:** Rich Hightower, Program Director  
(214) 647-5919  
**Type of payment:** Cash, Barter, Cash & Barter, Free  
**Type of programming:** Educational, Family, Religion, Sports, Station Custom Programs, Infomercials—P.I. Spots, Direct Response Comm.  
**Sample titles:** Titles available upon request.

**Type of programming:** Program Inserts/Shorts, Art Surveys/Issues, Historical Documentation.  
**Sample titles:** "Happenings in Atlanta" (six-part series on upcoming artists and their works as they open in art galleries, includes 30-second program insert).

**Stump Bumper Productions**  
P.O. Box 21874  
1316 Joiner Road  
Chattanooga, TN 37421  
**Contact:** Charlotte Patten, Partner  
(615) 894-3755  
**Type of payment:** Barter, Cash & Barter  
**Type of programming:** Animal/Nature/Outdoors, Documentaries, Educational, Family, Sports.  
**Sample titles:** "The American Angler" (all-species, educational fishing show).

**Sudzyn Country Video**  
P.O. Box 766  
Bound Brook, NJ 08805  
**Contact:** Herb Sudzyn, Host  
(908) 271-8244  
**Type of payment:** Cash, Cash & Barter  
**Type of programming:** Country music interviews and videos.

**Teacher Productions**  
240 East Third Street  
Garner, IA 50438  
**Contact:** Gregory Schmidt, Producer/Director  
(515) 923-2349  
**Type of payment:** Cash  
**Type of programming:** Docu-Drama, Documentaries, Educational, Family, Religion.  
**Sample titles:** "Easter is Special" (family holiday special), "Michael, My Brother" (award-honored docu-drama), "Opera House Live" (country-western jamboree), "True Stories From Guatemala" (theatrical monologue), "Religion or Politics" (documentary on political pulpits), "They Built The Alaska Highway" (history documentary).

**The Tel-A-Cast Group**  
203 Wise Hollow Road  
Aiken, SC 29803

**Spanish TV Services**  
8655 SW 74th Terrace  
Miami, FL 33143  
**Contact:** Hector Llorens, Director/International Sales  
(305) 596-3140  
**Type of payment:** Cash & Barter  
**Type of programming:** Comedy, Drama, Mini-Series, Specials, Sports, Variety/Music.  
**Sample titles:** "La Extrana Dama" (soap opera), "Cosechatras Tu Siembra" (soap opera), "Venganza De Mujer" (soap opera), "Libertad Condicionada" (soap opera).

**The Sportsman's Showcase, Inc.**  
P.O. Box 872100 Blacksher Street  
Brewton, AL 36427  
**Contact:** Ken Tucker, Host; Tod Bound, Producer  
(205) 867-9440  
**Type of payment:** Barter  
**Type of programming:** Animal/Nature/Outdoors.

**S P TV**  
3486 West Hospital Ave.  
Atlanta, GA 30341  
**Contact:** Steven Panayioti, Director/Producer  
(404) 455-6092  
**Type of payment:** Cash & Barter



**Display Systems International Inc.**

- Character Generators (with optional Genlock)
- Horizontal Crawl Line Titlers
- Advertising Systems (with image capture)

Ask about our 30 day satisfaction guarantee and our 90 day trade up policy!

Canadian Office:

203 Mallin Cresent, Ph:(306) 934-6884  
Saskatoon, Sask. Fx:(306) 934-6447  
S7K 7W8

US Office:

147 West Main Street, Ph:(814) 257-8210  
Dayton, PA 16222 Fx:(814) 257-8633

Circle (23) on ACTION CARD

**Contact:** Randy Davidson, Syndication Director  
(803) 641-0946  
**Type of payment:** Barter  
**Type of programming:** Series (gardening and backyard projects).  
**Sample titles:** "America's Backyard" (series, weekly half-hour on gardening, landscaping, and backyard projects).

