Nothing can match the drama and emotion of parents battling one another for the love of a child. Witness the enormous appeal of Mer Vs. Kramer.

Now, Stewart Cheifet, who produced and directed more than 250 episodes of Divorce Court and who wrote many of those episodes as well, has created a new, first-run, daily half-hour reality-based strip that captures all of the suspense and human drama of these classic struggles.

Custody Court is available for Fall 1982.
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The Empire Mine has been preserved as a reminder to the people of Grass Valley of a period in history when hard work and advancing technology sustained the area's growth under the gold standard.

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3:30 PM KARK-TV Little Rock '1 Women 18-34 '1 Total Viewers

4 PM KOCO-TV Oklahoma City '1 Women 18-49 '1 Total Viewers

Little House: Make your station '1 Total Viewers

WORLDVISION ENTERPRISES INC
A Film Company
4:30 PM
KMSP-TV
Minneapolis
'1 Women 18-49
'1 Total Viewers

3 PM
KTVK-TV
Phoenix
'1 Women 18-49
'1 Total Viewers

4 PM
WESH-TV
Orlando
'1 Women 25-54
'1 Total Viewers
7 PM
WJBF
Augusta
'1 Women 18-49
'1 Total Viewers

4 PM
WSBT-TV
South Bend
'1 Women 18-49
'1 Total Viewers

Little House:
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Give your listeners more energy news.

Energy Watch

The National Energy News Service
An ongoing series of vital three minute feature programming that gives you the news and information your listeners want and need in today's energy sensitive world.

Interviews
Fast paced interviews answer questions about new energy saving products, technological breakthroughs, alternative energy sources, future research ... in addition to presenting facts and opinions from scientists, government, industry—all the people who are directly involved.

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The Week in Brief

**TOP OF THE WEEK**

**A FOX IN CBS'S EYE** □ Broadcaster and 20th Century-Fox plan alliance. Specifics, to be worked out in next 30 days, expected to include expanded cable services and distribution of programming for emerging home video market. PAGE 31.

**BUCKING ECONOMIC TIDE** □ Broadcast ad revenues grow at record rate. Spot up 20% in first quarter; TV networks all strong. But analysts warn it can't last. PAGE 32.

**TWO FOR FAIRFAX** □ Race for cable franchise in Virginia county outside Washington narrows down to General Media and joint venture of local investors and Tele-Communications. PAGE 33.

**POSTMAN RINGS TWICE AT FCC** □ With chastises FCC for refusing to implement lottery for license applicants. In second letter, he urges FCC to create task force on children's TV. PAGE 33.

**HOLD THE PHONE, PLEASE** □ With Subcommittee advised that major common carrier bill should await AT&T settlement. PAGE 34.

**FIGHTING CLOCK IN BOSTON** □ RKO asks Supreme Court to review ch. 7 case. New England Television petitions FCC to deny RKO request to operate past March 7 deadline. PAGE 35.

**ON LAUNCHING PAD WITH STC** □ Willingness to gamble billions on DBS puts Comsat and subsidiary Satellite Television Corp. at forefront of TV's next frontier. Here's definitive look at plan that awaits anticipated FCC go-ahead this spring. PAGE 38.

**SORRY, WRONG NUMBERS** □ JVT Group discloses investigation of its syndicated arm that had been overstating sales activity and revenues for four years. Sole purpose, says JVT, was to fake success in recouping capital investment and achieving profit objectives. PAGE 46.

**AS COMMERCE SEES IT** □ Annual industrial study forecasts big increases in broadcasting and cable revenues this year and in decade ahead, but expects heavy expenses to depress earnings. PAGE 48.

**CONSERVATIVE SEX** □ Playboy channel entrepreneurs claim that so far most complaints are that software isn't hard enough. They cite self-imposed code that leaves room for lots of implicit sex, frontal nudity and explicit talk. PAGE 56.

**FCC BACKING OFF** □ Commissioner Jones tells EIA session that agency will be reluctant to impose certain technical standards, leaving more decisions to marketplace. PAGE 64.

**AM STEREO PREFERENCE** □ Harris survey of broadcasters finds majority disagree with FCC, prefer single standard. PAGE 64.

**NCTA GETS HOUSE IN ORDER** □ Board elects Saeman as chairman, reaffirms intent to monitor AT&T settlement, and plans to support FCC rulemaking that would reduce satellite spacing. PAGE 70.

**ADVICE FOR MINORITIES** □ Washington conference offers short course in getting piece of cable action. Sutton says multiple franchising is key to entry. PAGE 70.

**SPARE THOSE ENG CREWS** □ CBS and NBC ask FCC to reconsider decision that would permit ordering news cameras and equipment to be shut down when necessary to protect life and property. Petitioners say rule is not needed and raises First Amendment problems. PAGE 79.

**WINNING RESPPECTABILITY/CREDIBILITY** □ Norm Pattiz recalls that radio syndication had "a terrible name" when he founded Westwood One. But that didn't deter him from turning a $10,000 investment into a highly regarded, multimillion-dollar enterprise within six years. PAGE 103.

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THE REVOLUTION IS STILL GOING ON.

The fight to preserve freedom of the press is as important now as it was in Jefferson's day. Each year, Texas Tech University reminds us of this by honoring an outstanding public official with the national Thomas Jefferson Award. This year's recipient, FCC Chairman Mark Fowler, was cited for leading the move to repeal excessive federal regulation of broadcasters, including removing barriers to technological progress.

Harte-Hanks Communications is very proud to support this unique award given by Texas Tech and its three sponsoring groups: the Texas Daily Newspaper Association, Texas Association of Broadcasters and the Texas Press Association. Their program helps recognize worthwhile efforts to preserve our First Amendment freedoms.
Ballpark figures
Preliminary indications are that consideration paid by local media to professional baseball clubs for broadcasting and cablecasting rights during 1982 season will pass $500-million mark for first time, meaning gain of at least 25% over last year's local rights figure of $48.4 million. And that doesn't include more than $40-million total being paid by ABC, NBC and CBS Radio for network TV and radio coverage of sport. Throw in USA Network cable contract and it is reasonable to conclude that total 1982 rights figure for baseball may be in $110- million range.

Out of character
Spot radio sales seem to be lagging behind projections for first quarter, with estimates for period of 8% to 10% over 1981, lower than 12% to 15% spot specialists had predicted. January was brisk, February was slow, and March appears sluggish, confounding conventional wisdom that radio flourishes in recessionary periods. But spot sales executives are confident that ensuing quarters will pick up.

Uncle Ab
Abbott Washburn, FCC commissioner most interested in children's television programming, is conducting survey to find out whether that specialty will suffer under deregulation. Peggy Charren, head of Action for Children's Television, has charged networks with reducing children's fare. Washburn says network executive told him "heat's off." Washburn is polling commercial networks, PBS and selected stations on volume of children's programming. Results will be reported in his appearance at NATPE International program conference in Las Vegas, March 11-16.

Figures' end?
Special meeting of FCC March 4, quietly called by Chairman Mark S. Fowler, will take final action on whether to continue or drop annual financial report (Form 324) by radio and television stations, and testing of tea leaves augurs its termination as part of deregulation process. Action is needed because of April 1 annual filing date.

While National Association of Broadcasters has supported abolition, along with other major entities, Radio Advertising Bureau has made plea for retention of scaled-down reports. Various public interest and noncommercial groups likewise have inveighed against termination.

Howard to McGavren
Viacom International, New York, is reported to have reached agreement in principle to sell its radio representative firm, Bernard Howard & Co., New York, which has been in business for 23 years. Majority owner will be McGavren-Guild, minority owner Bernard Howard, who will continue as president of firm which will retain Howard name.

Lawyers' delight
Affluent resort community, high per capita income, tourist trade and FCC deregulation were among reasons given for deluge of 18 applications for new FM at Hilton Head Island, S.C. Total includes three applications proposing nearby Bluffton, S.C., as community of license. Attorneys involved cannot recall that many applications for same channel—including AM and TV—ever filed before and say proceeding is likely to take years and cost those who stick it out well over $100,000 each before first brick is laid.

One of those cruises
While Ted Turner enjoyed Fidel Castro's hospitality in Havana two weekends ago, Cable News Network crew, headed by reporter Mike Boetcher, was at Bay of Pigs waiting for invitation from Turner and his host to come in for videotape interview. Invitation never came. But crew did have chance to tape short segment of Castro, who recently installed earth station, saying in Spanish that he likes CNN and tunes into network when anything important is happening in world. Back in Atlanta, staff is working tape into promo. CNN meanwhile is still hoping it will get chance for in-depth interview with Cuban dictator.

Despite his repeated anticommunist statements, Turner told Washington Ad Club audience last week that after weekend of fishing and talking he concluded Castro "is a pretty nice guy. You have to look for the good in people and nations... instead of the garbage."

Takes all kinds
Consumer activist Ralph Nader has agreed to debate First Amendment issues with leaders of broadcast news establishment during National Association of Broadcasters annual convention April 4-7 in Dallas. Appearing on panel with Nader will be William Leonard, CBS News president, Frank Reynolds, ABC World News Tonight anchor, Julian Goodman, former chairman, NBC, and former FCC Chairman Richard Wiley, now attorney with Kirkland & Ellis, Washington.

Wide circle
Supreme Court apparently has not received last appeal of U.S. Court of Appeals decision in KRO General Inc. case (see page 35). Challengers for KRO's licenses for KHJ-TV (ch. 9) Los Angeles and WOR-TV (ch. 9) New York are also expected to seek review. They do not quarrel with court's decision affirming denial of renewal of license for WNAC-TV Boston; they say appellate court erred in not affirming commission's denial of renewal for other two licenses in case as well.

But lawyers for Fidelity Television Inc., seeking Los Angeles facility, and Multi-State Communications Inc., which is after New York, would have to do unusually artful job to gain their goal. Persuading Supreme Court to grant review is difficult enough; but how can they persuade high court to hear their cases without helping KRO win review too? Theoretically, that is not something they want to do. They have until April 19 to develop arguments, but would probably not wait until that deadline to file.

Obstacle course
Leaders of National Association of Broadcasters hope to meet this week with Senator Bill Bradley (D-N.J.), who has blocked passage of broadcast deregulation bill (S. 1629) with proposed amendment to get VHF service for New Jersey and Delaware. "We don't agree with those who say that bill is dead," said NAB spokesman. NAB has no specific alternatives to Bradley's proposal, but will argue that there may be ways to bring VHF service to states more quickly than provided by his amendment.

Which animal?
FCC staff and perhaps majority of FCC's seven members are in favor of licensing multipoint distribution service (MDS) as broadcasting, rather than common carrier as it is now. Latter is subject to rate regulation (as are telephone and other services for sale to all comers). Broadcast licensees (AM-FM-TV) are free to charge what marketplace dictates in free competition.

Question emerged with proposal for expansion and restructuring of MDS filed with FCC last week by Microband Corp. of America (BROADCASTING, Feb. 15, 1982). MDS will figure in forthcoming redistribution of functions of FCC's several divisions and, if licensing judgment is made, would become part of what now is Broadcast Bureau, instead of Common Carrier Bureau.
**Business Briefly**


**Vigaro** □ Lawn fertilizer. Begins Feb. 24 for seven weeks in about 15 markets.

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**Fringe and weekend times.** Agency: Cunningham & Walsh, Chicago. Target: adults, 25-54.


**Francis A. Bonanno** □ Zonin wines. Begins March 15 for four weeks in 10 to 20 markets. All dayparts. Agency: Kirchner, Helton & Collett, Dayton, Ohio. Target: adults, 18-49.


YES, A 1/2 HOUR WEEKLY SERIES WITH GUEST STARS LIKE FRED WILLARD, JOAN RIVERS, ELKE SOMMER... WE'LL TRAVEL THE COUNTRY LOOKING FOR THE UNUSUAL, VISIT CELEBRITIES, EXOTIC AND NOT SO EXOTIC PLACES, EVENTS, EVEN JUST PLAIN FOLK... IT'S AVAILABLE FALL '82... SEE IT AT NATPE BOOTH #34... WOW! WHAT'S IT CALLED?

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Shatner for Commodore

WIB

Generic test. "Wallpaper's got your style" is theme for test campaign to break on spot TV this month for wallcovering manufacturers. Developed by Grey Advertising for Wallcovering Information Bureau, 30-second spots are 'expected to be viewed by 98% of women aged 25-49, nine times in spring and again in fall" according to Jerry Mader, executive vice president at Grey. Test markets are Kansas City, Mo., and Charlotte, N.C., and commercials are scheduled for two, nine-week "waves" of advertising during peak wallcovering sales periods, spring and fall.

TVB seminars. Television Bureau of Advertising is holding series of 10 one-day regional sales seminars, starting on March 4 and ending on May 20. Meetings will focus on such subjects as retailing, banking, selling competitively against newspapers and cable and problem-solving through effective time management. Seminars will be in Cincinnati, on March 4; Seattle, March 23; San Francisco, March 25; Houston, March 30; Atlanta, April 1; Minneapolis, April 13; Buffalo, N.Y., April 12; Denver, May 14; Kansas City, Mo., May 18, and Washington, May 20.

In-house activity cut. American Home Products Corp., New York, which has maintained house agency, John F. Murray Inc., New York, to handle about $70 million of its estimated $200 million in advertising, is moving away from house concept. It has taken away from Murray its function in creative media planning, leaving it only with media buying responsibilities. This will reduce Murray's commission to 4%-5%. American Home Product agencies benefitting in change are Wm. Esty Co., which has been assigned four Anacin brands billing about $35 million; Kornhauser & Calene, which has been given Preparation H, billing $12 million; Rosenfield, Sirovitz & Lawson, which has received Maximum Strength Anacin, with expenditures of $10 million; Cunningham & Walsh, which has been named for Easy-Off oven cleaner, billing $8 million, and Hicks & Greist which has been tapped for Sani Flush in the Tank, billing $4 million. Commissions to these agencies, which will be creating advertising and planning media, will not be conventional 15% but in range of 10% to 11%.

Broadcasting Publications Inc.

War on TV games. Commodore Computers, in network TV push slated for debut on Wednesday, Feb. 24, Grammy Awards show on CBS-TV, is spending $5 million to pit its product against video games by Atari and Intellivision. Actor William Shatner, best known for "Star Trek," is spokesman for computer, which he claims is "the wonder of the 80's." Media schedule for Commodore includes spots on sports events including Kentucky Derby, Indianapolis 500, the Preakness, major league baseball, Wimbledon tennis and NCAA college basketball playoffs.

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Thus far over 50 stations have karate chopped their way to big ratings with Black Belt Theater 1. If you want to match their demographic and ratings punch in your market you’ve got to get your black belt before it’s too late.

At NATPE we’ll be at the MGM Grand. But enjoy the change of pace. And be sure to see us in Las Vegas for full details.
In an industry as subject to rapid technological and regulatory changes as broadcasting, it's difficult to predict what the future holds for television, radio or cable.

That's why when your focus is on the future, the name you should remember is Frazier, Gross & Kadlec. For more than thirty years, we've specialized in helping broadcasters and cable operators find out not only where they stand in their market today, but what that market will look like tomorrow.

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HOT NEWS!
Your listeners also get the hottest news with their music! Up-to-the-minute Associated Press news, sports and weather is put on the air regularly—as it happens all around the world, all night long.

A HOTLINE!
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Music Country is brought to you by two leaders in radio broadcasting: WSM, Inc., a pace-setter in country music broadcasting for over 60 years; and Associated Press Broadcast Services, the world's largest news gathering organization.

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Cetec Salutes KSNK KXFM KSBQ Santa Maria, California Great radio service for central California in three great styles: Beautiful Music on Sunny 102; Adult Rock on FM99; Contemporary Country on KSBQ. Cetec System 7000 is the uncommon denominator— live-assist for FM99; full automation for KSBQ; and some of both for Sunny 102 Isn't it time for you to talk to Cetec?

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April 4-7—National Association of Broadcasters 60th annual convention, Convention Center, Dallas. Future conventions: Las Vegas, April 10-13, 1983; Las Vegas, April 29-May 2, 1984; Las Vegas, April 14-17, 1985; Las Vegas, April 20-23, 1986; Atlanta, April 5-8, 1987, and Las Vegas, April 10-13, 1988.


May 10-13—ABC-TV affiliates annual meeting, Century Plaza, Los Angeles.

May 16-18—NBC-TV affiliate annual meeting, Century Plaza, Los Angeles.

May 23-26—CBS-TV affiliates annual meeting, Nob Hill Conference Complex, San Francisco.


July 10-21—Cable Television Administration and Marketing Society annual meeting, Hyatt Regency, Chicago.


Sept. 18-21—Ninth International Broadcasting convention, Metropolis Conference and Exhibition Center, Bright, England.


Nov. 7-12—Society of Motion Picture and Televis- ion Engineers 124th technical conference and equipment exhibit. Caesars Palace, Las Vegas.

Nov. 17-19—Western Cable Show. Anaheim Convention Center, Anaheim, Calif.


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The first total news program service available to broadcasters 24 hours a day— from the innovators of the Turner Broadcasting System.

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In short, CNN2 eliminates the traditional limitations imposed by national newscasts, giving you programming advantages never before available in the history of broadcasting.

MORE NEWS MEANS MORE POTENTIAL INCOME.

There are economic advantages too. With the total news program service of CNN2 you can expect to attract a greater audience—and the higher potential income generated by more news program advertising. The services of CNN2 deliver the highest quality programming with the greatest potential income at the lowest possible price.
This is an opportunity to put your station at the forefront of a programming revolution... to gain a competitive edge in news capability... to become the station in your market with exclusive TV broadcasting rights for news delivered by the Turner Broadcasting System. Nobody else in the communications industry offers such programming flexibility, economic advantages or instantaneous coverage of late-breaking news.

Nobody else offers a program-length service like this... a service that's destined to make news leaders out of stations that have never before held that rank... or solidify the leadership of those already out front.

A Service Of Turner Broadcasting System, Inc.

CNN2
FOR BROADCAST TELEVISION

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Atlanta, Georgia 30318
404-898-8768
public television producers annual INPUT '82, International Public Television Screening Conference. Toronto.

March 29-31 - Information Utilities '82 conference, sponsored by Online Inc. Information: conference: hardware/media status reports; applications and marketing, and research and policy implications. Rye Town, Hilton, Port Chester, N.Y. Information: Barbara Marshall, Online, 11 Tannery Lane, Westport, Conn.

March 31-April 3 - Southern Educational Communications Association conference titled "Best Little Lodge in Texas." St. Anthony hotel, San Antonio, Texas.


April

April 1 - Deadline Club, New York City chapter, annual awards dinner. Sheraton Center hotel, New York.


April 2-3 - International Association of Satellite Users second annual SatCom conference. Hyatt Regency at Reunion, Dallas.

April 2-3 - Radio-Television News Directors Association region six and AP Broadcasters Association joint meeting. Holiday Inn, Hastings, Neb.

April 2-4 - California AP Television-Radio Association 35th annual convention, Miramar hotel, Santa Barbara, Calif.

April 3 - New Jersey AP Broadcasters Association spring meeting. Trenton State College, Ewing Township, N.J.

April 4-7 - National Association of Broadcasters 60th annual convention. Convention Center, Dallas.

April 4 - UPJ broadcasters of Iowa annual meeting. Gateway Center hotel, Ames.


April 6-7 - U.S. Telecommunications Suppliers Association seminar on "The Legal Realities of Antitrust, Patents, Trademarks and Licensing." Hyatt O'Hare, Chicago.

April 6-8 - North Central Cable Television Association annual convention. Amway Grand Plaza hotel, Grand Rapids, Mich.

April 7-10 - International Television Association 14th annual conference, "Video Horizons." Loew's Anatole hotel, Dallas.

April 9 - Radio-Television News Directors Association region six meeting concurrent with 10th annual broadcast journalism seminar held by William Allen White School of Journalism. University of Kansas, Lawrence.

April 9-10 - Black College Radio's fourth annual black college radio conference. Pascha's hotel, Atlanta.


April 14-19 - Pennsylvania Association of Broadcasters spring convention. Loew's Bermuda Beach hotel. St. George, Bermuda.

April 16 - Northeastern University, journalism department, conference on telecommunications and First Amendment. Eli Student Center, Northeastern University, Boston. Information: Bill Kritz, (617) 437-3236.

April 16 - New Jersey Broadcasters Association 36th annual spring managers' conference. Rutgers University, New Brunswick, N.J.


April 18 - Florida Association of Broadcasters "Broadcasting Day" University of Florida, Gainesville, Fla.

April 19-20 - West Virginia Broadcasters Association spring meeting. Canaan Valley State Park Lodge, Davis, W. Va.

April 20-21 - New York State Broadcasters Association 28th annual meeting. Hilton hotel, Albany, N.Y.

April 20-22 - Advertising Research Foundation fourth annual business advertising research conference and fair. New York Hilton.

April 23-25 - Alabama AP Broadcasters Association annual meeting and awards banquet. Lake Point, Lake Eufaula, Ala.

April 23-29 - 18th annual MIP-TV international TV program market. Palais des Festivals, Cannes, France.

April 24 - Radio-Television News Directors Association region one meeting. Red Lion Inn, Jantzen Beach, Ore.

April 24 - Fifth annual Great Lakes Radio Conference, Moore Hall, Central Michigan University, Mount Pleasant, Mich. Information: (517) 774-3852.

April 24 - White House Correspondents Association annual dinner. Hotel. April 25-27 - Minnesota Association of Broadcasters spring meeting. Thunderbird motel, Bloomington, Minn.

April 26 - Deadline for applications for Society of Broadcast Engineers' certification examinations. Information: SBE, P.O. Box 50844, Indianapolis, 46280.

April 30 - New Jersey Broadcasters Association program and news seminars. Cherry Hill Inn, Cherry Hill, N.J.

April 30-May 1 - Society of Professional Journalists, Sigma Delta Chi region two conference, featuring Distinguished Service Award. Williamsburg, Va.

May

May 1 - Georgia AP Broadcasters Association annual meeting and awards banquet. Omni International, Atlanta.

May 1-2-5 - National Cable Television Association annual convention. Convention Center, Las Vegas.

May 4-6 - American Women in Radio and Television 31st annual convention. Hyatt Embarcadero, San Francisco.

May 9 - George Foster Peabody Awards luncheon, sponsored by Broadcast Pioneers, Pierre hotel, New York.

May 7-6 - Florida AP Broadcasters annual convention. Hilton, Tallahassee, Fla.

May 7-9 - Texas AP Broadcasters annual convention. Hyatt Regency, Austin, Tex.


May 10-13 - ABC-TV affiliates annual meeting, Century Plaza, Los Angeles.


May 16-18 - NBC-TV affiliates annual meeting, Century Plaza, Los Angeles.

May 16-18 - University of Wisconsin-Extension workshop, "Municipal Administration of Cable TV." Wisconsin Center, 702 Langdon Street, Madison, Wis.

May 20-22 - First Amendment Congress, comprising news media organizations, seminar on First Amendment values in changing information system. Steve Nevas, First Amendment counsel, National Association of Broadcasters, and Jean Otto, op ed page...
June


June 1-3 — Seminar on "Telecommunications Trends and Directions," sponsored by Communications Division of Electronic Industries Association. Dunfey's Hyannis hotel and conference center, Hyannis, Mass.


June 3-5 — AP Broadcasters convention. Crown Center hotel, Kansas City, Mo.


June 8-9 — Broadcasters Promotion Association 26th annual seminar and Broadcast Designers' Association fifth annual seminar. St. Francis hotel, San Francisco.

June 10-13 — Missouri Broadcasters Association spring meeting. Holiday Inn, Lake of the Ozarks, Mo.


June 16-19 — Maryland-District of Columbia-Delaware Broadcasters Association convention. Sheraton Fontainebleau Inn, Ocean City, Md.


June 23-26 — Florida Association of Broadcasters annual convention. Innisbrook Resort, near Tarpon Springs, Fla.

Errata

Jerry Miller, manager, corporate purchasing, ABC Inc., New York (not Los Angeles, as reported in "Fates & Fortunes," Feb. 15), named assistant director, corporate purchasing, Los Angeles.

James Richards, purchasing manager, technical purchasing, New York, succeeds Miller.

July

July 11-14 — New York State Broadcasters Association 21st executive conference. Grossinger's Conference Center, Grossinger, N.Y.

July 14-16 — Arbitron Television Advisory Council meeting. Silverado, Napa, Calif.

July 14-17 — Colorado Broadcasters Association summer meeting. Manor Vail, Vail, Colo.

July 18-21 — Cable Television Administration and Marketing Society annual meeting. Hyatt Regency, Chicago.


July 20-22 — WOSU-AM-FM-TV Columbus, Ohio, Broadcast Engineering Conference, Fawcett Center for Tomorrow, Ohio State University, Columbus, Ohio.

August


Aug. 20 — Kansas Association of Broadcasters se-
COUNTRY MUSIC
24 HOURS A DAY.
LIVE VIA SATELLITE.
THE UNITED STATIONS COUNTRY MUSIC NETWORK DELIVERS THE STARS.

Our major-market quality allows for a strong local identity. Your listeners may never know they're listening to a network!

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"Tom Cottle. Up Close." Five times a week, Tom Cottle, a remarkable new talent, will bring you celebrities talking about their lives, their loves, their fears. Cottle's unique style draws out compelling, personal feelings. He's unlike any other host you've ever seen. He gives you the innerview, and that's what makes "Tom Cottle. Up Close." different. Riveting entertainment that's promotable and affordable, with top star value.

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September

Sept. 9-11 - Southern Cable Television Association's Eastern Cable Trade Show and Convention. Georgia World Congress Center, Atlanta.


Sept. 26-28 - Minnesota Broadcasters Association fall meeting. Radisson Duluth, Duluth, Minn.

Sept. 30 - Deadline for entries in Piero Fanti International Prize, international competition for contributions to satellite communications sponsored by Telespazio and Intelsat. Information: Gavin Trevitt, Intelsat, 490 L'Enfant Plaza, S.W., Washington, D.C., 20024

October

Oct. 3-5 - Tennessee Association of Broadcasters convention. Sheraton hotel, Galtinburg, Tenn.

Oct. 5-7 - Ohio Association of Broadcasters fall convention. New Marriott North, Columbus, Ohio.

Oct. 8-12 - Texas Association of Broadcasters management and engineering conference. Hyatt Regency, Houston.


Open Mike

Ferreting out facts

EDITOR: A comment here on Larry Specter's "Monday Memo" Feb. 1 where wonder was expressed as to why half of homes offered cable said no.

Overall industry figures, as used, obscure what is really going on. Generalizing to be brief, in urban new-build areas multi-channel cable is being sold to six or seven out of 10 homes marketed. The others can't be caught at home yet or never buy anything "new." After they learn what cable is like from the neighbors, most of them are picked up on later remarketh. This continues to improve as cable marketing rapidly sharpens.

This is happening in major urban cable areas like Omaha, Dallas, Pittsburgh, Cincinnati, Miami, etc. These markets are required by franchise to complete construction within three to four years.

Meanwhile, all-encompassing industry figures are weighted down by several thousand 12 channel systems of lesser national advertising interest. The near-term future certainty of sky-high cable penetration in urban areas deserves not to be hidden under statistics weighted by relics of ancient cable history.

As for the disconnect rate, cable industry figures are bloated by a lack of standard reporting as to what is a real disconnect. Example: Guy disconnects cable at his old home as he orders cable for his newly-built home. Two weeks later, a new family moves into the old home and orders cable. One subscriber gained, right? End of month system report: 1 disconnect, 2 subscribers gained. Fact is product-related disconnects are in there and worth treating, but not a source of despair.-Rod Warner, cable marketing consultant, Sarasota, Fla.