**The Television Syndication Company, Inc.**  
P.O. Box 91523  
Longwood, FL 32791  
**Contact:** Cassie M. Yde, President  
(407) 788-6407  
**Type of payment:** Cash, Barter  
**Type of programming:** Action/Adventure, Animal/Nature/Outdoors, Animated, Cartoons, Documentaries, Educational, Family, Features/Packages, International, Program Inserts/Shorts, Religion, Series, Series/First Run, Specials, Sports, Variety/Music.  
**Sample titles:** "The Bruce Williams Show," "Contacto Directo" (Spanish-language), "Bankok, Bali & Beyond," "Countdown to the New Year," "Eye on Ecology," "The Blockade of Leningrad," "International Dance Competition," "Kuwait—The Way It Was," "One Year in Antarctica," "Vietnam, Cambodia & Laos Today," "Winter Quarters," "Ali Baba & the Forty Thieves," "Feature Films," "Canterbury Cinema Classics with Helen Hayes," "The Classic Collection films," "The 13th Rose," "Gospel in the Holyland," "Tomorrow's Hits Today," "The Stadium Talks," "World Bodybuilding Championships," "Program Inserts."

**Three Angels Broadcasting Network**  
P.O. Box 220  
West Frankfort, IL 62896  
**Contact:** Linda Shelton, Vice President  
(618) 627-4651  
**Type of payment:** Free  
**Type of programming:** Educational, Family, Magazine/Talk, Mini-Series, Religion, Series, Series/First Run, Specials, Variety/Music, Anti-Drug & Alcohol programs, Preventive Health programs.  
**Sample titles:** "3 ABN Presents" (practical family oriented program that incorporates a variety of interviews, music, and live call-in questions on many issues), "Melody From My Heart" (half-hour program of just gospel music from a variety of guests), "Drugs Close To Home" (interviews and talk show with ex-drug users), "Cooking God's Way" (cooking demonstrations with healthful vegetarian recipes).

**Trident Productions, Inc.**  
1583 Savannah Hwy  
Charleston, SC 29407  
**Contact:** Steve Cooney, President  
(803) 571-3348  
**Type of payment:** Cash, Credit Card  
**Type of programming:** Station I.D.'s and Commercials.

**Trinity Broadcasting Network**  
Box C 11947  
Santa Ana, CA 92711  
**Contact:** Deanna J. Sebastian, LPTV Director  
(714) 665-2122  
**Type of payment:** Free with permission, Affiliation 80% return

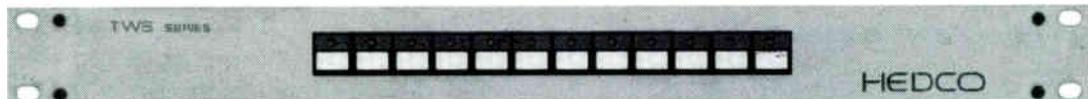
**Type of programming:** Animated, Drama, Educational, Magazine/Talk, Religion, Specials, Variety/Music, 700 Club.  
**Sample titles:** "Praise" (2-3 hour talk version religious).

**U Network**  
Box 1955, Brown University  
Providence, RI 02912  
**Contact:** Jeff Southard, Network Director  
(401) 863-2225  
**Type of payment:** Free to all NACB member stations (membership \$75.00 year)  
**Type of programming:** Animated, Comedy, Docu-Drama, Documentaries, Drama, Educational, Game Shows, Magazine/Talk, News/News Stories, Specials, Variety/Music, Experimental.  
**Sample titles:** "Edge" (experimental student works—Ithaca College), "Cyberia" (complete animation showcase—George Washington University), "Live at Eight" (live sketch comedy show—Washington State University), 5 hours weekly, student produced, other shows available, too numerous to mention.

**Univision, Inc.**  
605 Third Avenue, 12th Floor  
New York, NY 10158-0180  
**Contact:** Andrew C. Goldman, Senior Vice President-Business Affairs  
(212) 455-5200  
**Type of payment:** Barter, On request  
**Type of programming:** Action/Adventure, Animated, Cartoons, Comedy, Drama, Family, Fashion, Game Shows, International, Magazine/Talk, Mini-Series, News/News Stories, Religion,

# INEXPENSIVE 12 x 1 Vertical Interval Switching 4 Outputs – Broadcast Specs – Audio Follow Video

Local Control  
Panel  
\$100



REMOTE CONTROL PANEL ALSO AVAILABLE \$150

TWS-110  
Video  
\$495



LOOPING INPUTS

TWS-210  
Stereo Audio  
\$495



BALANCED, BRIDGING INPUTS

**HEDCO**  
A DIVISION OF LEITCH  
920 Corporate Drive, Chesapeake, VA 23320  
Toll Free: (800) 231-9673 Fax: (804) 548-4088

Distributed Internationally by **LEITCH**  
Leitch Video International Inc.  
220 Duncan Mill Road, Suite 301, Don Mills, Ontario, Canada M3B 3J5  
Toll Free: (800) 387-0233 Telephone: (416) 445-9640 Fax: (416) 445-0595

**CIRCULAR POLARIZATION**

**FULL MARKET COVERAGE**

**CUSTOM PATTERN MATCHING**

**ADVANCED TECHNOLOGY**

**EXCELLENT PERFORMANCE**

**RUGGED DURABILITY**

**ANTENNA CONCEPTS INC.**  
 3234 Saddlehill Court • Placerville, California 95667  
 Phone (916) 621-2015 or FAX: (916) 622-3274

Circle (181) on ACTION CARD

Series, Specials, Sports, Variety/Music.  
**Sample titles:** "Sabado Gigante" (variety/game show), "Noticiero Univision" (news).

**U.S. Chamber of Commerce/Biznet**  
 1615 H Street, NW  
 Washington, DC 20062

**Contact:** Frank Allen Philpot, Director of Syndication  
 (202) 463-5834

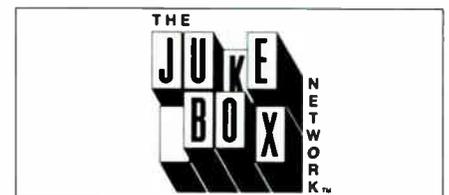
**Type of payment:** Barter  
**Type of programming:** Magazine, Talk, Public Affairs, Live Call-In.  
**Sample titles:** "It's Your Business" (weekly

public affairs on business and economics), "Ask Washington" (live call-in).

**USDA Office of Public Affairs**  
 410-A Administration Building  
 Washington, DC 20250  
**Contact:** Marci Hilt, Director/Media Liaison  
 (202) 720-4330

**Type of payment:** Free  
**Type of programming:** Agricultural News.

**Venevision International**  
 550 Biltmore Way, 9th Floor  
 Miami, FL 33134  
**Contact:** Mr. Carlos Barba, President/Chief Executive Officer  
 (305) 442-3411  
**Type of payment:** Cash, Cash & Barter  
**Type of programming:** Comedy, Documentaries, Drama, Family, International, Mini-Series, Series/First Run, Specials, Variety/Music.



**Video Jukebox Network, Inc.**  
 12000 Biscayne Blvd.  
 Miami, FL 33181  
**Contact:** Barbara Stevens, Coordinator/LPTV Affiliate Relations  
 (305) 892-3645  
**Type of payment:** Viewer pays, station participates in revenue  
**Type of programming:** The Jukebox Network (interactive music videos).

**Visions Productions, Ltd.**  
 16745 West Bluemound Road  
 Brookfield, WI 53213  
**Contact:** Rick Felski, President  
 (414) 796-0861  
**Type of payment:** Cash  
**Type of programming:** Animation (custom

**F**or High-Quality Video,  
 Connect with  
**Microwave Radio Corporation.**

*Discover how Microwave Radio Corporation offers you practical, quality wireless interconnections. Connect with us today:*  
**TEL: (508) 250-1110**  
**FAX: (508) 256-5215**

**Microwave Radio Corporation**  
 20 Alpha Road  
 Chelmsford, MA 01824-4168

**Achieve Practical Solutions to STL Requirements**  
**High-Reliability and Low-Cost: Links Starting at \$6200**

**Fixed and Portable Microwave Systems from 1.7 to 40 GHz**  
**The Leading Supplier for TV and Video Applications**



Circle (134) on ACTION CARD

designed station ID's, bumpers, logo's, etc.). Opens for special programs, sports and others also available.