Place for slides

EDITOR: Mr. Shockey ("Open Mike," Feb. 1) is shocked that the Television Information Office produced a major slide presentation, rather than a tape, to tell the industry's story. We used slides because they are flexible, adaptable to the local situation, very economical for the large quantities needed, and member stations want them to use in schools, churches and other places that lack tape or film capability.

Of course, we also produce tapes, films, spots, radio interviews, books, booklet, ads, research, talks, debates and built the world's best library on TV.

Using new technologies doesn't mean losing the old ones. TIO still makes (and helps members make) personal appearances to tell TV's story. And Gutenberg's "Letter to the Editor" still works— for a modest: 20 cents.-Bert Briller, manager, creative services, Television Information Office, New York.

When Results Count...

COUNT ON US.

Our efforts are concentrated on top management in major markets. This personalized one on one contact enables us to reach key decision makers quickly and effectively.

When we go to work, you see results!

Brokerage

Appraisals

Specializing in radio for over twenty years
Radio networks help boost corporate image

For almost 10 years, Phillips Petroleum Co. has been a pace-setter in corporate advertising through its "Performance Campaign." The Arab oil embargo of 1973 brought about a shortage of most petroleum products. In view of that, Phillips discontinued promoting products and embarked instead on an advertising program designed to maintain consumer trust and confidence. Our goal was and still is to demonstrate Phillips's commitment to improve the quality of life while responsibly supplying petroleum products, chemicals and technology.

Phillips markets petroleum products primarily in 31 Midwest, Southern and mountain states. During the first years of the campaign, Phillips used regional network TV, spot TV and magazines circulated in those regions. The results were encouraging. Our research showed that the consumer perceived Phillips as a leader in the energy industry.

From 1973 to 1978, the development of effective radio commercials was given low priority due to the overall inefficiency of spot radio in the approximately 150 markets in the Phillips trading area. For years, we discussed the feasibility of buying coverage of 31 states through the networks. For numerous reasons it couldn't be done. But in the summer of 1978, we were able to purchase regional network radio and were soon airing commercials on ABC Information, CBS and NBC. That opened the door to broad, efficient radio coverage of the Phillips marketing area, through a base of regional network schedules.

A question that advertising specialists had long asked themselves is: Does radio really make media sense? As a result of the regional radio opportunities, the answer clearly was "yes," especially for our performance campaign.

The first reason was efficiency. We found the network radio cost per thousand to be about 35% of our regional network TV prime C-P-M. Of course, we were comparing a radio 60-second spot to a prime 30-second. This was important since we knew that each story could be better explained—and more dramatically, considering the innovative and technological nature of our concepts. Also, we could develop for radio concepts that had been delayed or eliminated since available TV exposure didn't warrant production expenditure. In addition, the network radio news environment was conducive to thoughtful and dramatic communication, adding impact and innovation to the campaign.

Creative execution was the final hurdle. We knew that TV and print worked. Lest we risk confusion and the effectiveness of the campaign as a whole, we had to replicate the realism, personalization and drama of the performance campaign in radio copy. In a word, radio could add efficiency, audience values and creative flexibility to an already proved campaign.

Thus was born the "performance report" format, using real people describing the innovative accomplishments of Phillips. At first, we patterned radio copy after TV executions. This method proved to be dramatic, memorable and effective. We found that the use of 60-second spots enabled us to explain the story in more detail and to develop more drama in the concepts. The format worked so well that today we produce radio concepts that are not executed on television or in print.

Together with TV and print, Phillips research has shown continued improvement in consumer awareness, recall and attitude.

In our most recent survey Phillips ranked number one in our primary marketing area, when compared with five competitors on the following image attributes, as a company that is:

• Attempting to develop additional sources of energy.
• Concerned about protecting the environment.
• Manufacturer of high quality products for your car.
• Developing innovations that improve the quality of life for all of us.
• Doing a lot to help people.
• Attempting to locate new sources of petroleum.
• A good company to do business with.

The research demonstrates that the proof-of-performance campaign continues to generate strong, positive consumer perceptions.

Today our use of radio includes network, spot and unwired networks. Our current schedules include ABC Information, CBS, Mutual and NBC radio networks.

Radio is often referred to as a frequency medium, providing reach and improving the distribution of impressions to the total target audience. In particular, we are able to reach more affluent, better educated, light television viewers in our marketing area. And we reach them more frequently with radio.

The future of network radio today is more exciting than ever. First there is the availability of strong, local affiliates for the emerging radio networks. Since there are more stations today, new radio networks will be able to tap into local strength developed over the years.

Second, the diversity of network programming offers new opportunities. ABC, one of the four original networks, was itself instrumental in this diversification when it expanded from one to four networks in 1968. Today, there are more than two dozen networks offering not only three-minute programs, newscasts and features, but hour or longer dramatic series, music specials and news/talk programs. This programing is enhanced by local affiliates whose formats complement network programing—and vice versa.

Finally, new technology is providing the efficient distribution needed for radio stations to carry the programing that national sources are now able to provide at a reasonable cost. And, as new programing ideas are adapted to radio, there will be additional opportunities for even more effective communications.
Every competitor knows that winning takes something beyond the ordinary, a unique combination of qualities which in total produce a consistent winner. Whether it's on the field or on the air, you can't win without that special edge.

INFINITY BROADCASTING NOW HAS THE TORBET EDGE

WKTU/New York, America's #1 music station* and WYSP/Philadelphia, one of the fastest growing AOR stations in the country, join the other Infinity stations, WBCN/Boston, KOME/San Jose, and WIVY/Jacksonville, to be represented by Torbet Radio.

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A MARRIAGE MADE IN NEW MEDIA HEAVEN

CBS, Fox in cable-video alliance

Broadcast, major motion picture company each bring important assets to party; multiple cable offerings anticipated, plus marketing to home video; real estate figures prominently in deal.

The hardening determination of conventional broadcasters not to be left in the dust of the video revolution was demonstrated dramatically last week by the long-anticipated announcement of a joint venture between CBS Inc. and 20th Century-Fox in cable television and in the creation, marketing and distribution of programing “for the emerging home video market.”

The apparent priority on that list: enlargement of CBS Cable’s horizons beyond its current cultural service to the provision of other channels that would provide movie services on either a pay or advertiser-supported basis, and even pay per view.

The announcement raised as many questions as it answered; indeed, at this stage of the game CBS would not go beyond characterizing the deal as an “agreement to agree.” But assuming the fine print survives all the lawyers who will be working on it over the next 30 days, it appears that both companies will have enhanced their respective postures to compete in the new markets.

What’s known now: that each of the companies’ home video operation—20th Century-Fox Video and CBS Video Enterprises, with a combined valuation of $100 million—would be incorporated into the new venture, as would CBS Cable (into which CBS has already poured an estimated $30 million), and CBS’s Studio Center production facility in Hollywood, a property considered to be worth $40 million for acreage alone. Those elements would give the joint venture starting assets of at least $200 million, not counting potential new business.

Specifically not included in the joint venture are CBS’s Venture One electronic publishing operation, CBS teletext experiments, the recently formed CBS Theatrical Films unit, or Fox’s theatrical film production and distribution operations. And at this stage of the process, it’s believed that CBS’s ambitions in direct satellite broadcasting also are outside the range of the compact with Fox.

But then there are the unanswered questions: Just what are the “many types of cable television services” the joint venture is “expected to encompass”? Films, sports, music and special events were mentioned as those they potentially could offer, but whether that will mean separate channels of such services, pay or basic cable service, or whether the joint venture will have any special access to Fox film product were among the “further details” the prospective partners said would not be available from either company until a final definitive agreement has been signed, in perhaps 30 days.

Should CBS and Fox move toward those additional cable channels, they would have at least five possible transponders with which to distribute them. The first is CBS Cable’s present transponder on Westar VI. Two others are on Satcom IV (Cablenet Two), although CBS’s purchase is clouded by the current FCC inquiry into the practice of selling transponders. CBS also is in line for two now-silent transponders on Satcom I, the previous Cablenet One, all of whose customers moved to Satcom III-R earlier this year.

Another major question is what will become of the separate joint venture CBS Video has with MGM for the distribution of home video product. CBS is still conducting unilateral negotiations with MGM on the varied points raised for that partnership by the new relationship with Fox.

Neither company would comment on what the contemplated structure of the joint venture would be, other than to say CBS and Fox would be equal partners.

(Answers to a number of these questions may emerge tomorrow [Feb. 23] in New York when CBS hosts security analysts for a general briefing on the company’s operations.)

This latest deal takes place against a background of cable and home video industries already replete with joint ventures, partnerships and associations. Most prominent, perhaps, was the one that failed—the pay cable Premiere partnership that would have united producers Fox, Columbia Pictures, Paramount and MCA with ESPN’s parent, Getty Oil. ABC has an assortment of new media joint ventures—one in sports with ESPN, one with Westinghouse in cable news, another with

The venturers and the ventured. Prime movers in negotiations for the CBS/Fox joint venture included the chief executive officers of both companies, CBS President Thomas H. Wyman and Fox Chairman Alan J. Hirschfield, and the respective powers behind those thrones: CBS Chairman William S. Paley and Fox owner Marvin Davis. To be rolled into the joint venture are the operations headed by Cy Leslie, president of CBS Video Enterprises; Steve Roberts, chairman of 20th Century-Fox Video, and Dick Cox, president of CBS Cable, plus the CBS Studio Center production facility. Twentieth Century-Fox Video is the recently renamed Magnetic Video, which the film producer acquired in 1979. Its operations are chiefly in the cassette area, and its list of titles runs over 400. The 40-acre CBS Studio Center site in Studio City has served not only as a production home for various CBS projects, but has leased space to independent producers including M-T-M and Marble Arch.

The CBS-Fox deal may not be the last joint venture entered into by that broadcasting company. It is known to be having discussions with such entities as Columbia Pictures, the Public Broadcasting Service and, most recently, with United Satellite Television, the Robert Howard-Pop Satellite SMATV company, which has leased transponders on Canada’s Anik-C satellite (“Closed Circuit,” Feb. 15).
Swimming against the economic tide

Broadcast advertising revenues proceeding at record rates despite抚养up some 20% in first quarter; networks strong; analysts think it can’t last forever

“Surprisingly strong,” “rather remarkable,” “surprisingly well.” Those are phrases being bandied about by broadcasters and financial analysts looking at the current state of the broadcast economy, particularly in comparison with the general economic recession. While there are some signs of weakening in the local television marketplace, and radio isn’t doing particularly well, the network television economy is coming off a strong first quarter, seemingly well situated, with spot said to be even surpassing the mid-teens percentage increases noted on the network side (some accounts put spot ahead by 20%).

That’s all following a fourth quarter where the major group broadcasters generally did rather well in their broadcasting operations: Capital Cities Communications reported broadcasting revenues up 18%, profit up 17%; Cox up 17% and 15%; Taft 12% and 12.5% (noting that radio growth was slower than television); LIN Broadcasting’s total revenues advanced 19%, net income 7%.

With Storer still to report on the group side, Metromedia fell behind its colleagues in broadcasting revenue gains, logging an additional 8% in the fourth quarter but advancing 14% on the profit side. ABC has yet to report for the quarter, but CBS said both revenues and profits in broadcasting set records.

AM stereo: the second time around. In early 1980, the FCC thought it solved its problem of choosing among five proposed AM stereo systems. Simply approve all of them, the logic went, and allow the “marketplace” to decide which is best suited to be the standard. When word of the FCC’s intention leaked, however, broadcasters, equipment manufacturers and four of the five system proponents (all but Leonard Kahn) mounted an intensive lobbying campaign and persuaded the FCC to select a single system. It picked Magnavox’s, but after some broadcasters complained, the FCC issued a further notice aimed at building a record upon which a sound selection of one system could be based.

History now seems to be repeating itself. When the FCC takes up AM stereo on March 4, it will probably take the marketplace tack, even though the bulk of industry sentiment is still dead set against it. The National Association of Broadcasters radio board passed a resolution in favor of a single system just last month. And according to a Harris Corp. survey (see page 64), three out of four AM stations believe a single system is still the way to go.

Harris, one of the system proponents sent a mailgram to broadcasters and Congress last week, reiterating its endorsement of a single system, “regardless of the system selected.” Allowing the five systems “to engage in an on-the-air survival contest … would further delay or even kill the advent of AM stereo.” Although the Harris mailgram implies that the company would not appeal the selection of any of the other systems in the courts, the other three system proponents against the marketplace would give no such assurances. Representatives of Magnavox and Motorola say they still oppose the marketplace, but could not say they would not appeal the selection of a system other than their own. Arno Meyer, of Belar Electronics, indicated that he would be happy if either Magnavox, Motorola or the Belar system were chosen.

One strong voice in favor of marketplace is that of Leonard Kahn, the fifth system proponent. He thinks the idea is “fantastic” and believes the industry will make up its mind in favor of his system “real quick.” A number of leading broadcasters—ABC, NBC, Westinghouse, RKO and Meredith—have already decided to go with the Kahn system, he said.
General Foods, a hefty client for some stations,

Down the line, some boost is expected to come from campaign spending for the biennial congressional elections, but it won't be sufficient to offset the effects of the general recession, most observers believe.

The big question looming down the line in the spot market is whether ABC will proceed with its proposed expansion of advertising inventory (Broadcasting, Feb. 1), and whether its rivals follow suit. The impact on such a move might drastically alter the fourth-quarter situation, quite apart from the general business conditions.

Field of two for Fairfax cable contest

There were 35 interested parties at the start but only Media General and a TCI-local coalition were willing to submit bids

When Fairfax county, Va., released its request for proposals for its cable television franchise last year, some 35 companies picked up a copy. But when it came time to put the bids on the table last Thursday afternoon (Feb. 18), only two did: Media General Inc., a multimedia company based in Richmond, Va., and Fairfax Telecommunications Inc. (FTC), a joint venture of a large group of local investors and Tele-Communications Inc., the country's third largest MSO.

The sparse interest in wiring the wealthy Washington suburb of 212,000 homes came as no surprise to those following events in the county. Warner Amex Cable Communications and Storer Cable publicly condemned the RFP as too stringent and announced their withdrawal from the fray. And at the 11th hour United Cable told Fairfax officials that, despite its interest, it had decided that serving the county would be economically unfeasible.

The turnover in Fairfax was in marked contrast to that which occurred three weeks ago in the neighboring and demographically similar Montgomery county, Md. There, eight companies, including Warner Amex and United, submitted bids.

The two bids that Fairfax received were every bit as extravagant as those Montgomery received, however. Media General promised a dual-cable, 126-channel subscriber system with a 63-channel basic tier for $2.95 a month. And FTC said it would build a 116-channel subscriber system with a 30-channel basic tier for $2.75 a month. Each also includes a dual-cable institutional network in its proposal.

Both will offer two-way services.

In what may be some kind of first, FTC said it planned to reserve three of its channels for high-definition television, which "will provide viewers with the first substantial advance in television service since the advent of color TV." FTC also said it anticipates that its system "will include an electronic publishing service by the Washington Post."

John Reel, executive vice president of FTC, who began poring over the Media General bid minutes after it was opened, said he was not surprised that he had only one competitor. "The RFP was fairly stringent and a lot of companies were not willing to make the commitment here," he said. For one thing, he said, it requires that half the system be built underground, even in "future growth areas" where there is currently low population density. By contrast, he said, Montgomery required only 25% underground construction.

"If you had asked me a year ago, I would have been surprised," said Bill Rossi, the county's cable official, "because of the intensity of interest. But over the last few months, the indications were that the interest was dwindling ... or perhaps just becoming realistic."

The cable chief said he did not think the RFP was too demanding. "It might have requested more information that other RFP's," he said. "But I don't think we are asking for more than other companies have offered elsewhere." Some of the would-be applicants, he said, were discouraged by the involved financial disclosure requirements.

In addition to its basic tier, the Media General system would offer an enhanced tier for $8.95 and an interactive tier for $10.95. Each of the 11 premium services would cost an additional $7.95 and a home security system would cost $9.95 and $49.95 for installation. Media General said it would make an initial capital investment of $85 million to build the system and that the construction would be completed in three years. It said that it "had reached an accord" with Prime Cable, the nation's 33rd largest MSO, for its help in building and operating the system.

FTC would offer a 60-channel second tier for $4.25, a 72-channel third tier for $5.25 and an 89-channel fourth tier for $6.95. Each of the 13 premium channels would cost an extra $6.95. FTC said it would spend $107 million over five years to build the system.

FTC is 51% owned by TCI and 49% by a group of Fairfax residents who have been working to procure the county franchise since 1975. Although the locals will control the company at start-up, under their agreement, TCI will acquire an additional 12% and control of the company in 1989 or 1990 for $1 million—what the locals have already invested in the company—"plus interest at less than 9%." In 1994, the locals have the option of selling up to an additional 20% "at fair market value" to TCI. If they exercise that option, TCI would end up with 81%.

Although the FTC application takes great pains to point out that it is not a "rent-a-citizen" venture, the fact is that the locals will have recouped their $1 million investment and still own 39% of a system that will, according to their own accounting, cost more than $100 million to build.

Media General is the publisher of six newspapers, owns WFLA-AM-FM-TV Tampa, Fla., and operates a cable system in Fredericksburg, Va. It has bought, subject to FCC approval, WIXS-TV Jacksonville, Fla., and is selling WFLA-AM-FM (see "Changing Hands," page 76).

Wirth chastises FCC on lottery, urges task force on children's TV

Says commission has violated the law by ignoring order from Congress; Broyhill takes contrary position, backs agency; NEA proposal endorsed as way to avoid "mandated" solution

House Telecommunications Subcommittee Chairman Timothy E. Wirth (D-Colo.) wrote to the FCC twice last week, saying it broke the law when it refused to develop a mechanism to choose among mutually exclusive license applicants by lottery and urging it to take steps to improve children's television. In reaction to one of those letters, Representative James Broyhill (R-N.C.) told the FCC he supports its action on the lottery proposal.

The FCC's decision not to adopt a lottery mechanism (Broadcasting, Feb. 15) is "a clear, direct and deliberate violation of the law," said Wirth in a letter also signed by Energy and Commerce Committee Chairman John D. Dingell (D-Mich.). "The lottery provision passed last summer provided ample guidance to the commission as to how to devise a workable random selection process," said Wirth, and the FCC should not have presumed as its rationale in rejecting the lottery that the commission does "not believe that Congress would intend for [it] to expend [its] limited resources to draft
and defend rules creating a lottery framework which would not be used."

"It is not for the FCC to presume legislative intent when Congress clearly mandated an action be taken," said Wirth, and "moreover, the commission has never sought any type of formal direction or clarification from the Congress as to how a lottery system might be designed."

Wirth also blasted the FCC at a hearing on Wednesday (see story, right), saying Commissioner Joseph Fogarty, by dissenting on the lottery decision, is the only commissioner who understands "the clear principles under which the Congress and FCC operate." Wirth ordered the FCC to "go back and develop a lottery mechanism."

In spite of this order, Democratic leaders of the House committee have agreed to meet with those of the Senate Commerce Committee, according to Ward White, senior counsel to the Senate panel, to discuss how Congress can clarify what it wants from the lottery statute.

Broyhill, who is the highest ranking Republican on the Energy and Commerce Committee, said in a letter to the FCC he defers to its judgment that the statute requiring the lottery, "as drafted, is unworkable." The law was enacted last year as part of a budget package (Broadcasting, Aug. 3, 1981).

"In view of the commission's conclusion that it cannot speed up the licensing process nor reduce costs by implementing the lottery statute, I cannot find fault with its decision to refrain from adopting implementing regulations," said Broyhill. "I do not think Congress intended the commission to perform a useless and wasteful task.

"I am not surprised that my distinguished colleagues would urge that the commission adopt wasteful rules in this case because they were the primary architects of the lottery law," he said. The lottery provision was the product of a series of meetings during a House-Senate conference last fall, said Broyhill, and "most of those meetings were closed to House Republican conferences."

Broyhill urged the FCC to continue trying to find ways to streamline its licensing process and said he hopes Congress will enact new lottery legislation.

On children's TV, Wirth endorsed a recent request by the National Education Association that the FCC create a temporary task force to explore ways to upgrade children's programming—similar, Wirth noted, to the approach it is taking toward financing of public broadcasting. The adoption of "responsive, voluntary industry guidelines and standards" might satisfy the public interest in improving children's TV," he said, noting that voluntary solutions would be preferable to "mandated regulations."

Until a "marketplace of video abundance exists," said Wirth, "cooperative solutions to problems such as these might be very beneficial to the industry, the public at large and most of all the nation's children."

FCC, NTIA would put H.R. 5158 on hold

Wirth and subcommittee told that major common carrier bill should await settlement of AT&T deal; but he's reluctant to abdicate policymaking to those parties, as are Independent telcos

The FCC and the Reagan administration told a reluctant House Telecommunications Subcommittee last Wednesday (Feb. 17) that it should delay passing a major common carrier bill until after the Justice Department has completed its antitrust settlement with AT&T. The leaders of five independent telephone companies, however, argued exactly the opposite, saying enactment of legislation by the 97th Congress is critical to prevent a serious decline in national telephone service.

House Telecommunications Subcommittee Chairman Timothy E. Wirth (D-Colo.) said he plans to continue advancing his bill (H.R. 5158) with amendments to modify the settlement. "It's the job of the Congress, not the Justice Department and AT&T, to set national telecommunications policy," he said, and reminded witnesses that that had also been the position of the White House prior to the settlement. Representative Thomas J. Tauke (R-Iowa) said that by acting now, the subcommittee can take advantage of a new awareness in Congress, caused by the settlement, of the need to revise the Communications Act.

FCC Chairman Mark S. Fowler and Bernard J. Wunder, chief of the National Telecommunications and Information Administration, urged the subcommittee to avoid addressing the structure of AT&T and the rest of the telephone industry in any bill it advances prior to completion of the settlement. Instead, they said, it should advance only a restricted, interim bill to prevent rapid increases in local telephone rates and to affirm the authority of the FCC to continue regulating parts of the telephone industry in the wake of the settlement.

Because no one knows what the final settlement will look like or whether the court will accept it, Congress might be drafting a bill "around something that will not occur," said Wunder. "It is not necessary to pass a structural bill now."

Fowler concurred, and said the FCC will work with the Justice Department in formulating the final details of the settlement, and also will file comments with the court that is reviewing the settlement. The settlement has not deprived the FCC of its authority to regulate the telecommunications industry, he said, and by implementing its Computer II decision, the FCC will be actively involved in overseeing the changing conditions in the long distance and telephone equipment markets.

Although the FCC's Computer II decision has been criticized by the General Accounting Office as inadequate for preventing anticompetitive practices by
AT&T, Fowler said the FCC “has no intention to revisit” the decision. “We must go forward because we have no new decree yet and because we believe the proposed decree and Computer II are compatible,” he said.

The FCC will continue to have authority to regulate telephone equipment markets and to help set access fees paid by long distance carriers to connect with local telephone loops, said Fowler. What it may not have is authority to insure the viability of AT&T’s divested local operating companies, he said, and it plans to ask the Justice Department to insert that authority into its final decree.

The local companies might not be able to survive if restricted, as they would be under the proposed decree, from offering anything but regulated local telephone service, said Fowler. The Justice Department should consider a sunset clause for this restriction or it should permit the court or some other entity to review the restriction periodically to determine whether it is still necessary.

FCC Commissioners Joseph Fogarty and Anne Jones disagreed, however, saying the local companies would already be destroyed before a sunset or review provision could be implemented. “It’s imperative for Congress to preserve the viability of the local companies,” said Fogarty. Commissioners Abner Wohlstetter and Henry Rivera declined to comment on the problem of local companies, but Commissioner James Quello said a sunset or review provision might “be a good start” toward preserving their viability.

Theodore Brophy, chairman and chief executive officer of General Telephone and Electronics Corp., said there appears to have been a “trade-off between a free AT&T and strongly chained local operating companies.” He and the leaders of four other large independent telephone companies seemed to agree that permanent restrictions on the local companies would seriously hamper their ability to compete.

The independents were more concerned, however, with the future of network planning after AT&T has divested two-thirds of its plant. Congress must act, said Robert Reuss, chairman and chief executive officer of Central Telephone & Utilities Corp., to require some entity, perhaps the dominant carrier, to provide services to all areas of the U.S., even those that are not profitable.

Independents also were worried that the settlement would permit AT&T to bypass local networks when serving its largest customers. According to Brophy, 60% of all long distance business traffic is generated by only 4% of business customers, and AT&T already has in place local switching equipment that would allow it to bypass local telephone companies.

The proposed settlement would transfer to an unregulated AT&T “a clear monopoly in long distance and equipment manufacture markets,” said Brophy, who voiced a concern reiterated by the four other witnesses. Deregulation of both these markets must be conducted slowly and carefully, they said, as it would be under Wirth’s H.R. 5158.

Although Wirth said he plans to move ahead with his bill, he also told the FCC to “turn up the temperature” on its efforts to get involved in the development of a final consent decree between the Justice Department and AT&T. Fowler assured him the FCC “is not asleep at the switch” and would “caucus on its comments” to the court soon.

RKO takes ch. 7 case to Supreme Court; NETV presses for interim authority; other challenger heard from

The drawn-out RKO General Inc. case last week reached another plateau in its escalating survival crisis. RKO petitioned the Supreme Court to review the decision of a lower court affirming the FCC’s denial of license renewal to WNBC-TV Boston.

On the same day, New England Television Corp., determined to take over the valuable property, urged the commission to deny RKO’s request, filed earlier (Broadcasting, Feb. 15), for permission to continue operating the station beyond a March 7 deadline. Instead, NETV said, the commission should grant NETV’s application for the channel 7 facility and indicate approval of NETV’s plan that it be granted authority to operate the station pending Supreme Court review.

The Supreme Court decision on whether it will consider the case is perhaps months away. But a commission decision on RKO’s motion for extension of time and NETV’s alternative proposal is only days off. The commission is expected to act this Thursday (Feb. 25).

RKO is stressing in its Supreme Court appeal—as did in its unsuccessful petition to the U.S. Court of Appeals in Washington for rehearing—that the lower court had erred in affirming termination of the Boston license on the one charge that the commission had not considered in a hearing—that RKO lacked candor regarding the alleged wrongdoing of its former chief executive, General Tire & Rubber Co.

RKO contends that the commission in that action violated its statutory rights. It notes that the Communications Act declares that broadcast licenses may not be denied without full hearing and that the high court has held that such hearings are “essential” in such cases.

Yet, RKO adds, the appeals court’s decision “creates a radioactive new power in the FCC to dispense with notice and hearing of any kind and terminate a broadcast license for bad character whenever the agency asserts its own certainty (arrived at without any safeguards) that the licensee has intentionally committed a disqualifying offense.”

RKO also argues that the case sets a dangerous precedent in that it eliminates “a critical protection against arbitrary action by an agency that wields the broadest substantive powers over a major medium of communications” and opens the door for other agencies to decide adjudicative issues “without any procedural safeguards whenever they conclude that they are certain of the facts.”

What’s more, RKO contends that the court “flagrantly violated established principles of judicial review.” It says the obligation of candor it was said to have violated was not the one applied by the commission. (The commission acted on its conclusion that RKO officials had been untruthful in testimony and had failed to report a Securities and Exchange Commission investigation of General Tire when the inquiry had reached a stage at which compulsory process was authorized; the court, instead, RKO says, “created a broad obligation to discover and disclose [alleged wrongdoing] and conclusively presumed that RKO intended to violate it.”)

The commission based its denial of renewal on four grounds, but the court affirmed only on the basis of one. In the process, RKO adds, the court denied the commission the opportunity to consider "whether the sanction was appropriate in light of the court’s very different conclusions..."