#### **Visual Motion**

32 East 57th Street  
New York, NY 10022

**Contact:** James Grau, President  
(212) 832-3020

**Type of payment:** Cash & Barter

**Type of programming:** Educational, Magazine/Talk, Series, Series/Off Network, Sports, Variety/Music, Sewing/Cooking, Special Effects Library.

#### **Walterscheid Productions, Inc.**

320 North Roosevelt  
Wichita, KS 67208

**Contact:** Bob Walterscheid, President  
(316) 687-6136

**Type of payment:** Cash & Barter

**Type of programming:** Action/Adventure, Animated, Cartoons, Comedy, Drama, Family, Features/Packages, Series

**Sample titles:** Motion Pictures (over 1,500 titles), Cartoons (over 800 titles), TV Series (23 titles).

#### **Weiss Global Enterprises**

P.O. Box 20360  
Oxnard, CA 93034-0360  
2055 Saviers, Suite 12  
Oxnard, CA 93033-3693

**Contact:** Adrian Weiss, President  
(805) 486-4495

**Type of payment:** Cash

**Type of programming:** Animated, Cartoons, Comedy, Documentaries, Family, Features/Packages, Program Inserts/Shorts, Series, Series/Off Network, Serials.

**Sample titles:** "Cactus in the Snow," "Baron of Arizona," 30's and 40's vintage movies, westerns, "Those Crazy Americans" (one-hour documentary), "Kids Say the Darndest Things" (series, over 500 color episodes), "Make Room For Daddy" (161 half-hour programs), "Alice" (10 cartoons by Walt Disney).

#### **WPA Film Library**

12233 South Pulaski  
Alsip, IL 60658

**Contact:** Michael Mertz, Archivist  
(708) 385-8535

**Type of payment:** Cash

**Type of programming:** Animal/Nature/Outdoors, Animated, Cartoons, Documentaries, History, Newsreels.

#### **Yes I Can! Inc.**

2995 Woodside Road, Suite 400-123  
Woodside, CA 94062

(415) 851-2562

**Type of payment:** Free

**Type of programming:** Educational, Family, Series, Series/First Run, Series/Off Network, Disabled children are interviewed.

#### **York/Solomon Productions**

5215 Embassy Drive  
Corpus Christi, TX 78411

**Contact:** David C. Solomon, Vice President-  
Sales *continued*

# The Community Leader

Presenting another great innovation from TTC:

## The XLS1000 Solid State 1 kW Transmitter:

Just what you would expect from the global leader in Community Broadcast Television.

**TTC's Exclusive Solid State Design** reduces power consumption, improves reliability and significantly lowers your operating costs.

**Diagnostic and Control Intelligence** continually self-corrects and compensates for adversities to insure you stay on the air.

**The Most Extensive Remote Control** in the industry lets you monitor and control 65 different operating parameters from anywhere in the world!

*To put the leader in your community call Jim Burns  
(303) 665-8000, ext. 456.*

**A Global Force In Broadcast Transmission Technology**

**TTC**

650 S. Taylor Ave. Louisville, CO 80027

Circle (7) on ACTION CARD  
WorldRadioHistory

(512) 852-8850

**Type of payment:** Barter, Stations pay shipping and tape cost

**Type of programming:** Variety/Music, Very contemporary Christian music videos.

**Sample titles:** "Rapture" (radio formatted contemporary Christian music video).

**Zephyrus**

201 Key Avenue  
Baltimore, MD 21225

**Contact:** Mary Parker, Vice President  
(410) 789-3326

**Type of payment:** Cash

**Type of programming:** Family, Variety/Music.

**Sample titles:** "The Sky's the Limit" (half-hour music format that spreads universal message of love and hope within the family and mankind—great for the entire family). 