With the appeals court and, later, Supreme Court Justice William Brennan having refused RKO’s request for a stay of the lower court’s mandate, a 30-day period specified in the commission’s order is now running, and will end on March 7. RKO has asked the commission to extend WNBC-TV’s operating authority until after the Supreme Court has acted and a replacement has been chosen, if one is necessary—or at least until April 1, while the commission considers its motion.

But NETV, in its filing with the commission, contends that RKO’s request must be denied because the commission does not have authority to grant it. “The commission may not modify an order after that order has been affirmed by a reviewing court and the court’s mandate has issued,” NETV says. “For the commission independently to modify its order by extending operating authority would be an unconscionable intrusion into the U.S. Court of Appeals’ jurisdiction to supervise agency action.”

But NETV would not have the station go dark. That entity—comprising two original competing applicants for the ch. 7 license, Community Broadcasting of Boston Inc. and The Dudley Station Corp. says the commission should grant NETV’s application for a construction permit, conditioned
TOP OF THE WEEK

Another post-mortem on Rio conference

Operation was success even if patient died, Schaefer maintains to FCC; attempts at resurrection are under way

With the Rio de Janeiro conference concluded and, in the view of U.S. officials, a "success" for the U.S., thoughts are now focused on the follow-up work to be done. There is a lot of room still at resolving incompatibilities remaining-between the inventories of the U.S. and neighboring countries. Talks with Canada, already under way, might lead to a freeze on applications for AM's on the recently broken down clear channels. Then, too, there remains the seemingly intractable problem of Cuba.

Kathleen Schaefer, adviser to the commission on international telecommunications and chairman of the U.S. delegation to the six-week western hemisphere conference on AM broadcasting, last week briefed the commission on the results. "All in all," he said, after noting that the Final Acts of the conference accommodate all major U.S. objectives-preserving the existing AM system, maintaining the capacity for growth and the changes required by technological and other developments, among them (Broadcasting, Jan. 18) "it's been successful."

But in a sense, all of the results are not yet in. The U.S. has just begun talks with its neighbors on resolving issues stemming from the conference. Two weeks ago, U.S. officials held a day of talks in Washington with representatives of Canada on that country's announced intention to renounce the North American Regional Broadcasting Agreement, to which the two countries are signatories, and on the need for a treaty between them to supplement the provisions of the Rio agreement.

They also discussed incompatibilities, including those on the U.S. and Canadian clear channels. The U.S. has 25 clear, Canada six. And it was in the context of those talks that the possibility of a freeze on AM applications for the clear's arose. The problem, one official said, was starting with a "solid base."

"Do we put a freeze on new applications until the negotiations are completed?" he asked. Another option being considered would be to alert applicants that grants are subject to change as a result of the talks. The U.S. and Canada will have a second meeting in Ottawa, late next month.

As for the question of incompatibilities generally, the U.S. is in a relatively good position. Only some 5% to 10% of the nation's 5,600 stations, both planned and operating in its inventory remain on the so-called B list—the list that includes stations that cause or receive undue interference and whose facilities and location, therefore, remain subject to negotiation.

Beyond the work involved in bilateral talks, Broadcast Bureau chief Laurence E. Harris said the commission faces several large tasks as a result of the conference. It must, first, verify the accuracy of U.S. assignments in the plan that was adopted in Rio and notify the International Frequency Registration Board of errors by March 31. The commission also must conform its rules and regulations to the provisions of the agreement written in Rio. And, as an "ongoing matter," he said, the commission must obtain "protected status" for U.S. assignments. That will involve talks not only with Canada but with Mexico, Venezuela and others.

It was left to Commissioner Anne P. Jones, to ask, in effect, "What about Cuba?" That nation, whose stations already are causing serious interference problems to U.S. AM's and whose inventories pose a number of problems that could cause even more serious problems, walked out of the conference in the final week with a blast at the U.S. Cuba cited the U.S.'s successful effort to block Cuba's attempt to gain conference approval for changes in 48 of its 180 assignments, as well as U.S. plans to establish Radio Marti as what the Castro government regards as an effort to "destabilize" it. Thus, any hopes officials held that the U.S. and Cuba could begin to resolve their differences over AM broadcasting were dashed. And as Jones, recently returned from a visit to Florida, noted, "The Florida broadcasters are concerned."

Schaefer did not offer any encouragement. "There's not much we can do in the immediate future," he said. But he said a monitoring program aimed at gathering precise information on Cuban interference is under way. And he said that, at the urging of Chairman Mark S. Fowler, he has formed a small working group of 10 members, drawn equally from the FCC and the State Department, to review the various options for dealing with the problem. One of the members is Ambassador George Landau who heads the staff that has been assembled at the State Department to help develop Radio Marti.

One answer to the Cuban problem, although imperfect, is to permit stations to increase power to regain service areas lost to Cuban interference. The Broadcast Bureau tentatively granted an eight-fla power stations on the authority last week—wvcc(AM) Coral Cables. It was authorized to operate with up to 50 kw at night (instead of 10 kw) when receiving objectionable interference from Cuba. However, that authority required some honest brokering on the part of Harris to win wtci(AM) Hartford's acceptance of interference when it receives.

Harris, at the meeting, indicated that broadcast stations concerned with the problem. One of the members is Ambassador George Landau who heads the staff that has been assembled at the State Department to help develop Radio Marti. "We're concerned about the problem," Harris said. "These are our broadcasters. We'll do everything we can to make sure they continue to serve their areas."

Broadcasting Feb 22 1982

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ISSUES '82

Trucking industry issues may seem at times too specialized for general news coverage. But there always is a story there that directly affects every American. Trucks are the only type of transportation for carrying goods to and from every community on the map. Trucks are really a public utility that reaches everyone. They are as vital, necessary and dependable as the local power and telephone companies. The trucking industry sees these major issues this year and American Trucking Associations welcomes the opportunity to discuss the industry position on each one:

HIGHWAYS
There is no question that America's highways are wearing out and that funds are not available for continued construction and much needed repair and maintenance. The trucking industry is developing recommendations to preserve the $300 billion invested in the national road system since 1922.

It's time the $8 billion balance in the federal Highway Trust Fund be used for highway projects. The money in the fund that is available for highway aid has been collected exclusively through taxes on only those who use the highways.

HIGHWAY TAXATION
The popular and unproved theory of highway wear puts the blame on truck traffic. This is myth, not fact. The problem is muddled by bleeding heart railroads which would prefer to direct attention to highways rather than explain to Congress whatever happened to millions of acres in land grants. The trucking industry is willing to pay its fair share of increased highway costs but declines to be penalized for taxes in excess of its fair share.

IMPROVED PRODUCTIVITY
A more productive method of moving goods by truck is the use of 65-foot twin trailers, a highly efficient means of moving truck freight which has been standard practice in 34 states for years. This doesn't mean heavier trucks or bigger trucks. In some cases the total length may be a few feet longer. However, in every case it means less urban congestion, more fuel saved, and helping to hold the line on prices. The industry invites the remaining seventeen states to join in allowing this safe form of transport.

ERISA
This is the acronym for a federal pension law which penalizes the trucking company and other companies in multi-employer pension plans. Complicated and sure to be emotional, the pension law and its amendments need overhauling to protect worker and manager alike.

COLLECTIVE RATEMAKING
Congress thought so much of this concept that it overrode a Harry Truman veto. Collective ratemaking permits both motor carriers and shippers to propose prices for shipping freight to every point in the nation. Participation is voluntary. Proposed rates are subject to federal approval. Now a Motor Carrier Ratemaking Study Commission will report to Congress January 1, 1983 with its recommendations for the future of collective ratemaking. The deregulationists are urging that the Commission recommend the elimination of collective ratemaking.

CANADA/MEXICO
Border barriers in Mexico and Canada inhibit U.S. trucking companies' operations in those countries. But, the Interstate Commerce Commission (the U.S. agency which approves truck operations here) refuses to consider these restrictions to U.S. carriers when granting permission to foreign carriers to operate in the U.S. The potential impact on U.S. jobs and commerce is being ignored by an unfair government.

For details or comments on these issues (or others) contact: News Service, (202) 797-5237, or Broadcasting Service, (202) 797-5234; American Trucking Associations, Inc., 1616 P Street, N.W. Washington, D.C. 20036.

Remember . . . "If you've got it, a truck brought it!"
LIFE WITH THE FIRST IN LINE FOR DBS

Comsat's STC: Poised for blastoff into TV's space frontier

Company's bold willingness to gamble billion on DBS has positioned parent and subsidiary at forefront of television's next adventure; anticipated FCC go-ahead at midyear will put first millions in motion; after that it's all up to the marketplace

Satellite Television Corp., the Comsat subsidiary in whose corporate eye the concept of direct broadcast satellite operation first gleamed, is ready to shift from "high gear into overdrive." Once given an expected FCC go-ahead this June, it will begin in earnest to bring its three-channel, direct-to-home pay television service to fruition on schedule, in late 1985 or early 1986. "It will be a big change having a grant in the hip pocket," says STC President Irving Goldstein in his Washington office near the White House, high above Pennsylvania Avenue. "I'll feel a hell of a lot better and no doubt we'll break open the champagne."

Since its inception in May 1980, STC has been studying its market, refining the plans and talking to a vast array of companies. Once it wins FCC approval, it will be able to enter into definitive agreements with some of those companies for programming, equipment, distribution of home equipment, marketing, advertising and promotion. "We have done all our homework and have the foundation very well laid," says George Billings, vice president for business development (dubbed "vice president of everything" by Goldstein's predecessor, John Johnson). "We are now in the process of solidifying our plans internally so when we get FCC approval we are in a position to come off the block fairly quickly."

STC's most important agreement will be with the satellite manufacturer. Thus far STC has spent just a few million dollars in its developmental stage, but with the signing for the construction of the first two birds (one operational and one spare) it will have made a commitment of at least $100 million. Assuming FCC approval this spring, that signing probably will take place in midsummer. "It's a big step," Goldstein admits. "That stroke of the pen moves Comsat to the year 2000 in a brand new, very important, very interesting service."

Favorable FCC action also will signal STC to move ahead with its "early entry" or "pilot" program. To make sure all the operational elements—from programing to advertising—are in place when the DBS satellites are ready in 1985, STC decided and announced last November to beam two channels of pay television to multiple-unit dwellings (mostly apartment buildings and condominiums) from existing fixed satellites, starting in late 1983. Subscribers to the SMATV (satellite master antenna television) service, as it is called, would be shifted to the DBS service as soon as the latter is operational. STC hopes to sign for transponders on one of three different satellites as soon as possible after approval of the DBS service.

With a grant "in the hip pocket" STC also hopes to find a so-far-elusive equity partner to share the enormous financial burdens of the nationwide DBS service, which will cost well over $1 billion to get up and running. Comsat once had Sears, Roebuck lined up for that role, but the giant retailer backed out for reasons as yet unrevealed.

STC's plans to unfurl its nationwide pay service are unprecedented both in concept and in magnitude. By leveraging its satellite expertise, STC is proposing not only to be a national programing network but also to be the entity that delivers that programing into the living room. If it reaches its ultimate subscriber goals, that system will generate more than $2 billion per year in revenues, six times more than Comsat took in in 1981 and one-sixth of what the entire broadcasting industry garnered in 1980.

Comsat President Joseph Charyk says of the project: "This is bigger than anything we've ever done before and with a broader set of requirements than anything we've
Harris' New SX Series of All-Solid-State AM Transmitters

Now a high technology blend of broadcast and computer science has created the SX-1 (1000 watts), SX-2.5 (2500 watts), and SX-5 (5000 watts)—Harris' new family of all-solid-state high performance, high reliability AM transmitters!

Harris' solid-state experience brings you energy-saving efficiency. A typical SX-5 equipped station can expect an annual power bill reduction of 15 to 36%.

Exciting new technology is employed throughout the line, including Polyphase Pulse Duration Modulation* for exceptional audio performance. Plus microprocessor control and status monitoring, sophisticated diagnostic techniques, and a unique cooling system that protects components from dirt build-up. All SX transmitters are designed for AM Stereo operation.

Find out what this new generation of Harris transmitters can do for you. Contact Harris Corporation, Broadcast Division, P.O. Box 4290, Quincy, Illinois 62305-4290. 217-222-8200.

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Visit the Harris TV and radio equipment display at the 1982 NAB, Dallas.
Outrageous and Uproarious! Late-Night was made for Paramount's Brand-New, First-Run Production...

Reserve your space at Madame's Place and get the audience profile you want most—because Madame gives the Young Adult crowd the brand of unpredictable comedy it wants most!

"Hang on to your demographics, honey! Madame's gonna show you her profile!"

For years, Madame's been a sensation in "Solid Gold," "Hollywood Squares," "Laugh-In" and Las Vegas. Now she's rarin' to go in a rip-roaring daily half-hour strip, plus an hour-long weekend version.

Starting in September, share dizzy days in the life of the up-and-at-em Madame in TV's most uninhibited show. Direct from her mansion in Hollywood, she'll be raising the roof together with her zany friends Patty, her short 'n' sassy secretary...Ridgley, her proper British butler...Jiffy, a streetwise TV producer...Mr. Mackelhoney who's always ready for a party...and Crazy Mary, a consumer advocate with a slightly bent point-of-view.

"All the studios were after me, darling. But I signed with Paramount—I'm no dummy!"

Commitment to first-class production makes Paramount the leader in first-run entertainment like "Solid Gold" and "Entertainment Tonight," as well as comedy hits like "Happy Days," "Laverne & Shirley," "Taxi" and dozens more. Now Paramount makes the same commitment to The Madame With The Most and the creative genius of Emmy winner Wayland Flowers. It's a wildly original comedy concept—and a late-night natural!

"Sweetie, if you've got the time, I've got the Place! Whoopee!"

"Hang on to your demographics, honey! Madame's gonna show you her profile!"

For years, Madame's been a sensation in "Solid Gold," "Hollywood Squares," "Laugh-In" and Las Vegas. Now she's rarin' to go in a rip-roaring daily half-hour strip, plus an hour-long weekend version.

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"Sweetie, if you've got the time, I've got the Place! Whoopee!"
First Episode Available!
Call Paramount Now
For A Preview!

Madame's Place
Opens This September!
ever done before. It makes it both humbling and exciting." And Goldstein is moved to ask: "How many other times has a company gone from zero to what is going to be a very large, nationwide, full-blown, billion-dollar business in six or seven years? How many people get a crack at running that kind of venture?"

STC and Comsat have been criticized for roaming far outside their experience. Going into the DBS-SMATV venture, Comsat has no experience in programming or consumer marketing, two critical elements of the new services. But Charyk and the STC executives believe they can bring a much more important skill to the task: management. As a creator of international communications systems—Intelsat and Marisat—Billings says Comsat "knows what it means to make all the pieces fit and work together. And I think it understands the process of managing people and resources to get that done." Goldstein defines his job as "making sure all the problems get solved in one satisfactory way or another in time for them to mesh into one exceedingly complex program."

Says the seven-year Comsat veteran: "That's my experience, running very, very large, complicated programs."

There are a number of ways to bring the necessary skill into the company, Billings says—partnerships, contractual arrangements, hiring and "a careful plan of internal development. ... It is our intent to follow all of these methods to acquire the complementary abilities to make a success of this business," he says.

When STC's DBS system is fully arrayed it will consist of four operational satellites, each serving one of the country's four time zones. The company will have to mount a small earth station (the antenna or dish will be one-meter in diameter or less) on top of or near each subscriber's home, positioned to get a clear look at the satellite—which in most cases should be rather high on the southern horizon. Cost to the subscriber will be $25 per month, including rental of the earth station electronics, plus a one-time $100 charge for the antenna and its installation. Although the homeowner is STC's primary market, it hopes to reach others through SMATV systems and cable systems that choose to pick up one or more channels.

Technically, STC's market is every television home in the country, but practically it is considerably smaller than that. The STC marketers realize they cannot compete with cable and its multiple channels of basic and pay offerings. And some dwellings—preliminary studies suggest 15%—will be unable to install an antenna with a clear view of the satellites. In the latter part of this decade, when the full STC system is in place, STC estimates there will be only 30 million noncabled homes. Of those, it hopes to sign up between four million and seven million.

STC has chosen to phase in its DBS system and, thus far, it has asked the FCC for permission to launch just one operational satellite to serve the Eastern time zone. According to its application, STC will spend nearly $700 million to put that satellite and a spare into orbit and to do business for one year. It expects to achieve an average subscribership in that first year of 325,000, which, at $25 per subscriber per month, would produce nearly $100 million in revenue.

The company, as Goldstein puts it, has not "been coasting" while waiting for FCC action. It has been working hard on all the components of the DBS system, the hardware and software.

Request for proposals were sent to five major manufacturers on Jan. 13 and by last week, RCA, General Electric, Ford Aerospace and Hughes said they were interested and that they would submit a bid to build STC's first two satellites by the April 15 deadline. According to Leo Keane, vice president for engineering, it will take another 60 to 90 days after the deadline to evaluate all the proposals and negotiate a deal with one of the bidders. In any event, STC hopes to contract for the satellite this summer.

Keane said STC is still "trying to develop a firm strategy on how to handle the home equipment." STC would like as many earth stations in the field as possible when it turns on its first satellite. In its original applications, it said it would spend $32 million for earth stations and lease them to subscribers. "We would like not to have to do that," Keane says now. "We've had a lot of interest from a lot of manufacturers who seem to be willing to jump in and make sure that equipment is there." Keane adds that "the specs for the earth stations are in pretty good shape," suggesting that if STC decides to buy a certain number of earth stations, it could release a request for quotation fairly quickly.

The sale of earth stations—their electronics and their dishes—is an enormous market. And STC and Comsat are intent on reserving a large share of it for themselves. Keane says that Comsat Labs, under contract to STC, has been working on the system for scrambling the programming and addressing the subscribers' home terminals. STC probably will license the scrambling to various manufacturers, which will actually build the system components. Comsat expects to grab a share of the microwave electronics revenues through Amplica, a leading manufacturer of microwave components, purchased in January. Comsat bought Amplica not only to insure a share in the new market that it will create, Charyk says, but also to make sure that the scrambled technology is ready in 1985 or 1986. "The kinds of receivers that you would have delivered to you today would for reasons of cost and size and performance not be too attractive," he admits.

Among the companies vying for post position in the race to supply earth stations are Scientific-Atlanta, Satcom Inc. and SED Systems Inc. Nippon Electric Corp. and Alcoa reportedly are close to striking a deal to make DBS earth stations; NEC would supply the electronics and Alcoa the dishes. If STC decides to buy earth stations, the bid from NEC/Alcoa will probably receive prompt attention. Comsat Chairman John D. Harper is the former chairman of Alcoa.

Another major element of STC's plans is its broadcast center, which will contain the operations studio, playback recorders and uplinks. According to Keane, STC is now looking for a choice piece of real estate near Las Vegas, a location chosen not for its proximity to Wayne Newton and other popular entertainers, but because all four operational satellites could be accessed from the location and because of the arid climate, which causes minimal degradation to the uplinked signal. The next step will be to solicit architectural and
engineering proposals for the center.

The STC DBS system will comprise three channels of programing. The first will be similar to Home Box Office or Showtime, containing mostly current movies, but also a smattering of special events and sports. The second channel will feature classic movies and children's programing. The third will be used primarily for educational and public affairs programing but also will contain the "narrowcast" fare—programing aimed at small special-interest audiences. STC hopes to "provide a whole variety of programing," says Billings, who is now virtually STC's entire programing department. "It's a pay TV medium which means it is not subject to the same ratings games that characterize advertiser-supported broadcasting and [it can] accumulate small pockets of audiences into a whole that is large enough to support programing that is tailored to a very discrete audience."

Billings has spent much of his time over the past several months meeting with program producers and distributors and firmly believes the first-year budget for programing contained in STC's application—$76.9 million—is right on the mark. Based on average subscripshion of 325,000, the programing expenditure breaks down to almost $20 per subscriber per month, or $6 or $7 per channel. That's considerably more than Home Box Office's reported $2-$3 per month, and comparable to STV operators.

How much STC will have to pay for its programing will not be known for sure until it is actually out there making deals with Home Box Office and the MDS and STV operators. "The real truth will be known when our program distributor sits down and says 'I'll pay you 25¢ [per subscriber per month] for that film, not a penny more not a penny less' and the program supplier says 'That's an 'A' film. It's terrific. Look what it grossed at the box. It's a 50¢ film,'" Billings says.

The early entry program is seen by STC as a means of mitigating the enormity of its management task. It should allow the company to ease into the DBS venture gradually at a pace—quick or slow—that it can handle and, in so doing, reduce the operating risks of a full blown DBS system. According to Billings, all the elements of the DBS system can be established and refined during the two-year course of the early entry service: administration, programing, billing, marketing and installation and maintenance of the earth stations.

Programing is the essential product of STC and that product should benefit greatly from the pilot program. First of all, it gives STC a chance to get into the programing marketplace. "You can get people's attention and develop a more meaningful relationship," Billings says, "when you sit down over corn beef sandwiches and say you are going to be in business a year from now" rather than in several years. Second, it gives STC time to develop a high-quality, attractive program package. According to STC planning, the first channel of SMATV programing will evolve into the primary DBS channel. The second channel will be a combination of the second and third DBS channels. During the SMATV service, Billings says, "We will refine [the programing] and tailor it to meet the customers' taste. There's nothing like a real live test."

There is one other thing STC expects from early entry: subscribers. "It would be very nice when we have our DBS system up and running to have a number of subscribers that we could convert to the DBS system," Billings says.

STC is currently considering three different satellites for its SMATV service. ANIK-C (scheduled for launch in November 1983), Intelsat V and one of the two satellites of Satellite Business Systems. Advanced Westar is still in the running, but STC would prefer not to use it since it will not be launched until early 1984, too late for STC's hoped-for start-up. Since STC intends to offer two channels of programing in the early entry period it will need two transponders on whichever satellite it settles on. Two SBS satellites will cost at least $3.6 million a year and two spots on ANIK-C $5 million. What Intelsat might charge is not known.

Selection of the satellite will not be made on the basis of price alone, however. According to Keane, ANIK-C and Intelsat V have higher effective radiated powers than the SBS satellites, which mean smaller, less costly earth stations for reception. On the other hand, the SBS satellites have an advantage over the others. A signal can be uplinked to an SBS satellite from just about anywhere in the continental United States, including Las Vegas. If STC were to hire one of the other satellites, Keane says, the programing would have to be uplinked from temporary facilities—in the East, in the case of Intelsat V, or in the North, in the case of ANIK-C. To use ANIK-C or Intelsat V, Keane says, STC could go ahead and build the Las Vegas facility and relay programing to remote uplink sites. But the cost for transmission lines and for leasing the remote uplinks would be substantial.

STC has a nontechnical reason to use either Intelsat V or the SBS satellites. Some of the money it pays to lease transponders on those birds would filter back into the Comsat coffers. Comsat owns 33% of SBS. It is also the U.S. partner in Intelsat and earns revenues from every domestic user of the Intelsat system.

Until the satellite is selected, the receive earth stations cannot be fully specified, primarily because the satellites use different fixed satellite frequencies. But Keane says he is fairly certain that the SMATV antennas will be 1.8 meters (almost six feet) — "just small enough to fit into an elevator"—and that they would be addressable. Keane said STC will use an existing scrambling system for the service.

Perhaps feeling it is unnecessary to share its research with potential competitors, STC has consistently declined to reveal its analysis of the SMATV marketplace. The reach of the service—the total market—depends to a large extent on the satellite that is finally settled on. The different satellites have different coverage characteristics, Billings says, and different signal powers that determine the size and cost of the earth stations. "The lower the cost of the receiving equipment, he says, "the broader the reach that is available to you." Based on current expectations of what the units will cost (about $10,000, including installation, he says), buildings with as few as 50 homes "with good demographics . . . are very interesting."

Like the DBS system itself, STC plans to phase in the SMATV service. "We intend to select a number of cities and to select them with some wisdom," Goldstein says, so that STC can gain experience in a number of different environments, in a number of different competitive environments. Goldstein suggests that STC will introduce
the service in three to five presumably uncabled cities in the first year and grow from there. Billings would not quantify the number of subscribers — or could, because of the undetermined variables — but he did allow that "it is realistic to think in terms of hundreds of thousands of subscribers. Not a handful, and not millions."

The cost of mounting the SMATV service over and above what STC planned to spend for the DBS service is "not significant," according to Billings. The money STC spends on SMATV, he says, "is money we would have spent anyway to penetrate the same markets later on. All we are doing is shifting forward a little bit in a way that makes the whole business look a little bit more attractive." One expense that STC will have is that it would not have had is that of leasing the fixed satellite capacity.

STC is not looking for a quick return on its investment in the SMATV venture, although it certainly wouldn't mind the service paying at least for the incremental costs of launching it. The return STC is looking for is the less tangible one of a well greased operation when the DBS satellites are launched and, to a lesser extent, a substantial response upon which to build the DBS service.

In targeting multiple-unit dwellings STC may run up against stiff competition. United Satellite Television has plans to cover the entire country with a four-channel SMATV service as early as February 1983, several months before STC plans to get its business off the ground. Oak Industries and Focus Broadcast Satellite also have indicated, publicly or privately, their intention to enter the K-band SMATV market. What's more, the number of SMATV operators using cable programing off the C-band satellites is proliferating rapidly. One company in New York has proposed installing a 101-channel system in a multi-building complex. More others, not that ambitious, are signing up buildings for three or four channels.

STC says it has factored such competition into its plans and anticipated no great impact on them. "You never want to be arrogant and underestimate your competition," Billings says, while nevertheless asserting that STC possesses "certain advantages and skills" that will make its service viable.

Goldstein shrugs off the C-band competition, asserting that in many cities the C-band frequencies are too congested to make such SMATV services feasible. Regardless, he says, "there are a large number of cities for a viable interference-free SMATV service. There is a considerable market and I think we will get our share of it and get the experience that we need."

STC will not specify what its goals are in terms of subscribers and revenues. "Whether we miss our targets by 20% under or over," Goldstein says, "none of that is going to have an influence on the events that are set in motion to convert SMATV to a permanent system. The key is not just what happens in that year or two but by who has the vision and the whole scenario to go all the way with this thing. We do." In the event the market fails to develop and the STC projections are off by considerably more than minus 20%, Charyk says STC and Comsat would have to face up to some second thoughts. "Basically the apartment dweller is going to be getting something similar to what the ultimate home owner is going to be getting," he says, "and if he is dissatisfied, for whatever reason, you've got to be worried about it."

The phasing-in plan of the SMATV service will protect STC if the going gets too rough. "The scale of our involvement in the [service] is a controllable item," Charyk says. "It's not our plan to be in the maximum number of cities simultaneously."

The temporary DBS rules as proposed in April 1980 are hardly rules at all. They would give the DBS operator great latitude on how to operate his DBS system and impose few restrictions. "I hope the FCC retains a great deal of flexibility," says Goldstein. "It's important in a fledgling industry to allow for innovation and experimentation to insure that the FCC itself has enough information to make decisions on the permanent rules."

STC's is not the only application the FCC is now considering; there are seven others. Although there have been a number of scenarios suggested as to which and how many of the applications will be granted, they all seem to include STC, which led the way by filing its application in December 1980 and which has shown the muscle and heart to act on a grant. What the FCC may do with the other seven is a mystery. "I think they will grant more than one and less than all," says Goldstein. "But I don't base that on anything but gut reaction on the different types of applications and the degree of quality of them."

The FCC could indeed grant all eight applications, according to Keane, but it would require some modification of the technically diverse proposals. "I can't believe," he says, "there are going to be eight DBS systems, operating with several sets of technical parameters. For one thing, he says, the FCC has indicated that there will be four service areas (roughly equivalent to a time zone) for DBS service, and some applicants (not STC) have proposed two or three service areas. The FCC "is driven toward co-locating the satellite so that the consumer that has a receiving station not only can take our service but somebody else's too," he says.

The applications are legally as well as technically diverse. STC intends to be a broadcaster. Direct Broadcast Satellite Corp. wants to be a common carrier. And others notably, FCC Commissioner Budd have indicated want to be something in between. Can the FCC authorize such a legal menagerie? "I don't know that they will," answers Goldstein, "but I think it can be done." STC's desire to be a broadcaster is rooted in its belief that its is "how you realize the potential of the technology," Goldstein says. "It allows the operator to engage in the total type of pay TV service... and do the counterprograming and narrowcasting." STC has no intention of giving up control of any of its three channels, he says.

Of the seven other applications, the one that sticks out is that of CBS. The network has proposed dedicating the entire DBS service to high-definition television (HDTV), a new television standard with greater resolution, contrast, color depth and considerably better sound than the NTSC standard in use today. Its particular system would beam three HDTV channels of programming, one of which would be picked up and rebroadcast by terrestrial broadcast affiliates. Goldstein, of course, is adamantly opposed to dedicating the service to HDTV but believes that TV services and conventional systems like STC's can co-exist. "I have my doubts whether it makes economic sense to proceed with an HDTV-only system..." he says, "but it isn't my money. Studies that indicate that by 1990 or 1992 (HDTV) is going to be the greatest thing since sliced bread don't impress me very much. I think it is just someone's guess and my gut reaction is another matter." Goldstein's guess is that HDTV will be evolutionary, not revolutionary. STC will do its bit for evolution by configuring its satellite so that two channels can be combined to transmit the extra wide HDTV signals for experimental HDTV broadcasts. Goldstein says the country doesn't need to shift from NTSC to HDTV any time soon. "The NTSC standard still has an awful lot of technical innovation left in it that we are just beginning to see in the form of large-screen projection systems," he says. Improving NTSC instead of shifting to HDTV has one critical advantage, he says: "You don't have to obsolete all the TV sets in the country over night.

The FCC will be considering temporary rules this spring because it cannot adopt permanent rules until after the 1983 Regional Administrative Radio Conference at which basic technical parameters for DBS service in North and South America will be determined. FCC rules and any DBS system must conform to the international scheme. An industry-government advisory committee has been working for the past

**Broadcasting Feb 22 1982**
several months to come up with a U.S. position for RARC. STC, of course, has a deep interest in what conclusions, if any, are reached by the committee and so far, according to Keane, the news is good. The committee now seems to favor linear polarization of the DBS signal, which STC and several of the other applicants had proposed, for several reasons, but primarily, Keane says, "because the rest of the world believes in it." More important, the committee seems ready to endorse a block allotment scheme. That is, rather than a rigid channelization plan that all systems in every country would have to adhere to, the committee will urge the U.S. to press at RARC for an allotment of spectrum and a number of orbital slots that it could parcel out to its citizens as it sees fit. The block allotment approach, Keane says, "will add to the flexibility we have domestically to assign different channel bandwidths to different applicants."

Channel bandwidth has been a major sticking point in mapping out a DBS system for the United States. Although the block allotment scheme would accommodate varying bandwidths, a common one is desirable, if only to allow for standardization of the receiving equipment. In the original set of applications, channel bandwidths ranged from STC's 16 mhz to CBS's 27 mhz. There are indications now that the gap is narrowing. In its last filing to the FCC, CBS said that it could broadcast HDTV through two combined 22.5 mhz channels and Keane, speaking of the committee's efforts to arrive at a common number, said that 20 mhz to 22 mhz ought to be reasonable.

If the FCC approves the STC application this spring it will do so over the vociferous objections of most broadcasters and many terrestrial microwave users of the DBS frequencies (12.2 ghz to 12.7 ghz). The broadcasters have asserted that the FCC is "rushing to judgment" on DBS without considering other potential users of the spectrum. What's more, they have said, DBS could destroy terrestrial broadcasting. The microwave operators are worried about the cost of moving to a new channel within the band or the more substantial cost of jumping to a higher band. All the arguments against DBS in general or STC in particular are specious, according to Goldstein. "I can see no conceivable public interest reason to deny it based on artificial, institutional, industrial, procedural or regulatory constraints. Let the marketplace be the judge." He feels the fears of the local broadcasters are particularly unfounded. "It is clear beyond any reasonable doubt," he says, "that the impact of DBS in the foreseeable future will be considerably less than cable."

STC admits that DBS could have an adverse impact on microwave users but has a plan to ameliorate that impact in some cases. Warren Zeger, general counsel, says that STC is willing to contribute to a fund that would reimburse nonprofit microwave operators that are displaced by the start of DBS service.

The broadcasters and microwave operators unconvinced by the same arguments in the past have pressed their case at the FCC and in Congress only to be defeated by a superior lobbying effort, led by former FCC Chairman Richard Wiley, and, presumably, force of argument. A strong majority of the FCC commissioners now favor the authorization of DBS service and there has been a profound silence on the subject on Capitol Hill.

The last resort for opponents will be the courts. Zeger calls it a "100% certainty" that any FCC authorization will be appealed either at the FCC or in U.S. district court—probably the latter. Zeger is equally certain that the appeal will founder. "Based on the FCC record so far," he says, "any grant of DBS will hold up." That record shows that authorization of a system is entirely within the discretion of the FCC, he says. If opponents go to the court they will probably ask for a stay that could hold up the introduction of DBS for years, Zeger says, but he believes such a petition would be futile. They would never be able to satisfy the criteria needed.

But what if STC's confidence is misplaced? What happens if opponents manage to delay authorization of DBS service through some action or inaction at the FCC or action in Congress or the courts?

"If somewhere in the bowels of one of our opponent organizations [someone] came up with a plan that would gain them a year," says Goldstein, it still wouldn't kill DBS. Goldstein and Charyk agree that a year's delay would be only that—a year's delay. "We would not throw in the towel," Charyk says, "but we would have to regroup in some fashion."

If the opponents managed a two- or three-year delay, however, Goldstein says, "you might kill it for this decade and the consequences of that are very serious not just for the U.S. public, which would be deprived of the benefits, but also with respect to loss of jobs and the ability of the U.S. industry to position itself to market [DBS] electronics on a worldwide basis."

When STC submitted its application to the FCC in December 1980, then-president John Johnson said STC was financially able to fund the initial phase of the service—one operational satellite serving the Eastern time zone—but that the roll-out of the full four-satellite system would be delayed if STC were unable to find an equity partner.

What Johnson said then is still true today. If the full system is to be in place within a year of the inauguration of DBS service, Billings says, STC will have to find an equity partner between now and the end of 1983. Although STC is not currently involved in serious discussions, Goldstein says, it is continually talking with companies and he hopes that FCC approval will enhance STC's credibility and lead to a firm agreement. It's not that STC has to search for would-be partners, he says; many go to STC. "We might be regarded as a rather sexy new game in town."

Funding for SMATV and the initial phase of the DBS service is secure, according to STC. Comsat has made a $225-million equity investment, and a string of banks led by Chase Manhattan has promised to lend the rest of the money. STC is borrowing the money on a nonrecourse basis, Charyk says. Consequently, the parent has some protection should STC fall on its face. And because SBS, Comsat's other high-risk venture, is also funded with nonrecourse debt, he says, failure of that company would have little direct impact on STC. STC has thus far used only a few million of the Comsat investment, Charyk says and as it slowly moves into its operational phase it will draw simultaneously on the Comsat and bank money.

Goldstein expects the growth of the entire DBS medium during this decade, much of it fostered by STC and the other pioneers, and he intends to be "a big part" of it, "I don't see it as one generation [medium]," he says. "I see improvements in the technology throughout the 1980's and 1990's that will enable that direct access to the home to be utilized to an ever greater extent for new and innovative services."

Neither Goldstein nor anybody else is sure how the medium will evolve or how many DBS operators will ultimately crowd STC and the other pioneers for DBS spectrum. But Goldstein is certain that there is "a really good" market for his STC's kind of service in 1985. "I am extremely confident," he says, "and it is a reasoned, business confidence ... with facts and figures to back it up."
JWT Syndication revenues inflated, parent reports

Company says figures for past four years were hiked $18 million through fake computer entries

The advertising community was stunned last week by an announcement from the JWT Group that an investigation has shown that JWT Syndication had "falsely inflated" its revenues by $18 million over a four-year period through "fictitious accounting entries in a computer operated by the unit."

This was the second bombshell dropped byJWT in two weeks. On Feb. 3, the JWT group announced it had suspended without pay Marie Luisi, senior vice president and director of communications services, pending an investigation into alleged improprieties into the record-keeping operation of the syndication unit (Broadcasting, Feb. 8). Luisi, who was in charge of spot buying and program syndication activities, said at the time through her lawyer that she was guilty of no wrongdoing.

Luisi's name was not mentioned in Thompson's announcement last week. A spokesman would not say whether the agency has discovered that other JWT employees may be involved in the matter.

Don Johnston, board chairman and chief executive officer, said the JWT Group expects to take a pre-tax write-off of about $18 million, which is the estimated aggregate amount of the "fictitious" activity for the four years from 1978 through 1981. He added that the JWT Group will issue its financial statement for 1981 and its re-stated financial statements for the prior years as soon as practical after completion of the investigation.

In explanation of what had happened, Johnston said, JWT Syndication is devoted almost exclusively to the business of barter syndication, under which a TV station receives the right to use a program without charge but agrees to provide the agency with a certain amount of advertising time. The syndicator, Johnston continued, uses this "time bank" for its advertising clients.

The JWT Syndication unit has annual revenue and profit plans, he said, and each year estimates the success it anticipates in persuading stations to accept its syndicated programs on advantageous barter terms and in persuading JWT clients to use the bartered time. Referring to the present problem, Johnston said:

"However, in the face of significant and growing short-fall against revenues and profit estimates, a scheme was adopted whereby fictitious entries were made in the computer system used to record syndication activity. Since these fictitious entries were made in such a manner to prevent the issuance of billings to advertising clients and since no payments to stations resulted from syndication activity in any event, the sole effect of these transactions was to overstate the degree to which JWT Syndication was recouping its capital investments and achieving its revenue and profit objectives."

Johnston said that with the discovery of the scheme, it was necessary for the company to reverse "the fictitious accounting transaction," thus reducing reported revenue and profit for the accounting periods in question and increasing the amount of unrecovered investments in programs. He stressed that while the "bogus sales" of the time resulted in revenues on the company books, they were not billed to clients.

A statement issued by the JWT Group said the write-off resulting from the investigation of "computer manipulation" in the syndication operations is "a one-time event only" and will require no outlay by JWT. It added that the dividend policy of the JWT Group will not be affected by the adjustment.

Shortly before its announcement Tuesday morning (Feb. 16), JWT notified the New York Stock Exchange and the Securities and Exchange Commission of developments. A company spokesman said that trading in the stock was not halted. JWT Group closed on Tuesday at 19, down 1/2 from the previous day of trading, Feb. 12.

According to Herbert Eames, executive vice president and chief financial officer of JWT, the discrepancies began to appear last May when all accounting functions were turned over to the parent company. Previously, he said, the company had been decentralized in accounting, with the syndication unit handling its own record-keeping.

Eames said JWT Syndication reported revenues of $29.3 million over a five-year period, but he said that $24.5 million of that amount was "fictitious." He said the unit gave the appearance of being successful, and the company invested about $30 million to purchase TV syndication program rights.

Ivan Fisher, Luisi's attorney, said he doubted the revenue figures were falsely inflated but if they were, they were done without her knowledge. He ventured that the fictitious figures, if they exist, reflect barter agreements that have expired but are "recoverable" because of understandings with stations to extend them. He offered to obtain "written statements" from station purchasers that the time is still owed but said Thompson was not interested.

A spokesman for Thompson was nettled by this statement and said: "We've tried time and time again to get Marie Luisi to come in for an interview. But her counsel will not permit it. We have interviewed 34 officers, employees and former employees but not Marie Luisi."

Business

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Commerce paints broadcast-cable growth picture through decade

Government's annual forecast underscores TV as dominant medium for advertisers; soaring expenses to retard earnings

The Department of Commerce sees a familiar pattern for radio, television and cable this year: substantial gains in net revenues but erosion in earnings caused by escalating expenses.


In the chapter on broadcasting, radio advertising is expected to rise 11.5% from an estimated $4.3 billion in 1981 to $4.8 billion in 1982, and net revenues will experience a same 11.5% gain from $3.7 billion to $4.1 billion. "However," it is pointed out, "higher costs, estimated to
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One Day At A Time
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BET gets boost from Taft Broadcasting

Cable satellite network, in process of expanding its service, will receive financial and production support from Taft

Taft Broadcasting Co., Cincinnati, has become an equity partner in Black Entertainment Television, a Washington-based cable satellite network presently offering three hours of programing each week. At a press conference in Washington last Wednesday (Feb. 17), leaders of both companies said the new arrangement would offer BET new production and marketing services as well as a financial boost.

Charles Mechem Jr., chairman of Taft Broadcasting, said his company and Telecommunications Inc. (TCI) will have "substantial ownership of BET," but that BET President Robert Johnson will "continue to control the company." TCI, a Denver-based corporation that is one of the largest multiple cable system operators in the U.S., has owned 20% of BET since the network was formed in 1979.

Taft's investment in BET has put the network "well on its way to achieving its goals of becoming the major medium for programing" and the "major vehicle for advertising to the black consumer," said Johnson, who recently announced his network would expand its service from three hours per week to six hours per day (BROADCASTING, Dec. 7, 1981). Taft will help BET with that expansion, said Johnson, with a financial injection as well as aid in programing and marketing.

For Taft, the investment in BET represents another step in its campaign to become a major force in programing production, said Mechem. In the last 10 years, Taft has acquired a number of production companies, including Hanna-Barbera, Quin-Martin, Titus Ruby Speers and Worldvision Enterprises, he said.

In spite of its new relationship with a major broadcast station owner, BET will continue to target urban cable TV viewers in its programing, said Johnson. It could eventually program for, however, to home earth station owners, and low-power TV stations and the syndication market, he said.

BET will begin its expanded service in May, said Johnson. New programing will include sports, the work of black independent production companies and shows produced by BET, he said. Programs will air between 8 p.m. and 2 a.m. EST on Satcom 4, transponder 3.
In Philadelphia, SATURDAY NIGHT delivers more audience for WKBS-TV 11 AM-Midnight Monday-Friday than any program they have scheduled IN THE LAST FIVE YEARS (reversing a costly five year decline).

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Moreover, SATURDAY NIGHT outperforms the 11 PM-12 Midnight time period average on all competing independents in all categories IN THE LAST FIVE YEARS. (Details on request)

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Blue sky too blue for Heritage

MSO tells security analysts it will wait for new services to shake out before adding them

The management of Heritage Communications, Des Moines, Iowa, (one of the nation's top-25 MSO's) has definite opinions about offering its cable subscribers "futuristic" services. "We don't want to get involved in it for the next few years," Heritage's executive vice president, James Cownie, told security analysts in New York on Feb. 4. "Millions will be lost there," Cownie predicted, saying that Heritage preferred instead to build up its revenues and profits now, waiting for "blue sky" services to shake themselves out. "Any edge lost will be more than made up when we get involved correctly" in those businesses that do develop several years down the line, he said.

That was the "conservative" approach to the cable business that Cownie, along with Heritage President James Hoak, Jr. and Vice President David Lundquist, described for the analysts. Heritage's 1982-83 game plan, according to Cownie, calls for the firm to be "aggressive in responsible franchising, spending less than $1 million on franchising in 1982 and not making any "irresponsible promises"; to be "equally aggressive in refranchising and franchise extensions," and aggressive in building its revenue base and new systems. Cownie said Heritage wants to boost its 60% pay-to-basic ratio to 70% by year end and 100% in 24 months; the company also will embark on a corporate-level push to sell basic cable. Heritage will experiment with ad revenue this year, but in 1984 "we go all out," he said. "If we do our homework right" said Cownie, in building cash and profits, the company will be well-positioned by 1984 to take advantage of what new services develop.

Hoak reviewed for the analysts the company's "very successful" 1981 results—revenues up 208% to $77 million, with net income up 114% to $3.8 million, 36 cents per share. The cable business, which he noted accounts for 74% of operating income and 71% of assets, posted a 131% improvement in operating income in 1981, to $6 million. Things didn't go as well in Heritage's display communications unit. (It markets trade show exhibits, is a prime contractor for AT&T's "Phone Stores" and plans to get into the "cable store" business.) The recession trimmed income of the unit from 1980's $1.4 million to $35,000. Hoak indicated that substantial chunks of the 1981 corporate revenue and earnings increases were attributable to the acquisition of the Shaw-Barton graphics company in March of 1981.

Hoak also detailed his conception of Heritage's corporate philosophy (one that calls for the company to "address the concern for earnings"): a goal of 20% annual earnings growth, provisions for "moderate diversity" and a "sound balance sheet." Hoak pointed to Heritage's past use of equity offerings and "conservative" debt-equity ratio—$35 million in debt to $55 million in equity.

"We're committed to our systems," Hoak said, by upgrading and improving them.

Cownie reviewed a variety of statistics on Heritage and the company's projections for this year: boosting homes franchised by 50,000 to 100,000 beyond 1981's year-end 400,204; adding over 50,000 homes passed to the 1981 total of 325,639; raising basic subs from 166,095 to 200,000 and pay subscriptions from 95,755 to 150,000. Cownie said he "would like to think" Heritage can raise cable cash flow from $11 million to $15 million in 1982; the company sees capital expenditures rising from 1981's $16 million to $19 million this year. At the same time Cownie expects the percentage of Heritage systems with 12-channel plant to drop from 51% to less than 30%. And, thanks to refranchising and franchise extensions, he expects the remaining life of an average Heritage franchise to increase from 12.52 years to over 13 years.

The analysts also were drawn a picture of Heritage's cable operations that portrayed it as holding "the lion's share of Iowa" in a "large complex" of systems that are interconnected by microwave, with another major cluster in south Texas and a third concentration in the Los Angeles area plus "many smaller systems." The Des Moines franchise was used by Cownie as an example of the "good political relationship" Heritage has built in its franchised areas—the contract was just renewed for 25 years.

The meeting also detailed Heritage's several limited partnerships in cable, with special attention to the $25-million Cablevision Associates VI partnership. Heritage is in the process of selling. According to vice president Lundquist "the marketplace is very receptive" to cable limited partnerships at the moment, not only because they are attractive to the private investors who would buy into the partnership, but because similar oil and gas deals have lost some of their attractiveness.

Agencies, unions agree on new commercial pact

Negotiators for advertisers and agencies and for the American Federation of Television and Radio Artists and the Screen Actors Guild reached a tentative agreement last week on a new three-year contract covering performers appearing in television and radio commercials.

The key provisions in the new television proposals call for across-the-board increases of 15% in payment for spot commercials, 9% for network commercials, plus living adjustments (capped at 7.5%) for commercials made for cable TV to be based on session fees, plus additional payments based on additional use, and increases in pension and welfare contributions from 9% to 10% to help fund a dental plan.

In radio, the negotiators agreed on increases of 10% to 12% in spot commercial use fees in major cities and up to 25% in other markets; increases of up to 12% in network commercials; cost-of-living adjustments and gains in pension and welfare contributions from 9½% to 9¾%.

The agreements are subject to approval by the unions' joint boards and membership and by the Joint Policy Committee on Talent Union Relations of the American Association of Advertising Agencies and the Association of National Advertisers, which represents agencies and advertisers.

The old contracts expired on Feb. 6 but were extended. Terms of the new pact, if approved, will be retroactive to that date. Union sources said SAG and AFTRA accepted less in session fees the performers receive for making a commercial to make improvements in the spot usage fees. For example, in radio, the session fee was raised only by 5.3% to $110 but the usage remuneration was hiked by 10% to 12% in major cities and up to 25% in others. In addition, the new proposal calls for usage fees based on individual cities, whereas the old pact enabled advertisers to use from one to five cities for a specified amount.

In television, the session fee was raised by only 9.09% to $300 but the usage fee formula was increased by 15%. Industry sources would not estimate the increase in costs resulting from the new proposals. They said it was difficult to project because costs are related largely to usage of radio and TV commercials by advertisers. One official noted that under the contract that expired earlier this month, costs rose by about 10% over the earlier pact.

Cable viewers to get coupons with monthly bill

Cable Coupon Network, set for March launch, will insert cents-off coupons

Advertisers interested in reaching cable homes, including those elusive pay-cable subscribers, are being offered a new vehicle that draws on an old principle—coupons.

Mike Jackson, president of Atlanta-based Cable Coupon Network, claims he has something for everybody—cable operators, advertisers and cable subscribers. The key to his idea is that every cable subscriber is billed once a month from five regional bulk-mailing houses. Jackson wants to put in the billing envelopes packets of cents-off coupons he's calling "Cable Cash"—charging advertisers $13.50 per thousand to get their coupon messages to cable subscribers and paying cable operators, through a variety of mechanisms, for the privilege of reaching
their subscribers.

The nation’s made that usage women audiences improve advertisers in Women’s magazinesvelopes), the all-result pitch delivery. That’s tember, tors commitments their subscribers. (who have shift Cable-out to bring last money outlays to cable that thematic, boards are MSO’s Cox, Storer, Cable-operators, Viacom, TCI, and United, and advertisers such as Bristol-Myers, Warner-Lambert, Lever Brothers, Kellogg, Coca-Cola and Pepsi (he’s sold the last two exclusivity in different months).

An added benefit Cable Coupon Network offers advertisers, so say its promoters, is that by putting its booklets directly into the hands of cable subscribers (who have to tear open their billing envelopes), it circumvents much of the opportunity for coupon fraud that plagues such media as newspaper coupon inserts. (The fraudulent misredemption of coupons supposedly amounts to $200 million a year.).

Women’s magazines launch campaign to compete with TV

Seven publications join forces in effort to convince national advertisers they should use combination of magazines and TV for more effective advertising

The nation’s seven largest women’s service magazines, normally the fiercest of competitors, have joined forces in a presentation aimed at persuading advertisers to shift part of their budgets on television into their publications.

The presentation stresses that advertisers, using the same expenditures, can improve their reach and frequency among women audiences by allocating part of their money outlays to Better Homes and Gardens, Family Circle, Good Housekeeping, The Ladies’ Home Journal, McCall’s, Redbook and Woman’s Day. The claim is made that usage of the magazines, in tandem with television, can be particularly effective in reaching the so-called “light” TV viewers, who tend to be younger, more affluent and better educated.

The sound-and-slide presentation has been given to the staffs of the magazines and to the advertising press and will be shown to national advertisers.

The presentation analyzes three brands, which spend $7.5 million, $11 million and $25 million. Under one hypothetical plan, 100% of the budget is placed in television. In the others, a portion of not more than 32% is placed in the women’s service magazines.

In every instance, the presentation asserts, the addition of women’s service magazines can improve the advertising plan at no increase in budgets. It claims its concept will work whether advertisers shift 10%, 20% or 40% of the budget into the magazines, and it emphasizes that a client’s “best television advertising” cannot sell women who do not see it at all or with sufficient frequency.

The presentation was put together from data drawn from Leading National Advertisers, SMRB Telmar and Broadcast Advertisers Reports, using 1980 information.

Harvey Spiegel, senior vice president, research and marketing, Television Bureau of Advertising, said he had not seen the presentation but commented that “there is always a problem when attempting to do media comparisons” because of the differences in what is measured.

“In television, we talk about the audience of a program in terms of the average minute,” Spiegel continued. “In magazines, they talk about the gross audience of the magazine. We talk in specifics and get closer to the advertiser’s audience. Agencies know this, of course, and factor in the differences in making a decision.”

Jackpots. Corporate parents of two networks have set quarterly payouts for quarter. For ABC, regular quarterly dividend of 40 cents per share is payable March 15 to holders of record Feb. 25, for CBS, regular dividend of 70 cents per common share is payable March 12 to holders of record Feb. 24. Twenty-five cents preference share is payable March 31 to holders of record Feb. 24.

Atari fallout. Warner Communications announced 65% rise in net income for 1981, to $226,493,000, $3.57 per share, on revenues that rose 57% to $3,237,153,000. Atari fueled Warner’s performance for year — consumer electronics unit of which it’s principal part logging $1.2 billion in revenues and $286,553,000 in operating profit. Filmed entertainment, in contrast, posted $32-million operating loss.

Belo bolts up. A. H. Belo Corp. tipped its hat to subsidiary Belo Broadcasting Corp., in announcing record operating revenues and earnings for year ended Dec. 31, 1981. Dallas-based company that went public this winter (BROADCASTING Nov. 9, 1981), reported operating revenues of $182,245,000 for 1981, gain of more than 15% over $157,619,000 in previous year. For 1981, company had earnings of $20,245,000, or $2.45 compared with $19,228,000 or $2.34 per share, for prior year. Net operating revenues for newspaper operations, including Dallas Morning News, increased nearly 18% to record $121 million, and Belo Broadcasting “continued its pattern of excellent growth with revenues up 23% to $59 million,” according to Joe M. Dealey, A. H. Belo Corp. chairman and chief executive officer.

CPI numbers. Quarter ended Dec. 26 proved good one for Columbia Pictures Industries, acquisition target of Coca-Cola Co. Net earnings advanced 32% to $12.7 million, $1.52 per share on revenues that rose 44% to $208.4 million.

Taft up. Taft Broadcasting Co. reported 24% increase in revenues for quarter ended Dec. 31, to $70.9 million. Net earnings were up 58% to $10.9 million, $1.11 per share. Broadcast revenues and operating profit both advanced 12% in quarter.

Disney dividend. Walt Disney Productions has declared quarterly cash dividend of 30 cents per share, payable April 5 to shareholders of record March 12. Board of directors also voted to acquire all outstanding common stock of Retlaw Enterprises for $46.2 million worth of company stock. Transaction gives Walt Disney Productions all rights to name, likeness and portrait of Walt Disney as well as ownership of monopolies and narrow-gauge railroads at Disneyland in Anaheim.

LIN up. LIN Broadcasting reported 9% growth in net income in 1981, to $5,701,000, $1.06 per share, on revenues of $71,036,000, up 10%. Company also has announced two-for-one stock split, payable as stock distribution March 4 to holders of record Feb. 11.

Metromedia’s year. Net revenues of Metromedia Inc. were up 14% in 1981 to $461,781,000, while net income climbed 9% to $59,692,000. Thanks to reduction in shares outstanding, net per share grew 16% to $14.38. Earnings from continuing operations were up 22% to $59,302,000, while that per share figure advanced 30% to $14.28. In fourth quarter, broadcast revenues advanced 8% “despite a moderation in advertising demand stemming from slowing economic conditions.”
## Stock Exchange and Company

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<th>Closing Wed, Feb 10</th>
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### Broadcasting with Other Major Interests

- Adams-Russell
- Affiliated Pubs
- American Family
- John Blair
- Levee Co.
- Chris-Craft
- Cowles
- Dun & Bradstreet
- Fairchild
- Gannett Co.
- General Tire
- Gray Commun.
- Gulf United
- Harte-Hansks
- Heritage Commun.
- Insulco Corp.
- Jefferson-Pilot
- Josephson Intl.
- Knight-Ridder
- News Enterprises
- Liberty
- McGraw-Hill
- Media General
- Meredith
- Multimedia
- New York Times Co.
- Outlet Co.
- Post Corp.
- Rollins
- San Juan Racing
- Schering-Plough
- Times Mirror Co.
- Do
- Washington Post
- Wometco

### Cable

- Acton Corp.
- American Express
- Bourn & Sim's
- Comcast
- General Instrument
- Rogers Cablesystems
- Tele-Communications
- Teleprompter
- Time Inc.
- United Cable TV
- Viacom

### Programing

- Barris Intl.
- Columbia Pictures
- Disney
- Dow Jones & Co.
- Filmmakers
- Four Star
- Getty Oil Corp.
- Halfbreed
- MCA
- MGM Film
- Reeves Commun
- Telepictures
- Video Corp. of Amer.
- Warner
- Wharper

### Broadcasting

- American Stock Exchange, (New York),
- United Cable Express, (Atlanta),
- Mirror & Plough, (000),
- ABC & CBS, (11 1/2, 14 3/8),
- Turner TV & ABC, (25 5/8, 9 1/4),
- Fairchild
- Gulf United
- Chris
- Dun & Bradstreet
- LINC
- N Metromedia
- Wometco

### Electronic Manufacturing

- AEL
- Arvin Industries
- C-Cor Electronics
- Cable TV Industries
- Celec
- Chrysler
- Cohn
- Corning Glass Works
- C. W. St. John
- General Electric
- General Motors
- G&M
- Nixonic Computer
- N. American Phillips
- Oak Industries
- Orco
- RCA
- Rockwell Intl.
- R. S. Wireless

### Earnings Figures

- @ earnings figures are exclusive of extraordinary gain or loss.
- **Footnotes:** * Stock did not trade on the given day price shown is last traded price. ** Stock split two for one. + Stock traded at less than 12.5 cents. *** Stock inactive due to limited bidding.