### No Fee Required For Noncommercial Operator Licenses

The FCC has amended its filing fee rules to allow employees and volunteers at noncommercial educational radio and television stations to get the required Restricted Radiotelephone Operator Permits without paying the normal \$35 filing fee.

Such permits are valid only at noncommercial stations; holders must apply for a new permit, and pay a fee, if they later want to work for a commercial station. 

## INDEX TO ADVERTISERS

Use this handy chart to find the ad you're looking for. Then fill out the ACTION CARD bound in this magazine for **FAST** answers to all your questions.

COMPANY	ACTION CARD		ADVERTISER FACT LINE
	PAGE	NUMBER	
3 dbm/SWR	13	75	(800) 279-3326
Adtec Productions	4	149	(615) 865-8707
Andrew Corporation	8	79	(800) 255-1479
Antenna Concepts	24	181	(916) 621-2015
B & E Video Productions	7	196	(816) 452-3346
Cablewave Systems	5	32	(203) 239-3311
Channelmatic	21	6	(800) 766-7171
Coarc Video	4	28	(518) 672-7202
Display Systems International	22	23	(814) 257-8210
Eagle-Lion Video	19	96	(619) 281-9975
EMCEE Broadcast Products	17	1	(800) 233-6193
G & M Power Products	10	138	(213) 850-6800
International Creative Artist Agency	11	12	(213) 960-5103
ITS Corporation	9	123	(412) 941-1500
Jampro Antennas	18	154	(916) 383-1177
Keystone Inspirational Network	22	48	(717) 246-1682
Kompas/Biel & Associates, Inc.	16	19	(414) 781-0188
Leisure Features Syndicate	3	104	(619) 551-0504
Leitch/HEDCO	23	128	(800) 387-0233
MATCO	26	142	(408) 998-1655
Microdyne Corporation	28	100	(800) 441-9084
Microfect	10	2	(503) 363-9267
Microwave Filter	12	172	(800) 448-1666
Microwave Radio Corporation	24	134	(508) 250-1110
NATPE	2	177	(213) 282-8801
Showplace	14	180	(312) 472-8828
Silver Screen Features IV (LPTV Stations)	6	13	(214) 994-3490
Silver Screen Features IV (Production)	20	16	(214) 994-3490
Television Technology Corporation	25	7	(303) 665-8000
Trident Productions, Inc.	15	165	(800) 955-5660
Visual Communications Replay	15	171	(800) 745-8272

# MATCO

If you've never heard of us, it's probably because we don't advertise in trade journals very often, as most of our business is generated through Customer Referral.

LPTV's Programming Directory however, provides us an opportune time to put our name in front of potential customers in the growing LPTV industry.

If you know someone who has a Matco Playback System, or any other Matco product, ask them their opinion of Matco, its products...its service, and its attention to their ongoing needs.

Then if you are satisfied we are real, circle our action card number below, or call our toll free number for information on filling your requirements...or just fax us your requirements and we will respond promptly.

We have been designing and manufacturing control systems for over ten years now, and our success has been based on satisfying customers' needs promptly, reliably, and economically.

We can provide standard off the shelf product, or custom systems of any complexity. In addition we offer a three year unconditional warranty on all our products.

## A Leading Manufacturer of Playback Control Systems

MATCO (Manufacturing and Test Co Inc.) • 427 Perrymont Ave • San Jose California 95125  
(408) 998-1655 • 1-(800) 225-5390 • FAX (408) 998-8020