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**Notes:** A American Stock Exchange, B-Boston, M-Midwest, N-New York, P-Pacitic, O-over the counter (bid price shown, supplied by ShearsonAmerican Express, Washington). PE ratios are based on earnings per share for previous 12 months as published by Standard & Poor's or as obtained by Broadcasting's own research.
SATELLITE?

"LET'S WAIT AND SEE!"
In just a few short months Satellite Music Network, the world's first commercial radio network broadcasting LIVE, via satellite, 24-hours a day, has completely changed the face of local radio programming.

**The Change Has Been Dramatic**

While many broadcasters have been taking a "let's wait and see" attitude, Satellite Music Network has been ON-THE-AIR serving dozens of stations nationwide. Reliably. Profitably. In fact, SMN affiliates are already reporting dramatic Arbitron rating increases. We offer you NO unsubstantiated promises. Only statements that reflect the facts... as reported by Satellite Music Network Clients.

**On-the-Air and Working!**

"Without a doubt the SMN Country Service has got to be the greatest thing to happen to radio since the invention of the wheel. As you know I screwed along with this station and rock kids for two years, losing in excess of $150,000. From the day we signed on, November 16, with you guys, it has been straight up. In fact, coming from zilch billings in November to over $20,000 in January, and that's fantastic for a station whose billings were never over $9,000!"  
Marshall Rowland, WIZY Gordon, GA

"We've saved considerable money by taking our format out of Chicago. It probably will make a difference on whether or not we perform to a profit in 1982. I know I couldn't if I didn't have the (SMN) network. As I view it, satellite broadcasting is the destiny and future of AM radio. It's been a vision, a dream, but now it's a reality and the longer you wait the rougher it's going to be to get into it."  
Don Bybee, KAAM Dallas, TX

"Being the first station on a new programming service isn't the most desirable position for a radio station owner ... but signing with the Country Coast-to-Coast format of the Satellite Music Network was one of the best decisions we've ever made. The air talent is major market caliber, the music is superior, and I'd hate to have to program against it. I think the greatest thing about SMN is that they really care. Not just some more PR from a programming company ... they really care."  
Steve Sumner, KKIC Boise, ID

Since August 1981, Satellite Music Network has been on-the-air and committed to excellence in every regard: Its Officers — Backing — Technology — Talent — Programming — Reliability — and... its Economy and Benefit to Broadcasters.

**On-the-Air and Working!**

"It's not the technology of tomorrow, it's the technology of today. It's an excellent service and helps us to concentrate our efforts on sales because the programming is taken care of!"  
Dennis Gros, WFEZ-AM & FM Meridian, MS

"I'm quite pleased with it. We've had nothing but positive feed back from the marketplace, particularly from the agency time buyers point of view."  
Bob Glassburn, KROW Reno, NV

"We're right on target with the audience we're going after. The quality of the signal is excellent. It's the wave of the future. It provides operators an opportunity to provide quality programming to their market area at a minimal expense!"  
Starley Bush, KSXX Salt Lake City, UT

"We've had them come by the station to see if it were true that we were on it, they couldn't tell the difference, being live and on the satellite."  
Vic Rumore, WKDA Nashville, TN
Is Over!

How does Satellite Music Network work? Very well indeed. Ours is the proven network. Originating from massive, state-of-the-art studios near Chicago, Satellite Music Network programming is created and consulted by Burkhart/Abrams and Associates, a firm practically synonymous with successful radio.

On-the-Air and Working!

"I agreed to move ahead on the strength of Burkhart/Abrams and WCCO, which convinced me that this would be quality. It’s very good and very well done. It can be localized and it makes you sound so much better. People need to look at this, they really do. To me it’s just like getting up in the morning, there’s nothing to it!"

Charles Larsen, KTXY-FM
Jefferson City, MO

"We couldn’t be more pleased with the programming efforts, you and the entire jock crew may take a bow! And in that light, we’d be more than happy to act as a reference for any and all stations considering the big move to the net. Just have them give us a call!"

Michael McGough, WEEO
Waynesboro, PA

"I decided to go with Satellite Music Network because it’s LIVE. I couldn’t be happier with it. And those waiting to see what happens with satellite will be letting things pass them by."

James Jackson, WKXJ
Campbellsville, KY

Local Identification

Local identification is another area of great concern to station operators. Our unique “Flex-Clock” gives stations the freedom to be as creative as their imaginations allow. Local I.D.’s, local news, traffic reports and even special locally-produced shows can be easily accommodated. Most listeners of a Satellite Music Network affiliate aren’t even aware that they’re listening to a radio network.

On-the-Air and Working!

"The station’s sounding better everyday. As a local radio station in suburban Philadelphia, it’s easy to get lost in the shuffle when your competition on the dial includes the likes of WIP and KYW. Thanks to the Satellite we sound as good as any station on the dial.”

Frank Michaels, WQIQ
Aston, PA

"I don’t think I would have made the change over if it had not of been by someone with such a track record. The Burkhart/Abrams music was what really sold it. It’s consistent programming at a respectable cost.”

Clark Jones, WAGF
Dothan, AL

"All last week we came in and out of the Satellite as we trained different people, especially the part-timers. When we left the Satellite the people started calling. They knew immediately the difference and they wanted the new sound. Two down (WTGC and WKMC) and one more (WHPA) to go!"

Louis Maierhofer, WTGC
Lewisburg, PA

From an economic standpoint alone, Satellite Music Network is unbeatable. But the impact of Satellite Music Network goes well beyond just economics. Satellite Music Network offers you superb air talent, the highest quality sound and the highest quality programming, all LIVE, via satellite, 24-hours a day.

We’re proud to be the First. But we’re Prouder to be the Best. The wait is over! Join the Proven network.

Call Now! Toll Free
800-527-4892
(In Texas call 214-343-9205)

Satellite Music Network
Saving Money Never Sounded So Good.
Earth doesn’t move after Playboy advent on cable channels

If too anything, it’s too conservative, say many

While the anti-sex-on-cable vote isn’t in yet, the predominant response so far to the new Playboy Channel, which debuted on Escapade last month (BROADCASTING, Jan. 25), appears favorable. The most oft-stated complaint about the program concept to date, according to Bob Shanks—who along with his wife, Ann, is responsible for development and production of Playboy Channel programing—is that it is too conservative.

That complaint probably comes as a welcome relief to Jerry Maglio, president of Rainbow Programing Services, a joint venture among Daniels & Associates, Cox Cable and Cablevision that is responsible for marketing the adult cable programing service, Escapade, and the cultural Bravo. From the company’s inception, back in July 1980, Maglio notes that he has been trying to “dispel the notion” that Escapade is an X-rated service. The service never has provided such material, said Maglio, “and the move to Playboy takes us a further step away from the X-rated image.”

Michael Marcovsky, president of Marnel Associates, a Los Angeles-based pay television consulting firm that advised Playboy on getting into the business, asserted that Playboy’s product is perceived generally as a sort of “Good Housekeeping of sexuality.” That analogy, he said, is based on research conducted nationally by his firm which indicated a high awareness of Playboy magazine, an “expectation of quality” from the company in all its endeavors, and a “broad-based appeal to that approach.”

And, while Maglio readily concedes that Escapade provides a “sexier brand of entertainment” not meant for everyone, there are those who contend that the Playboy Channel’s debut package was so soft as to be barely erotic.

The premiere package opened with an interview of John and Bo Derek (Bo being fully clothed, although some still shots from her three previous Playboy magazine spreads were included). In its review of the program, Time magazine described the interview as taking place “atop a California hill that is only slightly less windswept than the Dereks’ conversation.” Also featured was January playmate Shannon Tweed in a video centerfold segment. Perhaps the raciest scene in the premiere episode came during a “Ribaid Classics” feature entitled “The Mercenary Mistress,” where two lovers are shown caressing each other in bed and the male partner gently kisses the exposed breasts of the female partner. In a humorous feature billed as the “primal battle of the sexes,” comedian Andy Kaufman (Taxi) engages Playmate Susan Smith in a wrestling match, taped in front of a live audience at the Playboy Club casino in Atlantic City, N.J.

Nevertheless, Shanks contends the debut package was “pretty advanced for cable,” even though many viewers have expressed a desire for “harder” material. And Shanks says he’ll meet those demands—half way perhaps. He notes that the format is still evolving and that the programing will “get sexier” in the coming months. But there is a distinct boundary beyond which the Playboy programing will not pass, said Shanks, and in terms of a rating he described it as “hard R.” Playboy’s self-imposed restrictions, he said, include: “No explicit sex, no erections, no penetration” and, he adds, almost as an afterthought, but a crucial one, “no violence.” That leaves room for a lot of implicit sex, frontal nudity and explicit talk. “The real raincoat crowd,” he says, won’t be signing up in droves for the Playboy Channel, if at all.

And of course, sex, in whatever form, is not the only subject that the Playboy Channel will cover. In its initial stages, the channel will be for the most part a video translation of the magazine, incorporating many of the latter’s regular features, such as the monthly interview, the so-called “Ribaid Classics,” and the “Playboy Adviser” column. A number of lifestyle features also will be presented, such as how-to’s on selecting a good wine, automobile or stereo sound system, as well as specials covering such annual events as the Playboy Jazz Festival at the Hollywood Bowl, the “Pigskin Preview” and the magazine’s annual music awards. Musical acts also will play a prominent role in the programing. And, as the Playboy Channel segment of Escapade gradually expands (plans are for Escapade to be phased out totally by 1983), “the programing will eventually go beyond the magazine format,” Shanks said.

And, while Shanks is prepared for the wrath of the Donald Wildmons of the world, neither John nor Playboy has felt it as yet, at least in connection with the Playboy Channel. “They have to look for [the service],” says Shanks, “and they have to pay $10 to get it.” And that’s precisely the defense he’ll raise if challenged.

If Rainbow’s marketing surveys are any indication, the challenge may never materialize. Maglio contends that there is “no real resistance” to the Playboy video concept. And its acceptance, he suggests,
appears also to transcend all regions of the country. He cited three surveys, one each in the Midwest, South and North. The percentages of respondents looking favorably upon the programming concept in each survey were 81%, 92% and 82% respectively.

The channel debuted in January to about 200,000 subscribers, about twice the number of Escapade subscribers at the time of the announcement of the joint venture between Playboy and Rainbow last August. By the end of this year, Maglio expects to have 500,000 subscribers on the Escapade-Playboy channel.

Suites: latest touch at Country Radio Seminar

Hospitality format will join expanding convention of country radio broadcasters in Nashville

The 1982 Country Radio Seminar, set to take place Friday and Saturday (Feb. 26-27) at Nashville’s Opryland hotel, appears destined to be the largest in the event’s 13-year history. The Organization of Country Radio Broadcasters, which sponsors the seminar, has expanded its agenda to accommodate a bigger crowd and, for the first time, will permit hospitality suites.

As many as 600 broadcasters, record industry representatives and others involved in country radio are expected to attend the seminar, making it nearly 50% larger than last year’s, which drew slightly over 400 participants. More than 500 people had preregistered as of last week, according to OCRB executive director Frank Mull.

Long-time broadcast personality Dick Clark will keynote the seminar with an address on Friday morning. Clark, who is involved in a variety of TV and radio productions, is a partner in United Stations, a new national audio production firm that plans to launch a 24-hour-a-day satellite radio service with a country format.

Leading the agenda on Saturday will be Dom Imus, morning man at WNBC(AM) New York and one of the better-known radio personalities in the U.S. Imus, who will appear at a general session, will share his thoughts on personality in radio.

Both days of the seminar will open with early morning workshops, one on the problems of daytime broadcasters and the other, “Agribusiness,” exploring ways to increase revenues from farm programming.

Another workshop will focus on the FCC and its equal employment opportunity requirements. Fred Polner, a communications attorney with Routhman, Gordon, Forman & Groudine, Pittsburgh, will participate in this panel with Olive Graham, who administers EEO programs at KKE-AM-FM Austin, Tex., and Evelyn Keseg, who is responsible for EEO and affirmative action programs of Nationwide Communications, Inc., Columbus, Ohio.

Workshops have been designed to give broadcasters information they can “take home and use to make money,” said Bob English, general manager, WUBE-AM-FM Cincinnati, Ohio, who is agenda chairman for this year’s seminar.

Erica Farber, director of promotional sales development at McGavren-Guild Radio, will moderate a panel on advertising and promotion. Panelists will include Bob Gold, vice president-general manager, WPOR-AM-FM Portland, Me.; Rick Rogers, vice president, general manager, WPLO(AM) Atlanta, and Tom Wynn, KFGO(AM) Fargo, N.D.

Another key panel, on competition with other media, will include Kent Burkhart, Burkhart, Abrams, Michaels, Douglas & Associates, Atlanta; Charlie Cook, program director, KIHI(AM) Los Angeles; Dr. Salamon, former program director, WHN(AM) New York and now a partner in United Stations, and Jhan Hiber, of Hiber & Hart, a Los Angeles-based consulting firm. A panel on positioning will include John Lund, of Lund Consultants, Millbrae, Calif.; Gil Roso, general manager, WMZO(FM) Washington, and Charlie Ochs, program director, KIKK-AM-FM Houston.

An informal “rap room,” to be open Friday at 8 p.m., will focus on “Arbitron, Engineering and Satellites.” Ron Norwood, program director, KMPS-AM-FM Seattle, will moderate the session, which proved popular last year.

The challenge for seminar organizers this year will be in accommodating a bigger crowd while maintaining the serious, “no-frills” atmosphere of previous seminars, according to Mac Allen, WQAM(AM) Miami and a long-time director of the seminar.

“We’ve built a reputation for integrity and we don’t want to lose it,” said Allen.

As of last week, 20 companies had reserved hospitality suites at the seminar, and, according to Mull, there may be room in the hotel for “five or 10 more.” Hosting companies will be ABC Radio Enterprises, ABC Radio Networks, both New York; American Image Productions, Nashville; Billboard Information Network, New York; Celestial Mechanix, Los Angeles; Comworld International, Brentwood, Tenn.; Continental Plastic Card Co., Coral Springs, Fl.; Fair West, a Dallas-based program syndicator; McGavren-Guild Radio, New York; Music Country Network, Nashville; Musicworks, Nashville; William B. Tanner Co., Memphis; RKO Radio Networks, New York; Radio Computing Services, Tenafly, N.J.; Seagull 7 International Battle of the Bands Inc. of America, Nashville; United Stations, New York; Top Billing International Music Marketing Services Division, Nashville; Wrangler Country Starsearch, Beaumont, Tex.; TM Programing, Dallas, and Watermark Inc., Los Angeles.

As in previous years, the seminar will end with a banquet and “new faces show” designed to introduce broadcasters to important new country music performers.

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Broadcasting Feb 22 1982
Antipiracy move: scrambling HBO

Pay programming service plans "multimillion-dollar" project to fight unauthorized reception of its signal; HBO will provide its affiliates with equipment

Home Box Office plans to begin scrambling its signal to combat piracy. The pay-TV service last week announced a "multimillion-dollar investment" to encode its signal digitally and cover the cost of decoders for its affiliates. The scrambling, aimed at preventing unauthorized reception by private earth station owners, is expected to begin late this year or in early 1983.

HBO said it would use a "sophisticated digital encryption system" at its New York origination center, with equipment at the affiliated head ends then decoding the signal for subscribers. The pay service has yet to decide which manufacturer will supply the equipment. It said it has completed laboratory evaluation of equipment from seven manufacturers, from both the cable industry and the military encryption electronics field. Field testing is next. HBO said it is requiring that there be no signal degradation from the scrambling.

The decoder price is expected to be in the $750 to $1,500 range. With HBO's current 3,300 affiliates, that would put the decoder investment between about $2.5 million and $5 million.

HBO said each decoder will be individually addressable, allowing decoding patterns to be changed as often as necessary. This, HBO explained, means that even if the decoders were pirated, the necessary decoding "code" would not be known.

HBO also plans to encode its audio signal, with more in mind than security. By converting the audio from an analog to digital mode, HBO said it will have a "system in place capable of delivering the impressive fidelity of digital stereo to the home" at a future date.

The extent of the use of HBO's signal by private earth stations is not known. However, one estimate is that there are now about 30,000 private dishes at least capable of picking up HBO directly.

The Society for Private and Commercial Earth Stations has maintained that, if allowed, its members would pay HBO for the service. HBO, however, has refused to let them subscribe, claiming that it is a "wholesaler and distributor" and "not a retailer" to individuals. Monitoring actual private earth-station use of HBO is considered difficult as well.

Valenti urges royalty fee for home taping

OK to make taping itself lawful, says MPAA head, but only if manufacturers pay for privilege in advance

Having put the battles of cable copyright behind him for the moment, Motion Picture Association of America President Jack Valenti has opened a copyright offensive on another front: against the home taping of creative product without compensation to the creator. His answer: a copyright royalty fee to be paid by manufacturers of videocassette recorders and blank tapes—and, presumably, passed on to their customers in higher prices.

Valenti made this campaign a major thrust of his address last Tuesday (Feb. 16) to a meeting of motion picture exhibitors in Las Vegas. Warning his audience that it must ever be mindful of change, and "the nimble and sometimes dismaying onrush of new technology," he related that a new "Coalition to Preserve the American Copyright" is lobbying Congress to attach such royalty payments to legislation that otherwise would exempt homeowners from liability for taping programs off the air or from other electronic media. A movement for such exemptions began when the Ninth Circuit Court of Appeals ruled last year that such taping was against the law.

Valenti said that there would be 36 million to 40 million videocassette recorders in U.S. homes by 1990, a collection large enough, he said, to collapse the after-market potential of any film shown on conventional TV, cable TV or DBS. Should that happen, there would be less incentive for the creative community to make films in the first place, he said. "The public interest is greatly served when a continuous stream of filmed entertainment is available to them," he said. "The public interest is ill-served when that stream of films dries up because no film-making makes it viewable over a TV set so that millions of copies can be made free, thereby destroying the value of the creation."

ABC's Goldberg says network programming ideas will have to change

He sees new technologies putting squeeze on everyone

"The whole economy of the industry will have to change," an ABC-TV executive has said. There will be more joint productions, greater returns from software than hardware and increasing attention to pay TV competition.

Melvin Goldberg, ABC's vice president for market planning, technology and social research, speaking at a Harvard seminar series on information resources policy Feb. 8, acknowledged that the networks' share of the audience is declining in the face of cable and pay offerings.

"When the networks wake up to the fact that we all do reruns in the summer" and therefore give pay TV a golden opportunity to garner ratings, Goldberg said, services like HBO will do less well. Now, he added, "we're presenting pay TV" with a vacuum, and that's a very smart move.

Goldberg sees "a lot of people losing a lot of money going after a segmented audience, because the cost per thousand will be much too high." He said his network's ARTS channel's cost per thousand is "inordinately expensive" even though he claimed it reached the highest quality audience he has ever seen. Will cable and pay TV seriously undercut network profits? "The networks may have a lower share, but advertisers still need a mass audience. That's the name of the game."

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player and home computer prices will fall and their program prices will soar. "The money is in the games and packaging," he said.

Goldberg thinks the demand for product will put the squeeze on everyone. "We'll have to go into more imaginative programing," he said, citing his network's backing of Broadway shows and cable-film joint productions as the wave of the future. "There's a whole new world evolving, and we don't know what to expect," he said, predicting that 1984 will be the last time that Olympics are shown on free TV.

And one aspect of this new world, he contends, hasn't been given enough attention is the way it may change society. High-priced program offerings may create a segregation between the media "haves and have-nots," he thinks. "A caste system built on an information society is possible," he stated.

U.S. Chamber of Commerce gives birth to Biznet

Satellite television network will program one day per week initially; Reagan to appear on premiere broadcast scheduled for April 26

The American Business Network, better known as Biznet, will start regular programing in May. Established by the U.S. Chamber of Commerce as "the nation's first business advocate satellite communications network," the inaugural telecast is planned for April 26, when President Reagan has been asked to address the opening session of the chamber's annual meeting in Washington.

Announcement of the planned service was made by Dr. Richard L. Lesher, president of the national organization, during ceremonies Feb. 12 when 16 pioneer subscribers formally signed commitments to join Biznet. They are the first of hundreds of members, ranging from large chambers to small ones to trade associations and private corporations, that are expected to become Biznet members.

Lesher said the initial service in May will be one day a week. In October it will be increased to full-time service of several hours each weekday.

Biznet will provide programs on political action, legislative and regulatory developments, special rallies on timely business issues, economic forecasts, important congressional testimony, national dialogues with leading newsmakers, economic education and other kinds of training. But the chamber said it plans to focus primarily on programs that increase its lobbying effort at the local level.

From new studios at the chamber's headquarters in Washington, Biznet will encode its signal and send it to a satellite which in turn will beam it to receivers across the nation. (Negotiations are under way to buy time on either the Westar or Satcom systems, the chamber said.) At the other end, a decoder will unscramble the signals to permit subscribers to see the programs. Private teleconferences also will be available.

Chamber officials said it cost $4.5 million to set up Biznet. Daryl Griffin, former ABC producer who set up Biznet, said it does not expect to break even on the service for at least a year.

Ratings Roundup


The tie followed 11 consecutive weekly wins by CBS.

The top-rated program of the week was ABC's "Superman" part II, earning a 30.2/42 on Monday. Together with part I's 29.6/42 the night before ("Ratings Roundup," Feb. 15), "Superman" averaged a 29.9/42, making it the highest-rated theatrical film on TV so far this season. CBS, however, still has the highest movie score to date in 1981/82 with the made-for-TV "Coward of the County's" 31.2/48 on Oct. 7.

Combining "Superman" part II with an Olivia Newton-John Special (21.6/35), ABC easily won Monday, averaging a 27.3/40. Hit hardest was NBC's two-hour TV Guide: 1981—The Year in Television which managed only a 12.6/19.

While "Superman" and Olivia gave ABC more than an 11 point lead over its closest competitor (CBS) on Monday, CBS's regular lineup topped that on Friday: Dukes of Hazzard, Dallas and Falcon Crest brought a 24.2/41 average, more than 13 points ahead of NBC and ABC which scored 11.0/19 and 10.9/18 with their respective series.

On Sunday, all three networks offered theatrical movies. Here too ABC and CBS came up with the same score: 21.1/32 for ABC's Smokey and the Bandit" and CBS's "Rocky II." And again, NBC trailed with "Going in Style" 15.2/24.

In the sweeps through Feb. 14, CBS held a substantial lead. For the first 12 days of the Arbitron count, it was CBS 19.7, ABC 17.9 and NBC 14.6. The Nielsen count, began a day later, showed CBS at 20.0, ABC 17.7, and NBC 14.2.

The First 20

1. "Superman" part II
   Popular
   ABC 30.2/42

2. Dallas
   CBS 27.5/44

3. "Rocky II" (movie)
   CBS 27.1/32

4. "Smokey and the
   Bandit" (movie)
   ABC 21.1/32

5. "Love and
   Shirley"
   ABC 21.0/30

6. "Happy Days"
   ABC 20.9/30

7. "Wheel of Fortune"
   NBC 20.5/34

8. "Family Affair"
   ABC 20.1/31

9. "Dynasty"
   ABC 19.7/32

10. "The Waltons"
    ABC 18.7/29

11. "Diff'rent Strokes"
    NBC 18.4/28

The Final Five

65. "Cannie and Company"
   NBC 9.8/12

66. "One of the Boys"
    ABC 9.7/16

67. "Billy Crystal Comedy"
   NBC 9.4/16

68. "Hour"
    NBC 8.5/16

69. "Making a Living"
    NBC 8.5/14

90. "Best of the West"
    NBC 8.3/13
Data studies from both sides of Atlantic

Knight-Ridder consultant says survey in Coral Gables, Fla., finds big interest in local news

Cautioning that its 215-household sample is “not at all representative” of the population, Knight-Ridder consultant Philip Meyer nevertheless told a Massachusetts Institute of Technology seminar that recently concluded Viewtron tests in Coral Gables, Fla., indicate a great appetite for local news over videotex.

Meyer said viewers were “fascinated” by trivial crime news and by the possibility of seeing what a neighbor sold his home for.

He said the sample, in which no more than 30 homes had Viewtron at one time, wasn’t representative because Knight-Ridder screened out those households leery of using the new equipment.

In Coral Gables, Knight-Ridder made an effort not to “crowd the screen” with text information, depending instead on the home user to advance pages. Meyer said some users would go all the way through a 14-page story, while others wouldn’t bother to “turn” a single page.

Game show suit. A California law student has filed suit against three television game show producers and three commercial networks for $250,000, claiming they violated antitrust laws by limiting the number of appearances he could make on their programs.

In his suit, filed in Los Angeles federal court, Martin Allen Fine claims he has been “deprived of the opportunity to participate [in game shows] ... because of the defendants’ eligibility policy, which restricts contestants to one game show per year and three game shows within a 10-year period.”

Fine, 32, said he had been paying his way through Pepperdine University School of Law largely through game show earnings and that he had to drop out after that source of income was cut off. During 1979 and 1980, Fine claims to have won more than $12,000 on three game shows: Tic Tac Dough, Password and Blockbusters. The action was brought against Barry & Enright Productions, Goodson-Todman Productions, Merrill Heatter Productions, ABC-TV, NBC-TV and CBS-TV.

Fine alleges the defendants use a “central computer to gain information as to the prior game show appearances of their contestants.” He claims the policy unreasonably restrains competition in violation of the Sherman Antitrust Act. Charging that all defendants stick to the policy, Fine believes they “can be said to be engaged in a conspiracy or combination which has the effect of restricting competition among game show contestants.”

There was no immediate response from the networks or producers.

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CFS putting finishing touches on Radio Radio

Network has 40 affiliates and big plans for news features for service that debuts in April

As CBS Radio ties up the loose ends of its Radio Radio network that premieres April 26, a progress report finds the young-adult service with a lineup of 40 affiliates and elaborate plans for news programming.

"We anticipate doubling our affiliate strength by the time we go on air," said Robert K. Kipperman, vice president and general manager, Radio Radio. The new network's roster of signed stations includes six CBS-owned FM's; WCBS-FM New York, KQQR-FM San Francisco, WEEI-FM Boston, KMOX-FM St. Louis, WCAU-FM Philadelphia and WBBM-FM Chicago. Other stations on board include: WKTK-FM Catonsville, Md. (Baltimore), WCZY-FM Detroit, KRLY-FM Houston, KWST-FM Los Angeles, WCCO-FM Minneapolis and KQOL-FM Phoenix.

Kipperman observed that Radio Radio has coverage in "15 of the top 25 markets" and "26 of the top 50," and believes part of the reason for affiliate acceptance is CBS's commitment to news.