## LPTV Distribution by State and Territory

December 9, 1991

	Licenses	CPs
ALABAMA	11	30
ALASKA	222	10
ARIZONA	32	33
ARKANSAS	10	30
CALIFORNIA	53	91
COLORADO	21	34
CONNECTICUT	2	5
DELAWARE	1	1
WASHINGTON, DC	2	0
FLORIDA	50	129
GEORGIA	22	32
HAWAII	4	34
IDAHO	20	30
ILLINOIS	15	38
INDIANA	16	29
IOWA	13	33
KANSAS	11	28
KENTUCKY	13	34
LOUISIANA	19	40
MAINE	8	19
MARYLAND	2	8
MASSACHUSETTS	8	14
MICHIGAN	12	24
MINNESOTA	51	45
MISSISSIPPI	12	22
MISSOURI	21	27
MONTANA	31	46
NEBRASKA	4	9
NEVADA	22	20
NEW HAMPSHIRE	3	4
NEW JERSEY	3	14
NEW MEXICO	17	34
NEW YORK	31	45
NORTH CAROLINA	13	34
NORTH DAKOTA	9	16
OHIO	23	45
OKLAHOMA	23	34
OREGON	28	29
PENNSYLVANIA	17	58
RHODE ISLAND	0	2
SOUTH CAROLINA	3	21
SOUTH DAKOTA	8	17
TENNESSEE	31	37
TEXAS	65	108
UTAH	22	6
VERMONT	1	8
VIRGINIA	9	28
WASHINGTON	19	22
WEST VIRGINIA	2	8
WISCONSIN	17	14
WYOMING	26	16
GUAM	1	0
PUERTO RICO	7	6
VIRGIN ISLANDS	1	2

TOTALS: Licenses: 1,087  
Construction Permits: 1,503

# Classifieds

## FOR SALE

**LPTV construction permit** for channel 5 in Madison, WI (K05JJ). Excellent top 100 market. Also one Scala TVO-8 eight-bay omnidirectional antenna tuned to channel 5. For additional information, call (813) 371-0024.

**WARNING! We'll blow you away!** Dimension Music, SFX & MIDI files, music for every budget, LP close-out, lifetime blanket license. Check us out now! For demo, call 27th Dimension, Inc., (800) 634-0091.

**High-powered CP for sale:** W29AU Coral Bay, Virgin Islands (60 kW ERP). Call (602) 582-6550, Charlene.

## WANTED TO BUY

**LPTV stations wanted.** Movie producer and programmers seek LPTV and full power stations. We have the cure for soft sales and needed revenues. We are buying LPTV stations until December 31, 1991. If your station is in trouble or you are just tired, please phone us at (214) 994-3490. Our formats and programming are network quality, and we have over 40 years of movie and television experience. Silver Screen Features IV, 326 S. Main Street, Suite 125, Grapevine, TX 76051.

**LPTV station in south Florida area.** Call or write M. Greenberg, c/o Silvercup Studios, 42-25 21st St., Long Island City, NY 11101, Dept. T, (212) 349-9600.

## BUSINESS OPPORTUNITIES

**Let the government finance** your new or existing small business. Grants/loans to \$500,000. Free recorded message: (707) 448-0330. (OR5)

## SERVICES OFFERED

**Consulting.** Manager highlighted in WSJ article on LPTV available for consulting. More than 8 years experience managing profitable LPTV's. For rates, contact Ken Shapiro at (312) 951-0871 or at 1636 N. Wells St., Chicago, IL 60614.

**LPTV mailing labels.** Reach all LPTV licensees, CP holders, applicants. Accurate, up-to-date marketing lists in your choice of format. Call Katie Reynolds at (414) 781-0188.

## HELP WANTED

**General Manager** opening at our 1 kW midwest LPTV station. Excellent opportunity for creative, sales and promotion minded leader. Write Ad Box 90, c/o LPTV Report, P.O. Box 25510, Milwaukee, WI 53225.

**CLASSIFIED RATES:** All classified ads are payable in advance. When placing an ad, indicate the exact category you desire: *Help Wanted, Situations Wanted, Business Opportunities, Services Offered, Wanted to Buy, For Sale, Miscellaneous.* The publisher reserves the right to abbreviate, alter, or reject any copy.

Classified advertising is sold at the rate of 60¢/word. There is a \$20.00 minimum charge for each ad. Count each abbreviation, initial, single figure, or group of figures or letters as one word each. Symbols such as mm, C.O.D., P.O., etc., count as one word each. Telephone numbers with area codes, and ZIP codes, count as one word each.

Business Card ad rates are \$50.00 per insertion. Rate is discounted to \$45.00 for three or more insertions. Classified Display rates are \$50.00 per column inch.