CBS News will produce the hourly, two-minute newscasts for the network, plus four daily 90-second features. Construction is under way for the network's own broadcast studio and tape facilities, and CBS plans to hire a news staff of 24 by the end of March.

Larry D. Cooper, news director, Radio Radio, claims that the news will relate to the target audience of adults, 18-34.

"It is not enough to report that the cost of living went up last month. On Radio Radio news broadcasts, we will tell these young adults about mortgage rates last month and whether there is a trend toward lower interest loans," Cooper said.

Along with the "newly developed department within CBS News" for Radio Radio, the network can take advantage of the worldwide news gathering operations of CBS News to help prepare reports for Radio Radio, said Cooper.

CFS realignment. Three limited prime-time series - Q.E.D., Herbix, the Love Bug, and Baker's Dozen - are joining CBS-TV network next month in realignment of Tuesday and Wednesday nights. In addition, WKRK in Cincinnati moves to 9-9:30 p.m. on Wednesday, March 17 from 8-8:30 p.m., and Shannon returns as limited series Wednesday, March 17 10-11 p.m. Q.E.D. premiere Tuesday, March 23 8-9 p.m. for six weeks, Herbix debuts Wednesday March 18 8-9 p.m. for five weeks, and Baker's Dozen begins five-week run on Wednesday March 17 8:30-10 p.m. WKRK in Cincinnati has its last broadcast Feb. 24, Simon and Simon and The Two of Us have their last broadcasts in their current time slots on March 16 and Feb. 24, respectively. In shuffle of Thursday and Monday night lineups, CBS is adding Cagney and Lacey (Filimeways Productions), Report to Murphy (Roger Gimbel Production for EMI Television Programs, in association with K.C. Productions and Jones-Reiker Ink. Corp) and Making the Grade (UBU Production in association with Paramount Television Productions). On Thursday, March 25, Cagney and Lacey, about two female police detectives, begins at 9-10 p.m., with Knots Landing moving at 10-11 p.m. CBS added that, Nurse, currently at 10 p.m., would have "additional scheduling" announced shortly. Beginning Monday, April 5, Report to Murphy about "unorthodox" parole officer, takes 8:30-9 p.m. slot and Making the Grade, comedy set in "touch, big-city high school," goes in at 9:30-10 p.m. Private Benjamin moves to 8-8:30 p.m. Out are Mr. Merlin and House Calls which CBS said "will return to their regular time periods" later in second quarter. For now, all "limited series" are scheduled for six-episode runs.

NBC moves. NBC-TV is canceling Cassie & Co. (Fri. 10-11 p.m.), Harper Valley (Sat., 8:30-9 p.m.) and Billy Crystal's Comedy Hour (Sat., 10-11 p.m.) over next few weeks, with Valley and Cassie expected to return in spring. McClain's Law, starring James Arness, is moving from Friday, 9-10 p.m., to Saturday, 10-11 p.m. New 90-minute series, The Chicago Story, takes over Saturday, 8:30-10 p.m. spot on March 6 while two-hour film will fill Friday, 9-11 p.m. period.

In the marketplace, Paramount Television has licensed weekly Entertainment This Week to Australia's 10 Network and New Zealand Broadcasting Corp. Australia will produce local version; New Zealand will take show as is ... Syndicate Services claims lineup of more than 55 stations with 60% U.S. coverage for two-hour "pilot" special. Country Jamboree; it's set for airing this month and next ... The National Crime and Violence Test, two one-hour "viewer participation specials," has been cleared in more than 90 markets, representing 75% of country, according to Metromedia Producers Corp. Freeze Frame, first-run access film or fringe strip for fall, is being distributed by Firestone Program Syndication. Game involves TV/movie trivia, using clips. It's Sun Television/Firestone co-production ... Canada's Hodgson Productions has The World of Motorcycles, 24-episode half-hour magazine show on stunts, events and "motorcycling celebrities," it's available for station sales ... Telepictures Corp. has exclusive international rights to 90-minute Simon & Garfunkel: The Concert in Central Park ... Fight of the Month, 90-minute live telecast of two 10-round boxing bouts, is being offered beginning in March by Lexington Broadcasting Services of New York.

Most viewers. With final numbers now in for Super Bowl XVI coverage, CBS claims 1.123 billion people saw at least part, a single hour show of any program in television history. Super Bowl XII, carried by CBS in 1978, previously held record with 102,014,000 total viewers, according to network. Rating/time, however, 1980 Dallas episode (53.3 rating/76 share) and 1977 Roots conclusion (51.1/77) beat 1981 Super Bowl's 49.1/73 (BROADCASTING, Feb. 1).

'Today' heads list of Christopher winners

Twelve television programs, including NBC-TV's Today, have been named to receive the Christopher Awards for works that "affirm the highest values of the human spirit."

The television awards, along with others in the book and motion picture fields, will be presented at a reception at the St. Regis Sheraton in New York on Feb. 25.

The winners:

BMLJ: Executive producer, Alan Landsburg; producers, Mel Stuart, director, Anthony Page; writer, Corey Biehach (CBS).

Bitter Harvest: Executive producer, Charles Frie; producer, Tony Ganz; director, Roger Young; writer, Richard Fireenberg and Anthony.


The Color of Friendship: An ABC Afternoon Special: Executive producer, Diana Kinn; producer, Patrick Mccormick; director, Blain Lathan, teleplay Johny Donawski.


Jesse: Executive producer, Alan Landsburg; director, Tom Kahn; writer, Linda Cota; director, Robert Rankow; writer, Dennis Hemin (ABC).

The Marvin Collins Story: Executive producers, Alan Landsburg; director, Alan Landsburg; writer, Margaret Engstrom (CBS).

A Long Way Home: Executive producers, Alan Landsburg; Tom Kahn; producer, Linda Cota; director, Robert Rankow; writer, Dennis Hemin (ABC).

The Marvin Collins Story: Executive producers, Alan Landsburg; director, Alan Landsburg; writer, Margaret Engstrom (CBS).

Miracle on Ice: Executive producer, Frank van Zemek; producer, Robert Glenway; director, Steven H. Stern; writers, Larry Lively (ABC).

The Patricia Neal Story: Executive producer, Lawrence Schiff; producer, Don Silverman; director, American sequences, Anthony Harvey; director of British sequences, Anthony Harvey; writer, William Gabor, (ABC).

The Pride of Jesse Hall: Executive producer, Frank Rosenberg; director, Gary Nelson; writers, Suzanne Clauser (CBS).
Future will see standards set in marketplace, FCC’s Jones says

At EIA meeting, dissenting commissioner on AM stereo vote nearly two years ago says times, and budget cuts, have forced change in standards approach

The FCC from now on will be reluctant to set standards for broadcast and broadcast-related transmission services—such as AM stereo, FM quadraphonic and teletext—FCC Commissioner Anne Jones said last week.

And the FCC, reacting to cuts in its budget, also will cut back on its traditional role of approving and certifying new electronic equipment, Jones said at a meeting of the Electronic Industry Association in Washington.

Although the FCC has set standards for broadcast and broadcast-related transmission services in the past, and there has been “little disagreement about this process,” attitudes are “changing rapidly now,” and “arguments for a so-called marketplace decision have increased in volume,” Jones said.

There is a “strong feeling at the FCC that the government generally has no business setting initial technical standards for new technologies,” she said.

Jones cited the example of AM stereo. Although the FCC in April 1980 voted to favor the Magnavox system, among several in contention, that vote “caused an uproar in the broadcast business,” and, in the face of “much controversy and very little support, the commission withdrew its tentative decision and went back to further testing and refinement,” she said.

Jones, who along with former Commissioner Tyrone Brown had dissented in the AM stereo vote, said she had made clear her feeling that the industry would develop its own standard for AM stereo if it really wanted the new service.

“I claim no special foresight in that vote, but would suggest to you . . . that the two years of work and delay since then demonstrate the problems of rulemaking and government procedures which result when the FCC is asked to select a specific system and thus provide a measure of certainty to broadcasters and manufacturers alike,” she said.

Now, she said, she thought the commission would be “inclined to go with the marketplace solution” on AM stereo, and that the commission would “incline more and more toward this approach on most forthcoming questions of standards, including FM quad.”

“I feel, as I have said before [only now it appears that I am no longer in the minority] that the commission—in the absence of compelling reasons to do otherwise—should require only the minimal standards necessary to protect existing services from ‘interference,’” she said.

And although the FCC has traditionally approved electronic equipment—to see that its standards of equipment manufacture and operation to minimize radio frequency interference are being met—through its Office of Science and Technology at its laboratory in Laurel, Md., the future should see a “trend” away from “active government oversight,” Jones sees the government acting as a “clearinghouse” for industry testing and reporting on the equipment, Jones said.

Under budget cuts, the Laurel lab is facing a staff reduction in the equipment authorization area from its current 25 persons to “no more than five” by 1983, she said. “Clearly, these few people, no matter how dedicated, cannot continue the equipment authorization or standard-setting tasks done in the past,” she said.

Instead, she said, over the next year or so, the lab would depend largely on manufacturer testing and notification to the commission of compliance with its standards, rather than attempting to approve and certify equipment before it’s marketed.

“Indeed, the lab will become more of a repository of manufacturer filings on the RF emissions of their equipment than an active participant to verify such emission levels,” she said. “The only equipment which will continue getting formal FCC testing will be maritime mobile radio systems, which are by international treaty, still subject to government oversight,” she said.

Although the industry should no longer experience delays in the marketing of new equipment lines, that slackening of FCC oversight would also give rise to the danger that RF interference from new equipment might create more problems, she said.

Without verification, Jones said, the potential of a device to interfere with other home consumer electronic devices, such as television and radio, wouldn’t be uncovered until after it was sold and already in use.

“The time complaints might begin to arise, hundreds or even thousands of devices could be in everyday use, and rooting out all the equipment could be extremely difficult,” she said. “In the meantime, perhaps a period of months or even years, the interference might limit consumer, business or government use of both new and previously existing equipment.”

Jones said her purpose in discussing “this trend” was to alert EIA members that they would need to change their focus. “From now on, your problem will not be FCC-created delay, but rather how best to keep your own technical house in order in circumstances of diminished government oversight,” she said. “While the public and the press focus more on such controversies as deregulation of radio and television programming, the real test of industry responsibility may come in the areas of technical design and quality control,” she said.

In a question and answer session, Jones said she thought that if the industry tried to set a standard on its own, some sort of task force could offer it an “umbrella of protection” from possible antitrust problems.

Jones also acknowledged that, with the cutbacks in the FCC’s budget, it would be hard for FCC field offices to deal with any increase in interference complaints.

Broadcasters favor single standard for AM stereo, says Harris survey

With evidence mounting that the FCC will allow the marketplace to determine the standard for AM stereo broadcasting—perhaps as early as March 4—Harris Corp. last week released results of a survey that showed that top managers at three out of four AM stations disagree with the FCC approach. The majority prefers, the survey found, that the FCC simply pick a single standard.

The survey involved general managers and chief engineers at 83 stations and was
SCA comments push same treatment for AM's as was afforded FM's

Rulemaking to let AM broadcasters offer load management services draws general approval, though AM stereo proponents are cautious

No one seems to doubt that the FCC should permit AM broadcasters to offer utility load management services, but some AM stereo proponents said compatibility problems could frustrate such services if the FCC decides to allow the marketplace to choose an AM stereo system.

The comments, which said AM broadcasters should be permitted to offer other services in addition to load management, came in response to an FCC proceeding launched last December (BROADCASTING, Dec. 21, 1981).

At that time, the FCC unanimously approved amending its subsidiary carrier authorization rules to permit FM broadcasters to rent their SCA's to utility companies, which can transmit signals that turn off appliances during peak power demand periods. The FCC, noting that commenters in the SCA proceeding had suggested permitting AM broadcasters also to offer utility management services on their carriers, unanimously agreed to launch a rulemaking to explore the possibility of such a move.

The National Association of Broadcasters said it supported the commission's proposal to allow commercial AM stations to engage in utility load management services as long as those services don't disrupt or degrade a station's main channel programs.

Nonetheless, NAB urged the FCC to launch a broader proceeding to give commercial radio broadcasters "complete discretion" as to how they would use their "FM SCA's or AM signals for the provision of new services in the public interest."

In its comments, ABC agreed that there were "no meaningful engineering or policy bases" for postponing FCC consideration broader FM SCA and AM carrier use.

Although the FCC should adopt its AM carrier proposal, it also should "move forward with a broader rulemaking to permit expanded use of FM SCA's and AM carriers," ABC said.

Westinghouse Broadcasting Co. Inc., like the other broadcasters commenting, agreed with ABC. "In this era of deregulation ..., there is no justification for permitting a particular beneficial use of a communications technology to the exclusion of other beneficial uses," Westinghouse said.

National Public Radio, contending that noncommercial AM stations needed "access to every means of alternative financing," said it welcomed the prospect of AM carrier operations.

The American Public Power Association said it also supported the proposal. "Load management can optimize the use of existing electric generation and therefore result in more efficient use of limited national resources," it said.

The Utilities Telecommunications Council, which claims to represent more than 2,000 utilities, said it thought non-commercial AM stations should be allowed to offer load management services. Utility companies "should have available to them a wide choice of communications systems to meet their varied communications requirements," the group said.

Sigma Instruments Inc., a manufacturer of electronic devices, suggested that AM carriers might be more desirable for utilities than FM SCA's. AM signals, Sigma noted, are stronger than FM, AM carrier receivers would be cheaper than FM, and "there is more likely to be 24-hour AM broadcast radio service available than there is to be 24-hour FM broadcast radio service," it said.

Harris Corp.'s Broadcast Product Division, which has proposed an AM stereo system, warned that the marketplace proposal "may frustrate the development of utility load management signals" on the AM band.

"If AM stereo is not standardized and the marketplace results in the use of multiple AM stereo systems, utility load management and similar SCA systems will have to be 'frequency agile' and considerably more complex to obtain compatibility with prevailing AM stereo designs," Harris said. "As a practical matter, load management signals and other SCA uses can only be fully implemented if the commission selects a single AM stereo system," Harris said.

Magnavox Consumer Electronics Co., which has also proposed an AM stereo system, agreed that the FCC should select a single AM stereo system—Magnavox's—to avoid raising compatibility and other problems, with utility load management services.

While Magnavox said its own system "would be compatible with and would assure successful implementation of utility load management signals on the AM carrier," that success wouldn't be assured "if the commission were to adopt a non-Magnavox AM stereo standard," Magnavox said.

Proponents of other AM stereo systems had been silent on the issue most likely because "their AM stereo receiver detecting mechanisms will not function with angularly modulated utility control signals," Magnavox said.
Frequency change viewed as technical improvement; FCC review board says

Panel overturns ALJ decision that would have blocked absentee from moving to UHF frequency contested by local applicant

A broadcast licensee that proposes to change the frequency on which it operates should not be regarded automatically as a loser in an FCC comparative hearing involving a competing applicant proposing a new service. The U.S. Court of Appeals in Washington made that point in a decision reversing a commission order in December 1980 (Broadcasting, Dec. 8, 1980).

Last week, the commission's review board underlined that point in a unanimous order that reversed the decision of an administrative law judge and granted the application of Minneapolis Star and Tribune Co. to switch its WDRB-TV Louisville, Ky., from channel 41 to channel 21.

ALJ John Conlin had denied MSTCo.'s application in favor of one filed by Word Broadcasting Co., a local group headed by Robert W. Rogers, the assistant pastor of a Louisville church. Conlin had based his decision in large part on the issue of diversification of ownership of mass media, traditionally a key goal of commission allocation policy.

Indeed, Conlin said Word was "strongly to be preferred" because it would provide a fifth commercial television service to Louisville, whereas MSTCo. would simply continue an existing service. Conlin also noted that MSTCo. would have no other media interests, while MSTCo. owns KTVH(TV) Hutchinson, Kan., daily and Sunday newspapers in Minneapolis and a number of small dailies and weeklies elsewhere in the country.

But the review board, in an opinion written by Norman Blumenthal, said Conlin had failed to heed the instruction of the appeals court in Miner v. FCC, which involved a contest for an AM frequency in St. George, Utah. The review board in that case had denied the application of the licensee of an AM-FM combination that wanted to change the frequency of the AM station.

But the court said the commission had erred in preferring a newcomer on the assumption a grant would increase absolute diversity. The court said diversity "must be achieved in a way that is fair and does not automatically disadvantage existing licensees who have a record of service in favor of untired newcomers."

Conlin had contended that application of the traditional diversification test would not be unfair in the Louisville case since MSTCo. had the financial resources to continue operating on channel 41 and could accomplish a proposed $2-million modification of its facilities on that frequency as well as on channel 21. MSTCo. had said it would continue to operate on channel 41 if its application for 21 were denied.

But, Blumenthal said, "a dispositive diversity preference" in favor of Word would have been based entirely on the fact that MSTCo. "had occupied channel 41 first." Furthermore, he said, "that result—if solidified into doctrine—would invariably dictate that an existing licensee be bound in perpetuity to a frequency it no longer wants and would guarantee that a newcomer would always receive a dispositive comparative diversity preference. We believe that this is precisely the element of flagrant unfairness the court caught in Miner and would be present here if the Miner case were simply distinguished away on the narrow fact that MSTCo. had not threatened to fold channel 41."

The review board did not eliminate the preference granted Word on the ground of diversification. But the board reduced it to "slight" because, Blumenthal said, the potential increase in stations from five to four "rests entirely on the supported assumption that channel 41 would remain unoccupied were MSTCo. to switch to channel 21." As for MSTCo.'s other media holdings, the board held they were so far removed from Louisville as not to affect the preference given Word.

Word also was given a preference on the issue of integration of ownership and management. But MSTCo. deserved the grant, in the review board's view, on issues of comparative coverage (the area and population to be served would be much larger) and proposed program service. (Word proposes operating 56 hours a week, while MSTCo. intends to operate 127 hours.)

Board member Jerold L. Jacobs, who with board chairman Joseph Marino joined Blumenthal in the opinion, added a separate statement on the question of whether frequency changes "should even be included in the comparative hearing process." Jacobs, a former chief of the commission's Broadcast Facilities Division, made clear he believes they should not—and suggested that the commission consider the matter.

Fowler on the air. FCC Chairman Mark Fowler took his "un regulatory" message to the public early Saturday morning, Feb. 13, courtesy of Mutual Broadcasting System's The Larry King Show. It was also said to have been the first time a sitting FCC chairman, reminiscing over his early days as a disk jockey, has introduced a record. Martha Reeves and the Vandellas' Quickstand. Fowler spent much of his air time explaining his rationale for deregulating broadcasting, that the First Amendment includes the government from content-related regulation of broadcasting. According to Fowler, the FCC should merely act as a "traffic cop" of the airwaves, "making sure stations operate on the proper frequency with the proper power," eliminating any "destructive interference between and among stations ... and that's all." Fowler also said he thought station licensees should be able to retain their licenses in perpetuity, without having to apply for renewal. Licensees would still be subject to having their licenses revoked, but only if they violated FCC rules and policies, Fowler said. Fowler, addressing questions ranging from how to apply for a radio license to the need for citizen band regulation, also said the response to the FCC's deregulatory initiatives had been "surprisingly good." Fowler said the major support came from groups like the American Newspaper Publishers Association, the National Association of Broadcasters, the American Society of Newspaper Editors and "other persons who really care about this issue of free speech in a free society."
BLAIR TELEVISION
PROUDLY REPRESENTS
THESE GREAT
INDEPENDENT STATIONS

WOR-TV
New York

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WGN-TV
Chicago

KTZO
San Francisco

KMSP-TV
Minneapolis

XETV
San Diego

KSHB-TV
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TV25/KOKH

...and All American TV25, Oklahoma City, the NUMBER ONE independent station in the Sooner State. Now the market's great movie station, All American TV25 is primed for still more growth with great upcoming titles like "Smokey & the Bandit," "The Sting," "Saturday Night Fever" and "Three Days of the Condor." Also ahead are consistent winners including "CHiPs," "Eight is Enough" and "The Dukes of Hazzard." All American TV25 is also the home of Studio 25, the best-equipped and most modern television commercial production center in the area.

Blair Television
A division of John Blair & Company
Reliable people, reliable data

*Source: May/November 1981 ARB and NSI/Sun-Sat. sign-on-sign off/ADI DMA HH share.
Videotape liability. Representative Don Edwards (D-Calif.) has introduced bill to exempt home videotaping from copyright liability. Similar to proposal backed by Senator Charles Mathias (R-Md.), bill (H.R. 5488) would impose compulsory license on sale of videocassettes and recorders, with royalties to be distributed by Copyright Royalty Tribunal.

Alaskan support. National Association of Broadcasters last week lent its support to FCC proposal to reallocate 76-88 MHz (TV channels 5 and 6) and 68-100 MHz (FM channels 201-260) to broadcast services in Alaska. In comments filed at FCC, National said although commission had allocated those frequencies to fixed services in past, practical result has been to prevent Alaskans from enjoying benefits of full FM radio service and from access to channels 5 and 6. Association of Maximum Service Telecasters agreed that 76-88 MHz band should be reallocated, noting "there is no longer any reason to deprive Alaskans of the full complement of television broadcast frequencies." Also offering support for proposal were Alaska Public Broadcasting Commission, Alascom Inc., State of Alaska and Communication Equipment and Services Inc., an Alaskan radio common carrier and communications company.

KSTP cleared. FCC has declined to review Broadcast Bureau determination that Hubbard Broadcasting Co., licensee of KSTP-FM St. Paul, didn't run counter to fairness doctrine with KSTP reports on Minnesota Farmers Union use of education fund. In complaint, Minnesota Farmers Union had contended that KSTP reports on education fund raised only one side of controversial issue of public importance without "reasonable representation of an opposing viewpoint." FCC, noting that licensees were given "wide journalistic discretion" in meeting obligations under fairness doctrine, said KSTP had "exercised its journalistic discretion and made a reasonable, good faith determination that the subject of the union's use of the educational fund did not constitute a controversial issue of public importance."

WHBI bids open. FCC has announced that it is now accepting applications for intercity authority to operate facilities of WOWM in Newark, N.J. FCC had denied renewal of station to Cosmopolitan Broadcasting Corp. Although Cosmopolitan appealed, U.S. Supreme Court declined to review decision on Jan. 11. FCC added that if qualified intercity operator doesn't come forward, it would invite joint open-ended interim proposals from parties seeking permanent authority.

Garden City loser. FCC has denied reconsideration of its decision denying Stereo Broadcasters Inc., renewal of its license for WRTM-FM Garden City, N.Y. In earlier decision, FCC had found that Stereo had unlawfully transferred control of station by means of clandestine lease arrangement, lacked candor and made misrepresentations and committed technical violations. Although Stereo contended that FCC's decision contained errors of fact and law and was inconsistent with its decision in similar case, commission said Stereo hadn't presented any new arguments and that Stereo's case wasn't similar to case cited to demonstrate inconsistency.

Wirth request. Directors of NATPE International have received letter from House Telecommunications Subcommittee Chairman Timothy E. Wirth (D-Colo.) asking for their views on proposed repeal of prime-time access rule. Letter asks if FTAR promotes diversity of program sources and encourages development of locally oriented shows. It also asks for comments on "degree of meaningful competition in television programming;" and on how Congress can "best promote diversity of information sources in our democratic society." NATPE directors will answer Wirth individually, according to Lucie Salhany of Taft Broadcasting, immediate past president, NATPE.

Appeals court upholds FCC decision breaking down clear channels

The U.S. Court of Appeals in Washington has held that the FCC, after five years of study and debate, was neither arbitrary nor capricious, nor did it abuse its discretion, in June 1980, in breaking down the 25 clear channel stations.

Thus, assuming there are no further appeals, the dominant position of class I-A stations—50 kw stations with virtual or complete monopoly of 25 clear channels at night—is substantially reduced.

The rationale for the dominance—that the stations are needed to provide vast stretches of the American continent with service at night—was abandoned by the commission as no longer valid. FM's were now providing nighttime service, and listeners were uninterested in distant stations. The court has affirmed the commission's actions.

The commission's decision limits class I-A stations to a protected nighttime service area of about 1,500 miles' diameter, and opens the clear channels outside those areas to additional stations—some 120 of them, according to FCC estimates—most of which will operate with 1 kw nighttime power.

Two of the licensees of the clear channel stations—Loyola University (WLTN, New Orleans) and Capital Cities Communications Inc. (WJR Detroit and WBAP Fort Worth)—appealed the commission's action. They argued that the decision abandons without justification a policy that they say is mandated by the Communications Act and that was followed by the commission and its predecessor agency for 50 years.

But the court, in an opinion written by Judge Edward A. Tamm, made it clear it was not about to overrule the commission in such a matter. "Our sole task is to determine whether the commission's action was arbitrary, capricious, an abuse of discretion or otherwise not in accordance with law," he said. And he added, the court concludes the commission's action was proper. "We cannot conclude that the commission abused its discretion by reaching a result petitioners find disagreeable, nor can we conclude that the commission acted in an arbitrary or capricious manner," he said.

Joining Tamm in the opinion were Judges George E. MacKinnon and Harry T. Edwards.

The commission's decision in 1980 completed work in a proceeding begun with a notice of rulemaking issued in 1945. Sixteen years later, 13 of the 25 clears were partially broken down. Twelve of the class I-A's were required to share their channels with one distant full-time station each, and two were required to share frequencies with co-channel stations. Thus, only 11 are currently occupying channels.
In January, KHOW-AM in Denver joined Metromedia Radio's family of stations. One of the Mile High City's most popular adult contemporary stations, KHOW represents another addition to the strongest independent radio group in the country.

Metropolitan Denver has experienced explosive growth in recent years with its present population of 1.6 million expected to reach 2.9 million by the year 2000 — more people for Denver — and more listeners for KHOW.
Saeman elected NCTA chairman

AT&T and satellite spacing also dealt with by board

A watchful eye on AT&T, support for two-degree satellite spacing and the election of a new board chairman were the highlights of the National Cable Television Association board meeting last week.

John Saeman, as expected, was elected board chairman. The Daniels & Associates vice chairman and chief executive officer moves up from the vice chairmanship and will take over at the conclusion of the May NCTA convention in Las Vegas. Monroe Rifkin, chairman and chief executive officer of American Television & Communications, was elected vice chairman.

Times Mirror senior vice president Jerry Lindauer and Warner Amex chairman and chief executive officer Gustave Hauser were elected secretary and treasurer, respectively. Currently Lindauer is treasurer and Hauser is secretary.

The board said it will continue monitoring the AT&T settlement as it winds through congressional hearings and would comment when it saw fit. "The board believes the new AT&T should not provide unregulated mass media services absent adequate competition in regulated services," NCTA President Thomas Wheeler said. The board also stated that AT&T's unregulated services should not be used to cross-subsidize regulated services and that prohibitions against Bell companies providing information services, including cable, should be codified in the eventual settlement.

The board said it will file comments "generally supportive" of an FCC rule-making that would reduce satellite spacing from four degrees to two. The move would allow more satellites to be placed in geostationary orbit, but concern exists that signal quality could be affected. But any plan "must contain an alternative or hybrid plan which would allow satellite spacing at less than two degrees to use the same earth stations required for three-degree spacing," Wheeler said. One of the alternatives NCTA suggested was "innovative frequency assignment techniques" whereby transmit and receive frequencies of adjacent satellites would be alternated.

Wheeler cautioned that the FCC must be aware of the possible "adverse economic impact and degradation of signal at cable systems."

The board also authorized a public policy planning committee to assist the association in policies affecting cable. Its members and chairman will be named later.

Minorities in Cable: short course on getting a piece of the action

Two-year-old association holds its first conference to develop strategies for increasing cable ownership by minorities

Multiple franchising is the key to minority ownership of cable systems in urban areas, according to Percy Sutton, chairman of Inner City Broadcasting, New York-based station group owner. At least that was the key that opened the door to a franchise recently awarded his company in the borough of Queens. It shares the franchise with two MSO's.

Sutton, speaking during the first conference held by Minorities in Cable, a two-year-old association, said that because of the enormous capital needed for a single franchise, minorities should pool their money for joint ventures. They should seek cable ownership in cities where multiple franchising is offered, he said.

The Washington conference, billed as "The Future of Minorities in Cable: Getting Ahead of the Game," was held to develop strategies for increased minority participation in cable and to discuss ways to strengthen MIC, which now has some 1,200 members in 20 chapters. It was sponsored by Howard University's department of radio, television and film, the United Church of Christ and Cable America/Cable Atlanta.

Sutton warned the participants: "We lost out in broadcasting; we shouldn't lose out in narrowcasting." The industry is new, he said, and there is room for advancement. "We are the Volkswagens of the cable industry. They [large cable MSO's] are the Chryslers, Fords and General Motors. We are new and we are hustling," he said.

The Rev. Ben Chavis, an MIC board member and deputy director of the United Church of Christ's Commission for Racial Justice, addressed social implications of the new communications revolution. He told the conference participants that "whomever controls dissemination of information in the future will control society and this world." He said it was the responsibility of MIC to call the industry into "accountability" in terms of its social responsibilities.

Chavis, claiming the media presented "distorted" images of minorities, called upon the audience to use the new technologies to "re-educate, to re-activate and transform our communities. It is a chance to replace a negative image about us with something positive," he said.

MIC members were informed during a panel session on cable ownership that there is an "insensitivity" to minority needs in the cable field. They were advised to work with organizations such as the National Association for the Advancement of Colored People to improve minority participation in cable.

The difficulties of minority financing of cable systems also were discussed. The participants cited frustration many blacks face when seeking capital for a cable venture. It was suggested that cooperative ownership may be a viable financing alternative.

During a panel session on training, employment and minority business opportunities, MIC members heard an overview of the cable industry—its history and future. Arnold Sampson, head of a Baltimore-based CATV consulting firm, complained that "blacks are kept in relatively soft roles and are not in the policy-making jobs."

Wise Booker, director of human resources for Times Mirror Cable, Irvine, Calif., told the group training and education are the "key to business."

During the two-day conference participants looked at new programming and technological developments for minorities. The group discussed the relatively few minority programming services now offered.

Henry McGee, from Home Box Office in New York, recommended that minorities investigate multipay programming services. He noted, however, that the challenge today is "to make certain that minorities participate in development of this newest American frontier."

Larry Bryant, vice president of Fun TV, a Washington-based satellite master antenna television system, told MIC members to build small cable systems. He sug-
"JUST PLUG IT IN AND IT MAKES MONEY"

That's one General Manager's comment about his station's new EMCEE® translator. He's not far off the mark, either.

EMCEE L 100 and 1,000 watt UHF and VHF translators do install easily and require virtually no maintenance. EMCEE can even provide complete translator turnkey packages. Including system design, documentation and construction.

The result is fringe areas turn solid. Brand new markets open. Numbers and billing increase. And your dependence on local cable systems ends for good.

EMCEE translators could create one additional expense for your station, though. Overtime in accounts receivable.

It's not just how it works. But how long it works.

SEE US AT THE NAB, BOOTH # 3331
WATR-TV decides to go it alone

Connecticut station to drop NBC affiliation, become independent

Better to be a large independent than a small affiliate.

That's the decision made by Channel 20 Enterprises, the new licensee of a Waterbury, Conn., UHF TV station. On or about April 15, WATR-TV will give up NBC-TV affiliation as it dramatically expands its coverage area.

At that time, WATR-TV (taking the new call letters WTXX-TV) will boost its power from 200 to 2,500 kw, sending a city grade signal into Hartford and New Haven, both Connecticut, and also reaching parts of Massachusetts and New York.

Already providing NBC-TV programing to that area is another UHF, Viacom's WVTI (TV) Hartford-New Britain.

NBC said the network and WATR-TV “mutually agreed to terminate the relationship.”

Channel 20 Enterprises, a joint venture of Esen Associated IX and the Oppenheim & Co. investment firm, received FCC approval to buy the station from Thomas Television Inc. for 4.5 million a few months ago (Broadcasting, Dec. 7, 1981). Esen Associated IX is owned by communications attorney Michael Finkelstein and others in the Washington-based law firm of Nixon, Hargrave, Devans & Doyle.

WATR-TV isn't the only station dropping out of the NBC affiliate fold in coming weeks. NBC-affiliated KCMT(TV) Alexandria and satellite KWMT(TV) Walker, both Minnesota, are set to join CBS beginning March 15.

NBC said that it did not know how much of the Alexandria market it would be covering without KCMT but it added that its affiliates in Fargo, N.D., Duluth, Minn., and Minneapolis-St. Paul can be picked up there.

NAB task force narrows list on public broadcasting funding alternatives

Forty options have been reduced to nine with further input slated

The National Association of Broadcasters Task Force on Public Broadcasting Funding has begun narrowing its list of funding alternatives. The task force had been considering a list of about 40 options to help non-commercial broadcasters raise revenues from private sources (Broadcasting, Jan. 18). Nine options have been selected, including those of federal funds, an excise tax on new television sets, a national telephone fund raiser held on an annual basis, a lottery, a tax credit, a tax checkoff, and airing of some of commercial television's outstanding informational and cultural programing.

The task force, composed of eight commercial and non-commercial broadcasters, has met twice and will meet again Friday (Feb. 26) at the NAB. It was formed to help public broadcasting face the impending reductions in government funding.

Each task force member is holding community meetings this week with local commercial and non-commercial broadcasters. Those meetings are designed to provide the task force with outside input. Once the task force comes up with its recommendations it will prepare a report. The report will be sent to the Temporary Commission on Alternative Funding for Public Telecommunications. The TCAFPT also is pursuing alternative funding for public broadcasting and will present a report on its findings to Congress in July.

However, the task force's job may not end with that report. Thomas Bolger, task force chairman, notes that the NAB could end up lobbying for those alternatives on Capitol Hill.

Bolger, president of WMTV(TV) Madison, Wis., and immediate past NAB joint board chairman, says the report will include implementation of the selected options. He noted that it would not be unusual for the NAB to lobby for public broadcasting. In the past, he said, NAB has lobbied for restoration of federal funding for public broadcasting.
No other 7 days of the year will give you a better chance to:

- buy or sell programmes rights;
- negotiate rights or future projects;
- arrange co-production deals.

In 1981: 3,626 executives from 107 countries, 1,044 companies comprising 288 channels or stations, 756 production and distribution companies, 15,613 TV programmes and 3,570 feature length films were presented.

23-29 April 1982 - Palais des Festivals - Cannes France
Slow going on public TV ads

10 stations in experiment are taking variety of approaches to new funding possibility; standard ads or 'enhanced underwriting' are principal contenders.

Public television's approach to the acceptance of advertising is proceeding with the caution of mating porcupines. Principal players in the pavan: the 10 public television stations selected Jan. 29 to participate in the proposed advertising experiment.

That test, authorized by Congress, is overseen by the Temporary Commission on Alternative Financing for Public Telecommunications. Although the temporary commission has selected the participants (Broadcasting, Feb. 1), final approval must come from a subcommittee composed of TCAFP members. The 10 stations selected: WNET(TV) New York; WTTW(TV) Chicago; WHYY(TV) Philadelphia; WPBS(TV) Pittsburgh; WPST(TV) Miami; WNET(TV) New Orleans; WQLN(TV) Erie, Pa.; WKPC-TV Louisville, Ky.; WSKG(TV) Binghamton, N.Y., and WIPB(TV) Muncie, Ind.

A variety of ways to use advertising for the 18-month experiment are under consideration. But the primary contest that is emerging is between the use of conventional advertising or a longer version of the underwriter credits already common in public television.

Slated to begin last December, the experiment was delayed because of possible copyright conflicts and conflicts with unions.

At the temporary commission meeting Jan. 29 the stations assured the TCAFP that the unions have become more 'sympathetic' and said they thought the problem could be minimized. Chuck Warren, general counsel for WNET and representative for the working group, told the temporary commission it will continue to meet with the unions until there is a solution.

The commission had met earlier with union officials in a closed session on Dec. 4, 1981. It asked the unions to permit the participating stations to broadcast under existing collective bargaining agreements without any changes due to the airing of commercial announcements. However, the union representatives on the whole said they "could not guarantee that their members would not consider the airing of commercials as material changes in their contracts.

Warren said the working group will meet with officials of the Directors Guild of America in Los Angeles on Feb. 22. The working group has met with representatives of the American Federation of Television and Radio Artists, Writers Guild of America West, Writers Guild of America East, American Federation of Musicians, Directors Guild of America and the Screen Actors Guild.

The temporary commission also is concerned that copyright rates might be raised for the participating stations. They are now communicating with copyright holders on the matter.

Other questions have been raised about the effect of advertising on public stations. The Public Broadcasting Amendments Act of 1981, which authorized the experiment, enables stations to sell "conventional" advertising, adopt their own advertising methods and set their own ad rates. According to the law, the stations may run commercials only at the beginning and end of programs -- no more than two minutes per hour.

Some temporary commission members have expressed the fear that viewers may be turned off by the ads and tune out. And public broadcasters are worried that public station underwriters may disapprove. Thus, the stations could lose both viewer and underwriter support.

To combat those fears the 10 participating stations plan to educate the public. "It is important for the public to understand the experiment is temporary and would not replace WYES's current income sources," said Vincent Sacle, president and general manager.

Warren also stressed the importance of educating the public about the proposed experiment. WNET, he added, plans to inform its public through on-air announcements and direct mail. WQLN plans to inform both its members and underwriters "weeks in advance." And WPTV plans to devote a full page in its program guide to the issue.

WNET and WQED both are considering using a longer version of underwriter credits than are traditionally used. Warren said this approach calls for airing much more than a corporate logo and short description of the company; perhaps up to a minute's worth on the underwriter. "We discounted traditional advertising because it is too costly to establish a sales staff," he said. Both stations say they hope what they have coined as "enhanced underwriting" will attract more money for program.

WQLN and WHYY, on the other hand, are looking at traditional advertising. WQLN Station Manager Fred Marino said it would carry product and institutional advertising.

"We are pursuing advertising rather than 'enhanced underwriting' to protect the underwriter," he said. Guidelines also will be developed "to insure the ads are suitable to our programing," Marino added.

Sid Shaw, WHYY's director of public information, said his station intends to produce nontraditional ads that won't detract from the programs. The ads, Shaw said, would comply with the National Association of Broadcasters television code.

Several other stations are looking at a combination of options. WYES, WKPC and WPTV all fit in that category. WYES plans to engage a sales manager and incorporate some of its underwriting staff into a sales department. WKPC would limit commercial sponsorship of programs only to those that are locally produced. And WPTV says it will expand its underwriting credits first and move slowly into using commercials.

Station President Michael Ziegler said WSKG would contribute some of its broadcast time to other cultural and educational organizations. Messages promoting those organizations would be aired and produced free by WSKG. In turn, those organizations would grant discounts to WSKG members. This approach, Ziegler believes, will attract more subscribers and eliminate any copyright or union complications.

WTTW and WIPB are still undecided about which approach they will pursue.

Stand-in. Comedian Steve Allen will entertain at National Association of Broadcasters closing convention luncheon on Wednesday, April 7, in Dallas. He will replace comedian Jonathan Winters, who, because of back problems, has had to reschedule appearances on the Mark and Mindy show and is unable to appear at convention.

Stations consider. Public broadcasting stations have begun discussions on proposed plan that would reshape Public Broadcasting Service via teleconferencing. PBS unveiled plan to its board last month. It would create national program service, establish national program service fund, and eliminate obligatory service charges (Broadcasting, Jan. 26).

Stations were sent outline of plan, and teleconference will give PBS management chance to answer questions and receive feedback. Series of regional meetings have also been slated. They are: Atlanta, Feb. 22; Chicago, Feb. 23; Denver, Feb. 24, and San Francisco, Feb. 25.

Getting involved. Storer Cable Communications has agreed to carry on selected cable systems involved, programming of UTV Cable Network now expected to be distributed via Satcom IV starting this spring. Viewers will be able to participate in involvion programming -- primarily "how to," game and talk shows -- by telephone or letter.

Municipal in Cambridge. Cambridge, Mass., has released consultant's recommendation that it build its own cable television system and hire private firm to operate it. Study estimates it would cost from $8 million to $14.5 million to build 72-channel, two-way facility to serve some 41,000 households. City's cable advisory commission projects that 65% of Cambridge households would subscribe. Study, which will be followed by report on financing costs, recommends that overall responsibility for running system "be vested in a separate municipal telecommunications authority buffered from city government." Massachusetts now has no municipally owned cable systems.
motion campaigns. Demographics and audience expectations are discussed for both the theatrical and television markets. Copyright law is featured, as is the motion picture code rating ... plus everything else you need to know about filmmaking. 252 pps., 114 illus. $19.95

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T5977 MODERN PUBLIC AFFAIRS PROGRAMMING, by Phillip Keirstead. This is an up-to-date guide to community public affairs programming, written for broadcasting executives and producers. There is information presented for both television and radio, explaining methods of preparing and executing documentaries, interviews, even quiz shows, along with practical examples of each type. Public surveys, public notice, agreements between licenses and the public, and the NAB Codes are all covered in one chapter designed to clarify the legal questions that face every station involved in public affairs broadcasting. There's also a guide to editorializing, explaining ways to handle the tricky problem of opposing views, which includes various methods used by different stations. 252 pps., 35 illus. $14.95

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Wiley warns banks of potential threat from AT&T

Phone company will take on larger role in electronic transmission in next decade

Customers of the developing telecommunications services being made available by technology would be wise not to sit on the sidelines while fundamental decisions shaping developments are being made in Washington and elsewhere. The users should get involved.

Richard E. Wiley, the former FCC chairman who is now a partner in the Washington law firm of Kirkland & Ellis, delivered that message at an American Bar Association Bank Telecommunications Workshop, in Los Angeles.

The questions to be resolved are many: Can fledgling entrants into the communications marketplace survive against giant, integrated firms enjoying revenues from monopoly and competitive services? Can ways be found to bar cross-subsidization? Can the increasing demand for spectrum be satisfied without causing undue electromagnetic interference? And can the newly competitive communications industry deal successfully with the monopolistic and protectionist structures of other countries?

Congress, the courts and the FCC are dealing with those questions, Wiley noted. So are cities and states. "Taken together, these judgments will have a fundamental impact not only on the future of telecommunications in this country, but on our economic health as a whole," Wiley said.

The banking industry will be "at the center" of the advances in telecommunications technology, in Wiley's view. He predicted that by 1990 "so much of your industry will involve electronic transmission—and so many of you will be operating your own networks—that finance and communications may be as intertwined as data processing and communications already are."

But in the meantime, he noted, the settlement of the AT&T antitrust case will have a major impact on banking. The "serious economic difficulties" he thinks local telephone companies will experience as a result of being spun off by AT&T could result in Congress and states permitting the companies to gain additional revenues from their customers. He believes changes in local rates are "inevitable."

One of Kirkland & Ellis's clients is the American Newspaper Publishers Association, which has expressed concern about the competitive force it feels AT&T could become as a result of the settlement with the Justice Department. And Wiley suggested AT&T could become a force to be reckoned with by bankers, as well.

"Under the new settlement," he said, "AT&T would be free to organize a mutual fund or credit system and arrange for but might be subsidized by the regulated transmission network. Unless it is carefully monitored, this arrangement could jeopardize fair competition."

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Capitol Broadcasting Company, Inc. has acquired WRNL-AM and WRXL-FM Richmond, Virginia for $4,000,000 from the stockholders of Rust Communications Group, Inc. We are pleased to have served as broker in this transaction.

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2/22/82

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to Lorell Broadcasting Co. for $1.2 million. **Seller** is owned by Cave Creek Enterprises (80%), Ira Lavin and James Spero (10% each). Cave Creek Enterprises is owned by Richard W. Van Dyke (72.6%) and Byron Paul (27.4%). Van Dyke, Lavin and Paul own 5% each of cable system serving Phoenix. **Buyer** is owned by Michael D. Levin, Phoenix real estate investor, who has no other broadcast interests. **KXIV** is on 1400 kHz with 1 kw day and 250 w night.

**KKEE(FM)** Alamogordo, N.M. Sold by Sweetland Broadcasting Inc. to Roger Whitehurst for $250,000 plus $50,000 for noncompete agreement. **Seller** is owned by Richard Sweetland who has no other broadcast interests. **Buyer** owns four Texas cable franchises and has no other broadcast interests. **KKEE** is on 94.3 mhz with 3 kw and antenna 490 feet below average terrain. **Broker:** Wilkins & Associates.

**WFUL(AM)** Fulton, Ky. Sold by Ken-Tenn Broadcasting Corp. to Wood Broadcasting Inc. for $202,770. **Seller** also sold, subject to FCC approval, co-located **WFUL(FM)** (Broadcasting, Feb. 15). **Buyer** is owned by Larry A. Wood, who is announcer at WJUP(AM) Murray, Ky., and applicant for new FM at Jonesboro, Ark. (Broadcasting, Nov. 9, 1981). **WFUL** is 1 kw daytimer on 1270 kHz.

**KPIN(AM)** Casa Grande, Ariz. Fifty-one percent sold by James B. Hughes to Dean Weatherly for $200,000. **Seller** is transferring interest to remaining stockholder. Neither has other broadcast interests. **KPIN** is 1 kw daytimer on 1260 kHz.

Other proposed station sales include: **WENQ(AM)-FM** Birmingham, Ala. (Broadcasting, Jan. 18); **KNTB(AM)-KLDY(FM)** Bakersfield, Calif. (Broadcasting, Feb. 8); **WCWR(AM)-WEZY(FM)** Cocoa, Fla. (Broadcasting, Jan. 4); **WKRP(AM)** Dallas, Ga.; **WTXJ(FM)** Chillicothe, Ill., and **KALO(AM)-KZIR(FM)** Beaumont, Tex. (Broadcasting, Feb. 8).

**WHOM(AM)** Mount Washington, N.H. Sold by Alpine Broadcasting Corp. to Newengco Inc. for $3.5 million. **Seller** is principally owned by Norman R. Alpert, who has no other broadcast interests. **Buyer** is owned by Frederick A. Godley, chairman, and 11 others. He is New Canaan, Conn., investor and has no other broadcast interests. **WHOM** is on 94.9 mhz with 48 kw and antenna 3,760 feet above average terrain.

**KRMD-AM-FM** Shreveport, La. Control (50%) sold by Charles Jordan and Gary Ackers to Robert D. Hyde and Jim R. Phillips, who own the other 50%, for $1,350,000. **Sellers** Jordan and Ackers with Phillips own **KHEY(AM)-KEKR(FM)** El Paso, Tex., and Jordan and Phillips own **KPUR(AM)** Amarillo, Tex. Ackers also own 11.66% of **KRBC(AM)** Abilene, Tex. **Buyer** Hyde will own 80% of **KRMD-AM-FM** and Phillips 20%. **KRMD** is on 1340 kHz with 1 kw day and 250 w night. **KRMD-FM** is on 101.1 mhz with 100 kw and antenna 970 feet above average terrain.

**KSCJ(AM)** Sioux City, Iowa Sold by G & G Broadcasting Inc. to Apple Broadcasting Corp. for $1 million. **Seller** is owned by Raymond W. Grandle and wife, Mary A. (37.5% each), and Wilmer W. Grabau (25%), who have no other broadcast interests. **Buyer** is owned equally by Larry S. Magnuson and William A. and Thomas M. Burke, brothers. Magnuson is partner in Sioux City advertising firm. Burkes are Sioux City building material suppliers. None have other broadcast interests. **KSCJ** is on 1360 kHz with 5 kw full time.

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**BRC action.** Broadcast Ratings Council board has called for more information regarding measurement of audiences living in group quarters such as dormitories, military barracks and homes for elderly. "Rating services handling group quarters," board resolved, "should disclose precisely their procedures ... and the size and distribution of group quarters population in all reports." On other fronts, BRC joined other organizations' call for additional testing of Arbitron's differential survey treatment before further implementation to measure black listening. Search committee also was formed to seek successor to BRC Executive Director Hugh M. Beville Jr.

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KCET selling facility to raise money

Los Angeles noncommercial outlet is in financial trouble; puts 5.1-acre headquarters up for sale

One of the nation's major public television stations, KCET Los Angeles, is moving ahead with plans to sell its 5.1-acre Hollywood facility that currently serves as KCET's headquarters.

The board of directors of Community Television of Southern California, the station's governing body, approved a resolution authorizing the station's management to proceed with previously announced proposals to sell the property, which includes a three-story office building and two television studios on Sunset Boulevard. KCET estimates the property is worth from $15 to $18 million.

The decision to sell the facility is the latest in a series of streamlining moves KCET has undertaken during the past six weeks. Beginning in early January, the station reduced its work force by about 10%, drastically scaled down production plans, cut the pay of its top executives by 10%, and used a $500,000 grant to meet its Feb. 4 and 18 payrolls. Station officials attribute the cash shortage to a variety of factors: high interest rates on outstanding loans, a decline in federal funding for television, lower-than-expected revenue due to a malfunctioning antenna during 1981, and reduced advertising during a lawsuit concerning service to the hearing impaired.

The station recently invested several million dollars in new studios and equipment in anticipation of continuing its production of big-scale programs. On Jan. 8, however, KCET President James L. Loper conceded that "major national funding is becoming more and more difficult to find. Corporations are reluctant to commission major grants, and foreign distributors are reluctant to distribute without full funding. The days of the major series like Cosmos are at an end."

Commenting on KCET's decision to sell its facility, acquired at a 1970 bankruptcy sale, Loper noted the station's "biggest financial asset is doing nothing to help us through this period of difficulty being experienced by publicly funded organizations everywhere. A real estate transaction will not, in and of itself, be a panacea, but it can only improve our ability to carry on with our primary goal — providing meaningful television to our millions of southern California viewers."

Loper said KCET might be able to make a "lease-back" arrangement with the property purchaser that would allow the station to continue to occupy all or part of the site. A second alternative would be to relocate the station to a smaller facility in a new location, a move Loper said the station is willing to make.

In addition to its belt-tightening moves, KCET has announced plans to launch a major on-air fund-raising event next month, a direct mail campaign and the hosting of a May 19 benefit of the new motion picture, "Annie."

Business recruiting via satellite

Egyptian government and business leaders next month will discuss investment opportunities in their country to some 250 U.S. investors. But the Egyptians will be in Cairo, and the Americans in New York and several other cities in the U.S. The problem will be by Comsat's Intrepid IV-AF-1 satellite, which is believed to be the first teleconference of its kind. The one-hour-and-40-minute "mission," as it is being called, will be held on March 16, and is being sponsored by the Overseas Private Investment Corporation (OPIC), a U.S. government agency, and the United Nations Industrial Development Organization, with the cooperation of the Egyptian government.

The satellite will link Cairo with New York, with transmission scheduled to begin at noon (EST), seven hours behind Cairo time. As of last week six U.S. cities were to be tied into the Cairo-New York connection. Local financial institutions will serve as hosts in each case: They will help to defray the cost of less than $500,000 and invite clients interested in trade with Egypt to participate in the teleconference.

The American Express Co. will serve as host in New York. The other sites and hosts thus far known are Boston (the First National Bank of Boston), San Francisco (the Bank of America), Los Angeles (America Bank), Minneapolis (the Northwestern National Bank of Minneapolis) and Chicago (the First National Bank of Chicago).

As described by OPIC, the participants will discuss investment opportunities in food production, food processing, health and medical products, and construction materials. The teleconference will also include messages from the presidents of the two countries — Ronald Reagan and Hosni Mubarak.

Following the 100-minute session, Westar III will be used for a wrap-up discussion among participants in New York and the other U.S. locations.

Craig A. Nalen, president of OPIC, said the satellite format was devised to provide "first-hand information in a short amount of time to a greater number of potential investors, carefully selected by the host financial institutions as being the most appropriate for Egypt's priority investment opportunities."

NAB research grants

The National Association of Broadcasters has awarded 10 research grants, each for $1,400, to: Dana Benassi and Jo-Ida C. Hansen (University of Minnesota) for a study on "Male and Female Broadcaster Scale for the Strong-Campbell Interest Inventory"; Harvey J. Bondar (Temple University) for "TV and the Senior Citizen: A Comparison of the Uses Made of TV by Two Sociologically Divergent Groups"; Jane M. Clemmenson (University of California, Berkeley) for "Nonionizing Radiation: A Report on the Status of Federal Standards"; Catherine N. Doubleday (University of California, UCLA) for "The Families and Friends of People with Real-Life Emotions and Emotional Functioning: The Development of a Casual Model for Explaining Specific TV Effects"; Dale Kunkel (University of Southern California) for "Assessing AIME: An Empirical Analysis of the Relationship Between Mental Effort and Learning From TV"; Val E. Limburg (Washington State University) for "Value Perception in TV Viewing by Young Adults"; J. Sean McClcneghan (Texas Woman's University) for "Radio vs. TV Gatekeeping During a Local Natural Disaster"; Maxwell E. McCombs and Sheldon E. Gilbert (Syracuse University) for "The Agenda-Setting Goal of the President: Impact of President Reagan's 1982 State of the Union Address on National News Coverage"; Timothy Meeker Stearns (University of Wisconsin) for "The Effects of Market Conditions on FM Station Strategy and Performance," and Jacob J. Maleshlag (Indiana University) for "Exposure to Crime Drama and Fear of Crime."

Longmont election. City of Longmont, Colo., has held election to vote on cable franchise winner. Results were: Scripps-Howard subsidiary Longmont Communications, 36.3%; American CableSystems West of Longmont 18.5%, Storer 9.0%, Jones Interable 7% and Longmont Cable (80% owned by Pacific Power & Light and 20% by Satellite Communications Cable TV Corp.) 3.2%. Five companies that applied for franchise put up $940 each to cover cost of election. Majority vote was needed for election and two leading vote getters have filed additional $9,400 to hold another election. City decided to handle cable franchise as public utility. City charter calls for utility awards to be granted by majority of electors. Cable Television Information Center issued preliminary report, week before election, listing American and Storer as strong bidders. Council voted 5-2 endorsement of American before election. City staff said heavy media campaign plus extensive community service offerings helped Scripps-Howard. CTIC will issue final report for 16,500-home city by April 1, and second election will probably be in late April or early May. Of 19,729 registered voters, 5,221 cast votes. Six choice on ballot, in addition to five companies, was "no cable TV franchise shall be granted," which garnered 27.7% of the vote. City staffer said that was not so much anticable vote as reflection of "resentment" over "hurried timetable."

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FCC asked to rethink rule giving FOB right to shut down ENG crews

CBS, NBC say rule unnecessary and threatens censorship

CBS and NBC have asked the FCC to reconsider its decision to authorize the Field Operations Bureau to shut down ENG news cameras and other equipment if they cause interference that threatens the "safety of life or protection of property."

In petitions for reconsideration, both networks argued that the rule is unnecessary and too broad.

The rule was proposed last year after ENG cameras covering the maiden flight of the space shuttle Columbia caused interference to certain radio frequencies that the National Aeronautics and Space Administration was using at the landing site of the shuttle mission.

As originally drafted by the staff, the proposed rule authorized the FOB to act if radio interference constituted a threat to safety of life. During an open meeting in October, the FCC voted 4-3 to reject the rule (with Commissioners Anna Jones, Mimi Dawson, Abbott Washburn and Henry Rivera in the majority).

After the staff was instructed to draft an order rejecting the proposal, which had been amended to include the protection of property, and to circulate it among the commissioners for approval, Washburn changed his vote to support the rule, and Dawson, Jones and Rivera changed their votes, concurring with the decision of the new majority (BROADCASTING, Jan. 11).