To place your order, call Jackie Biel at (414) 781-0188.

We now accept VISA/MASTERCARD orders.

## SMITH and POWSTENKO

Broadcasting and Telecommunications Consultants

2033 M Street N.W., Suite 600  
Washington, D.C. 20036  
(202) 293-7742

## NOTICE OF CALLING FOR BIDS FOR SALE OF SURPLUS PROPERTY

NOTICE IS HEREBY GIVEN TO WHOM IT MAY CONCERN that on February 4, 1992, 10:00 a.m., at the office of the Director of Purchasing, the County Administrator, and the County Attorney, or their designees, will open sealed bids for the sale of the following surplus items:

(12) EMCEE TOA-100A 100-watt Amplifiers

Specifications and additional information may be obtained from the Public Safety Director, 5192 Overseas Highway, Marathon, Florida 33050—(305) 289-6002.

Bids will be received until 10:00 a.m. on February 4, 1992, in the Office of the Director of Purchasing, 5100 College Road, Public Service Building, Wing II, Stock Island, Key West, Florida 33040.

All bids, including the recommendation of the County Administrator, will be presented to the Board of County Commissioners of Monroe County, Florida, for final awarding or otherwise.

All bids are to be enclosed in sealed envelopes marked on the outside, "Sealed Bid for 100-watt Amplifiers."

The Board reserves the right to accept or reject any or all bids, to waive informalities and irregularities in any or all bids, and to readvertise for bids.

Dated at Key West, Florida, this 18th day of December, 1991.

R. M. Cofer  
Director of Purchasing for  
Monroe County, Florida

ROBERT G. TRUSCOTT  
President

## TRUSCOTT BROADCAST SERVICES, INC.

TV Engineering Consultants

LPTV • Full Power • Microwave  
Construction • Maintenance Contracts  
618 Feather Sound Dr. Phone: 708-972-9658  
Bolingbrook, IL 60440 Fax: 708-972-9648

ROBERT E. WINN  
Director, Product Management  
Antenna Operations



479 GIBBSBORO-MARLTON RD. PHONE 609-435-3200 EXT. 108  
VOORHEES, NJ 08043 FAX 609-435-3204

## Broadcasting Systems, Inc.

Turnkey LPTV Construction

21617 North Ninth Avenue,  
Suites 105 & 106  
Phoenix, AZ 85027  
(602) 582-6550  
FAX (602) 582-8229

## JOHN H. BATTISON, P.E. & ASSOCIATES

Consulting Low Power TV Engineers  
2684 State Route 60, RD #1  
Loudonville, Ohio 44842

Applications, Licensing, Turnkey  
(419) 994-3849

## Arent, Fox, Kintner, Plotkin & Kahn

Washington Square 1050 Connecticut Avenue, N.W.  
Washington, D.C. 20036-5339

General Counsel to the  
Community Broadcasters Association

Telephone (202) 857-6000 Telex WU 892672 Teletypewriter (202) 857-6395



**“We needed a professional, satellite receiving system with the flexibility to access all available programming.”**

*Brad Dobbs, Vice President of Operations,  
TV 43, Waukesha, Wisconsin*

“So we chose VistaLink™. An automated satellite receiving system from Microdyne.

VistaLink is preprogrammable, letting me access any satellite and any transponder. Any time.

Plus, I have the option of operating VistaLink remotely. That way I can set the receiver and antenna without even leaving the station.”

VistaLink is a proven system backed by Microdyne. A pioneer in satellite technology with thousands of satellite receiving installations around the world.

For complete information on VistaLink and how Microdyne can help your LPTV business, call toll-free (800) 441-9084. Or write Microdyne Corporation, 491 Oak Road, Ocala, FL 32672.



*At TV 43, primary programming is received on a fixed Microdyne antenna. The VistaLink antenna rotates to receive programming from other satellites.*

*The VistaLink system lets you receive any satellite—any program, transponder format, or frequency—as easily as you operate a VCR.*



WorldRadioHistory  
Circle (100) on ACTION CARD

**Microdyne**  
Excellence in Communications Technology