In its petition, NBC said the rule should be rescinded for being both too broad and unnecessary.

According to NBC, the "sole documented incident" involving the "potential" for the sort of interference the rule contemplated was during the space shuttle flight, and the interference problem was resolved voluntarily.

Moreover, NBC noted, before the second shuttle flight, the networks, NASA and the Department of Defense coordinated their frequency usage, and the second shuttle flight encountered no interference from network ENG equipment, NBC said.

"NBC believes that the record in this proceeding lacks any substantial justification for these rules," NBC said. "It is obvious that these rules have been promulgated to address a theoretical situation that, based on the record in this proceeding, has never occurred."

In its petition, CBS contended that the rule raised "serious" First Amendment problems and could be used to deny a broadcast journalist due process.

CBS said the rule could be "invoked during the reporting of news stories involving emotion-laden confrontations among government officials or between government officials and the public." And according to CBS, those "are the very situations where a reporter's and cameraman's independence from government intervention is most precious."

"A summary shutdown order issued in such circumstances would place the licensee in the dilemma of having to choose between responding as a responsible journalistic medium with a healthy skepticism toward governmental activities, or as a threatened licensee of an agency of the very government on which it is reporting," CBS said. "A far better practice would be to continue the policy of requesting a voluntary shutdown, explaining to the licensee or camera crew the danger and identifying the sources of information" on which the field office relied in determining that the equipment must be shut down, CBS said.

CBS, which noted that the FCC wouldn't be able to enforce the rule without the intervention of the courts, contended that the FCC's reversal of its original public action was contrary to the Government in the Sunshine Act.

According to CBS, the act requires that deliberations by collegial bodies take place in public. CBS contended the FCC's decision to reverse the order should have been made at a public meeting.

Studio equipment in steady demand at radio stations, says NRBA survey

Stronger markets are foreseen for transmission, satellite gear

When purchasing new equipment, radio broadcasters appear to have spent most of their dollars during the last two years on studio gear, according to a survey by the National Radio Broadcasters Association. Purchases during the next few years, according to the survey, will increase for satellite dishes, towers, transmission lines and transmitters.

Conducted last December, the survey attempted to project the radio industry's buying power in such markets as equipment, promotional materials, services such as satellite programing and word processing, and consultants. It drew a response from 34% of NRBA's approximately 1,800 members.

More than half of those responding to the survey bought microphones, headsets, amplifiers, antenna limiters, turntables and consoles during the past two years and the market for several of those items will apparently remain strong. Of stations responding, 49% said they plan to buy microphones during the next two years, 48.7% plan to buy headsets and 40.6% plan to buy consoles.

Although only 24.4% of respondents bought satellite dishes during the past two years, 38% said they plan to do so in the next two years. Only 12.9% of respondents bought towers during the past two years, but 25.8% have that item on their shopping lists for the next two years. Transmission lines, purchased during the last two years by only 22.5% of respondents, are likely to be bought by 27.3% during the next two years. Transmitters, purchased by 30.3%, will likely be purchased by another 33.6%, respondents said.

The market for computers could decline among radio broadcasters, according to the survey, which found 36.5% of respondents had purchased one in the last two years, while only 28.4% plan to do so. However, "buying plans for the next two years could be understated," said NRBA in introducing its survey, "due to the unforeseen need for many types of equipment and services."

Growth areas in the market for services are likely to be satellite programing, where demand could double, and word processing. Only 11.7% of respondents bought satellite program services during the past two years, but 24.6% plan to do so during the next two. Eight percent of respondents bought word processing services, while 14.8% plan to do so.

The market for promotional materials could be soft during the next two years, with fewer stations predicting purchases of such items as bumper stickers, billboards, 1D packages and sales promotions than had purchased them recently. Although 59.8% of respondents bought bumper stickers during the past two years, only 43.6% plan to do so during the next two. Fifty-two percent bought billboards, but only 37% plan to do so. Stations buying 1D packages could go from 36% to 26% and those buying sales promotions could go from 32.6% to 21.6%.

One out of five stations responding changed their promotion consultants, sales training consultants and national sales representatives during the last two years. Most of the changes anticipated during the next two years will be in sales training and promotion consultants, with 25.8% of the respondents predicting a change in the former and 27.3% predicting a change in the latter.
Visualizing via audio

WETA experiment will help visually impaired ‘see’ the scenes they hear on TV

Noncommercial WETA TV Washington has launched a new project to make television accessible to the blind by providing an audio description service during the broadcast of the American Playhouse series each week. It focuses on descriptions of the scenery, facial expressions of the actors and credits, and will be simulcast on WETA-FM’s subcarrier channel.

The audio commentary is supplied by the Washington Ear, a radio reading service for the blind and handicapped. Washington Ear volunteers narrate during pauses in the dialogue and program breaks to some 2,000 visually impaired listeners equipped with special receivers.

“We have been providing closed captioning for the hearing impaired; now it is time to provide something for the visually impaired,” said WETA’s vice president of programming, Joyce Campbell. “One of the benefits of the service is that it allows blind Ear listeners to enjoy the program in the same room as its sighted viewers,” said Ear president and director, Margaret Rockwell. She said it takes roughly five to six hours of preparation for the audio commentary to match one hour’s performance. She said a small grant has been awarded to the Ear for the project and that all the labor involved is volunteer.

“Our ultimate goal,” Rockwell added, “is to provide this service across the country.” She said the Ear has also discussed the possibility of providing an audio description service on cable.

Teletext in northwest

Bonneville is testing Ceefax-Oracle system over KIRO Seattle

The first broadcast use of teletext in the Pacific Northwest began Feb. 1 on KIRO-TV Seattle. The VHF (ch. 7) station is owned by Bonneville International Corp. of Salt Lake City, which tested a modified Ceefax-Oracle teletext system over its KSL-TV there in 1978.

According to KIRO President Ken Hatch, the station’s teletext information service is “in keeping with KIRO-TV’s commitment to provide the best news and information to its audience.”

Like other teletext operators on the West Coast, KIRO plans to install several receivers in public locations to allow first-hand operations by viewers. Applications envisioned for the service include traffic conditions, news reports, stock market information, ski conditions, information on the hearing impaired and status and ticket sales at local theaters.

Three television stations in Los Angeles—KNXT, KCET and KNBC—have been carrying out a cooperative Antiope-based teletext test since last year.

Disk news. RCA has slashed $150 off list price of its SelectaVision videodisk player. New 1982 models will sell for $345.95. Monaural units (stereo players from RCA are due later this year) are basically same as 1981 version that had $499 list. What’s left of those old ones can now be bought by dealers at “special reduced price,” RCA said. Players are already being sold to consumers at hefty discount off list — RCA announcement noted “today’s competitive price point” is $289.95. Meanwhile, Pioneer Electronics of Japan, 50% owner of only optical videodisk manufacturer, Universal Pioneer Corp., located in Kofu, Japan, has bought out other partner, DiscoVision Associates, thus ending latter’s involvement in videodisk manufacturing business. DiscoVision is joint venture between MCA and IBM. Acquisition came week after DiscoVision announced intention to sell out to partner Pioneer, and three weeks after announced closing of DiscoVision’s only American optical videodisk manufacturing plant in Carson, Calif., effective Feb. 26.

Killer-satellite gap. Joint chiefs of staff’s annual report to Congress two weeks ago indicated Soviet Union has made progress toward developing antisatellite system that could destroy U.S. military and communications satellites flying in 22,300-mile-high geostationary orbit. Statement that Soviets have “the potential to destroy satellites in high orbit” was presaged in last year’s report, which said Soviets had demonstrated nonnuclear, low-altitude, orbital interceptor — so-called “killer-satellite” — that posed “a known, if presently limited threat, to some U.S. satellites.” Geostationary and other high orbits contain numerous military “spy” and communications satellites. All domestic fixed satellites used for television distribution and long-distance voice and data communications are in geostationary orbit. In addition to making its satellite systems less vulnerable to attack, according to JCS, military is also working hard on its own antisatellite system that “would confront Soviets with both a deterrent force and a counterthrust retaliatory system against their satellites” JCS said it expects to have system ready by latter half of this decade.

It’ll take two ears. MCA Videocassettes announced that all future VHS cassettes it releases will be in stereo, if program material is capable of stereo sound. Announcement applies to concert and music tapes, and to motion pictures with stereo sound tracks. MCA releases all its titles in both VHS and Beta formats, but says Beta “is not yet technically capable of stereo.”

Pirates beware. HBO has secured temporary injunction in U.S. District Court against advertisement, sale, and installation of “pirate” microwave equipment by 21 New York retailers. Pay network brought suit in October against those retailers (who ran ads in local papers) charging that sale of equipment designed to pirate its service is illegal. Trial on merits of case continues.

New name, same game. Farinon Video, part of Broadcast Products Division of Harris Corp., has changed name to Harris Corp.—Broadcast Microwave. By either name, company is manufacturer of portable and fixed television microwave transmission equipment. It is based in San Carlos, Calif.

Winter reading. “New Technologies Affecting Radio & Television Broadcasting” is new 67-page book compiled by National Association of Broadcasters’s Science and Technology Committee at $10 per copy. Book grew out of research done by CBS Inc. for House Telecommunications Subcommittee investigation into competition in communications as well as Science and Technology Committee report on new technologies submitted to NAB joint board year ago (Broadcasting Jan. 26, 1981). Book offers analysis of economic characteristics, regulatory framework and potential programming content of cable TV, multipoint distribution services, subscription, low-power and high-definition TV, VHF drop-ins, direct broadcast satellites, videotex, new receiver technology, videocassette and videodisk recorders and increasing number of radio stations. To order, contact Judy Meehan, 1771 N Street, N.W., Washington, D.C. 20036.

Did you hear something? USA Network plans introduction of nonaudible cue tone system to facilitate automatic insertion of local commercials by cable affiliates. System, to be operative March 1, also provides availability, on request, of hard copy computer readout. Announcer cues will still be provided for systems preferring manual commercial insertion.

Electronic ledger. The Patriot Ledger, daily newspaper circulated among 29 communities south of Boston, and Bay Shore Cable TV have formed joint venture to provide local programming to cable subscribers in Weymouth, Mass. Under agreement, newspaper will lease and program two channels on Bay Shore’s 52-channel Weymouth system beginning this spring. It also will publish cable television guide and act as advertising sales representative for cable system. First subscribers are now being hooked up and, according to Ledger, service should be available to entire community within 10 months. One leased channel will include news, community bulletin board, public service announcements and sports scores. Second channel will contain time and weather information and classified advertising. Programming will be supported by advertising.
**New Stations**

### AM applications

- **Marble Falls, Tex.** — Mark T. Schweikert seeks 720 kHz, 5 kw-D, 1 kw-N. Address: 1930 Third Street, Marble Falls 78654. Estimated construction costs: $248,000; first-quarter operating cost: $61,000; first-year revenue: $310,700. Principals: Applicant is Marble Falls recycling leader and has no other broadcast interests. Filed Feb. 1.

- **Universal City, Tex.** — Gasdorco Inc. seeks 720 kHz, 10 kw-D, 1 kw-N. Address: 4654 Flat Rock Court, Fort Worth, Tex. 76132. Estimated construction costs: $172,000; first-quarter operating cost: $90,000. Principals: Marcos A. Rodriguez (60%), Carley Yarbough (10%), Aida Morosini, Orlando Almanza, and Dennis Roberts (10% each). Rodriguez, Yarbough, Morosini, and Roberts own KLAT(AM) Houston and, according to Roberts, KESS(AM) Fort Worth, Tex. Almanza is sales manager at KESS(AM). Rodriguez is also applicant for new AM at Carrollton, Tex. Filed Feb. 1.

- **Universal City, Tex.** — Worden Communications Co. seeks 720 kHz, 5 kw-D, 1 kw-N. Address: 2102 Green Creek Drive, San Antonio 78232. Estimated construction costs: $180,500; first-quarter operating cost: $116,000. Principals: Roger L. Lee (100%), who is San Antonio manufacturer representative and has no other broadcast interests. Filed Feb. 1.


Facilities Changes

**Tendered**

- **KIP(L)(AM)** Fowler, Calif. — Seeks to operate between hours of operation of U by adding 1 kw-N; increase D power to 10 kw; change frequency to 1210 kHz; and make change TPO. Action Feb. 15.

- **WPLU(AM)** Barlow, Fla. — Seeks to increase D power to 2.5 kw. Ann. Feb. 9.


- **WSCM(AM)** Cobleskill, N.Y. — Seeks to increase power to 5 kw. Action Feb. 15.


**Accepted**


**FM applications**

**Tendered**

- **KISS(AM)-KTRF(AM)** Creston, Iowa (AM: 1520 kHz, 1 kw-D; FM: 101.7 mhz, 3 kw, ant. 255 ft.) — Granted assignment of license from Creston Radio Inc. to Glenn R. Olson for $267,000 plus $104,846 for assumption of debt. Seller: Subsidiary of Heritage Communications, publically traded Des Moines, Iowa-based cable MNO that owns no other broadcast stations. Buyer owns KWQC-AM Webster City, Iowa; 90% of KDOM-AM-FM Winonan, Minn.; and 60% of KQWFM(FM) Clarinda, Iowa. Action Feb. 9.

- **KSCG(AM)** Sioux City, Iowa (1360 kHz, 5 kw-U) — Granted assignment of license from G & G Broadcasting Inc. to Apple Broadcasting Corp. for $1,000,000. Seller: Ray B. Thomas, 300 W. 24th St.; buyer: Carolyn J. Thomas and William G. Schott, 75% each. Action Feb. 9.


- **WHOM(FM)** Washington, D.C. (99.4 mhz, 48 kw; 105.7 mhz, 250 kw) — Granted license from Alp Corp. to Alp Corp. Buyer: Frederick A. Godfrey, chairman and change frequency to 98.3 mhz. Action Feb. 9.

- **WAKX(AM)** Greenville, S.C. (50 kw) — Granted license to Heritage Communications to make changes in ant. sys. Action Feb. 9.

- **WYWH(AM)** Atlanta, Ga. — Granted license to WYWH(AM) to make changes in ant. sys. Action Feb. 9.

**Accepted**

- **KILP(AM)** Fowler, Calif. — Seeks to change hours of operation of U by adding 1 kw-N; increase D power to 10 kw; change frequency to 1210 kHz; and make change TPO. Action Feb. 15.

- **WURJ(AM)** Ketron, Wash. — Seeks to increase power to 5 kw. Action Feb. 9.

- **WCBT(AM)** Oxford, Miss. — Seeks to make changes in ant. sys. Action Feb. 9.

- **WVIR(AM)** Lynchburg, Va. — Granted modification of CP (BP-781218AA) to make changes in ant. sys. Action Jan. 15.

- **WZRT(AM)** Las Vegas, Nev. — Seeks to make changes in ant. sys. Action Jan. 15.

- **WQQE(AM)** Corpus Christi, Tex. — Granted modification of CP (BP-781224AA) to make changes in ant. sys. Action Jan. 15.

- **WAVR(AM)** Asheville, N.C. — Granted permission to change frequency to 873.9 mhz. Action Jan. 15.

- **WBAB(AM)** Babylon, N.Y. — Seeks modification of CP (BP-800130AAL) to change TL, change type ant.; increase ERP to 2.95 kw; decrease HAAT to 305 ft.; and change TPO. Ann. Feb. 10.

- **KGW(BF)M** Jamestown, N.D. — Seeks modification of CP (HP791128AAE) to make changes in ant. sys. Action Feb. 1.


- **KWIU(AM)** Bowling Green, Ky. — Granted CP to change frequency to 875 kHz. Action Jan. 15.

- **WFCA(AM)** Bismarck, N.D. — Granted permission to change frequency to 85.5 mhz; change type ant.; increase ERP to 15 kw; and change HAAT to 219 ft.; and make changes in ant. sys. Action Jan. 15.

- **WZEF(AM)** Tyler, Tex. — Granted permission to change frequency to 87.9 mhz. Action Jan. 15.

- **WJLN(AM)** Hammond, Ind. — Granted modification of CP (BP-781221AA) to make changes in ant. sys. Action Jan. 15.

- **WFLQ(AM)** Joliet, Ill. — Granted permission to change frequency to 870 kHz. Action Jan. 15.

- **WVPT(AM)** Peoria, Ill. — Granted permission to change frequency to 87.3 mhz. Action Jan. 15.

- **WCFB(AM)** Charleston, W. Va. — Granted permission to change frequency to 87.3 mhz. Action Jan. 15.

- **WPHL(AM)** Wilmington, Del. — Granted modification of CP (BP-781223AAL) to make changes in ant. sys. Action Jan. 15.

- **WQCW(AM)** El Paso, Texas — Granted permission to change frequency to 87.1 mhz; decrease HAAT to 361 ft.; and change TPO. Action Feb. 2.

- **WMAI(AM)** Minneapolis, Minn. — Granted permission to change frequency to 870 kHz. Action Jan. 15.

- **WJFN(AM)** Louisville, Ky. — Granted permission to change frequency to 87.3 mhz. Action Jan. 15.

- **WQAF(AM)** York, Pa. — Granted permission to change frequency to 87.9 mhz. Action Jan. 15.

- **WKBW(AM)** Buffalo, N.Y. — Granted permission to change frequency to 87.3 mhz. Action Jan. 15.

- **WQDR(AM)** Atlanta, Ga. — Granted permission to change frequency to 87.3 mhz. Action Jan. 15.

- **WKCF(AM)** Michigan City, Ind. — Granted permission to change frequency to 87.3 mhz. Action Jan. 15.

- **WGBK(AM)** Columbus, Ohio — Granted permission to change frequency to 87.7 mhz; change type ant.; increase ERP to 14 kw; and change HAAT to 361 ft.; and change TPO. Action Feb. 2.
In Contest

Procedural rulings

- Asheville, N.C. and Greenville, S.C. TV proceeding (Pappas Telecasting Inc. [WHNS(TV)] and Carolina Christian Broadcasting Inc [WGGS(TV)]: ALJ found Pappas granted joint request and approved agreement which calls for reimbursement to Carolina of $25,887.30 for its legitimate expenses and dismission of its application; provision to Carolina by Pappas of antenna space on all of its owned or controlled antenna structures in Winston-Salem, N.C., for exchange for payment by Carolina of no more than lowest charge for antenna rental and maintenance services in general Asheville-Greenville area, in addition to occasional provision to Pappas by Carolina of consulting services on religious programming for WHNS (Doc. 81-494-495). Action Jan. 27.

- Reno, Nev. TV proceeding (Family Stations Inc., and Broadcast TV Co. [KSNV]: ALJ found Tierny granted joint request and approved agreement; authorized reimbursement of $2,000.47 to Family and dismissed its application with prejudice; granted joint request and approved agreement; authorized reimbursement of $10,000 to Incline Village and dismissed its application with prejudice; and assigned Incline Village's permit to Lake's application for permanent channel assignment (Doc. 81-247-248). Action Jan. 29.

- Dickinson, N.D. FM proceeding (Prairie Broadcasting Inc., and North Dakota Broadcast Co.): ALJ found Tierny granted joint request and approved agreement; authorized reimbursement of $43,456.16 to Prairie and dismissed its application with prejudice; granted joint request and approved agreement; and assigned right of first refusal to Wea Valley for $10,000 (Doc. 80-303-304). Action Feb. 2.

FCC actions

- FCC on own motion will review renewal proceeding of WAVS(A&M) Fort Lauderdale. Action states evidentiary hearing scheduled for Feb. 22 on unauthorized transfer of control and/or lack of candor and public interest issues. Case reverted to hearing designation status at a future date. Action Feb. 2. (WAVS(A&M) on file)

- Review Board affirmed ALJ's grant of VHF station WSLA(TV) Selma, Ala., for facilities changes. WSLA sought to move its TL in direction of Montgomery, Ala., and increase NAAT and ERP. Two Montgomery UHF stations objected, citing UHF impact. Last year ALJ granted facilities changes, saying that public would be served by imposing 55-mile separation. Review Board basically agreed with that decision. Action Feb. 11.

- FCC upheld Broadcast Bureau decision denying Baltimore subscription TV applicant produce documents. Action Feb. 19. (WBBF(TV) on file)

- Broadcast Bureau was correct to forbid group of Baltimore and Washington area TV stations from seeing engineering report into complaint against WJZTV Baltimore for TV application. WBBF also seeks waiver of “complement of four” rule permitting STV authorization only when community has four TV stations. Action is being challenged by Washington TV franchise which seeks to inspect WBBF claim that four Washington TV stations fully cover and receive subscription TV market. Broadcast Bureau Chief said petition did not show need for such information and challenger could conduct own engineering study and audience survey. Action Feb. 11.

- FCC denied reconsideration of previous decision forbidding WOQJ(FM) Ponce, P.R., to move its transmitter site and thus allow it to be short-spaced to two other radio stations. FCC said request of minimum mileage requirement simply to improve coverage area did not justify waiver. Action Feb. 11.

- FCC designated renewal application of WEZR-TV Burlington, Vt., and competing application of Lake Champlain Television Corp. for same channel for consolidated comparative hearing. FCC designated financial issue against WEZR-TV's request that competitor be denied on grounds it did not specify available transmitter and tower site. Action Feb. 11.

- FCC denied Bintz Enterprises Inc. review of order which designated its application and that of Breckenridge Broadcasting Co. comparative hearing for new FM at Breckenridge. ALJ denied Breckenridge misrepresented information in its ascertainment survey and main studio proposal. Action Feb. 11.

- FCC granted Van Buren Community Broadcasters Inc. CP for new FM at Van Buren, Ark. FCC also approved settlement between Van Buren and competing applicant which calls for dismissal of latter's application in return for its right of first refusal to acquire facility for 10 year period beginning with Van Buren's grant of program test authority. Action Feb. 11.

- FCC denied WUTQ(AM) Utica, N.Y., review of staff decision denying its application to add night service. Broadcast Bureau turned down application because it did not meet four conditions required of such proposals to change from day only operation to full time operation on U.S. class I-F frequencies. Action Feb. 11.

- ALJ Thomas B. Fitzpatrick again denied license for new WFLX(TV) Mt. Holly, N.C. ALJ found that record developed since FCC remedied case to him confirmed his initial decision. ALJ found that principal owner made improper payments to competing applicant for Mt. Holly station and other shareholders disinterested from FCC stock option agreement. Action Feb. 10.

- ALJ Frederic J. Coufal renewed licenses of WPCG(AM) Fortworth and WOWI-FM Norfolk, both Virginia but imposed $10,000 fine for broadcasting gambling information. Judge said that station owner failed to supervise stations operation adequately. Action Feb. 28.

- Petitions

- Huntsville, Ark.—In response to Souwee Communications Corp.; Proposed assigning 95.9 MHz to Huntsville as its first FM; comments due March 22, replies April 6 (BC Doc. 82-59). Action Jan. 29.

- Form and Beaver Creek, both Colorado—In response to petition by Edward J. Patrick; Proposed assigning 107.3 MHz to Form as its first FM; comments due March 22, replies April 6 (BC Doc. 82-53). Action Jan. 28.

- Fort Myers Villas and Sanibel, both Florida—In response to petition by Keith L. Reising; seeking assignment of 105.9 MHz to Fort Myers Villas and Fred Elchonon, and John Smith; seeking assignment of that channel to Sanibel; Proposed assignment of 104.9 MHz to one of two communities; comments due March 22, replies April 6 (BC Doc. 82-70). Action Jan. 28.

- Brookville and Versailles, both Indiana—Denied petition by Twin Forks Inc., to delete 103.1 MHz from Versailles and reassign it to Brookville (BC Doc. 81-77). Action Jan. 28.

- Brooklyn and Grinnell, both Iowa—In response to petition by Mitchell Broadcasting Co. seeking assignment of 99.3 MHz to Brooklyn and petition by Pamela R. White to assign same channel to Grinnell; Proposed assignment of 99.3 MHz to two communities; comments due March 22, replies April 6 (BC Doc. 82-60). Action Jan. 28.

- Lakeview, Mich.—In response to petition by Daniel L. Pettingell; Proposed assigning 106.3 MHz to Lakeview as its first FM; comments due March 22, replies April 6 (BC Doc. No. 82-64). Action Jan. 28.

- Natchez, Mich.—In response to petition by Harold W. Gassaway; Proposed assigning 87.3 MHz to two communities; comments due March 22, replies April 6 (BC Doc. 82-62). Action Jan. 28.

- Loudon and Madisonville, both Tennessee—In response to petitions by Benny Stafford seeking assignment of 106.7 MHz to Loudon and锉nervation of what channel to Madisonville; Proposed assignment of channel one to two communities, comments due March 22, replies April 6 (BC Doc. 82-61). Action Jan. 28.

Assignments

- Winamac, Ind.—Assigned 100.1 MHz to Winamac as its first FM; effective March 19 (BC Doc. 81-582). Action Jan. 28.

- Hudson and Adrian, both Michigan and Swanton, Ohio—Assigned 97.7 MHz to Hudson at first FM assignment; effective March 22 (BC Doc. 80-476). Action Jan. 28.

- Mountain View, Mo.—Assigned 96.7 MHz to Mountain View at first FM; effective March 19 (BC Doc. 81-628). Action Jan. 28.

- Bozeman, Mont.—Assigned 95.1 MHz to Bozeman as second FM; effective March 22 (BC Doc. 81-594). Action Jan. 28.

- Sidney, Neb.—Substituted 98.7 MHz for 95.3 MHz at Sidney; effective March 22 (BC Doc. 81-573). Action Jan. 28.

- Houston, Tex.—assigned ch. 61 to Houston for commercial use; effective March 22 (BC Doc. 81-489). Action Jan. 28.

Earth Stations

- Common Carrier Bureau granted following applications; authority to construct and operate new earth stations:
  - State of Arizona, Division of Emergency Services for Prescott, Ariz. (E3994).
  - American Television and Communications Corp. for Englewod, Colo. (E3158).

Low Power

- Following low power television applications have been accepted for filing and will be ready for processing after March 19 cut-off date:

VHF applications

-Alabama
- Demopolis, Ala.—Benjamin Moore seeks ch. 3, 10 w (BPTVL-811197TV)
- Florence, Ala.—Karl Schleditz and Bud Davis d/b/a Midlands Broadcasters seek ch. 3, 10 w (BPTVL-810413KL)
- Florence, Ala.—Gregg K. Jones d/b/a Clearvision Communications seeks ch. 5, 10 w (BPTVL-811017TV)
- Muscle Shoals, Ala.—Daley Miller seeks ch. 3, 10 w (BPTVL-811107TV)
- Muscle Shoals, Ala.—Vikki Mitchell seeks ch. 5, 10 w (BPTVL-810306TV)
- Russellville, Ala.—Benjamin B. Moore seeks ch. 3, 10 w (BPTVL-812110IT)
- Russellville, Ala.—Southeastern Financial Group Inc. seeks ch. 7, 10 w (BPTVL-810814IH)
- Tuscaloosa, Ala.—Benjamin Moore seeks ch. 5, 10 w (BPTVL-811197TZ)

-Arizona
- Alpine, Ariz.—Alpine Community TV c/o Herb Vanslyke (BPTVL-810831IF)
- Chinle Valley, Prescott Valley and Yavapai Hills, all Arizona—Margaret H. Hyland seeks ch. 13, 10 w (BPTVL-810219KL)
- Flagstaff, Ariz.—Gregg K. Jones d/b/a Clearvision Communications seeks ch. 5, 10 w (BPTVL-811028TV)
- Frederica, Ariz., and Kanah, Utah—Kanab Lions TV seeks ch. 12, 10 w (BPTVL-811197IT)

-Arkansas
- Newport, Ark.—Independent Publishing Inc. seeks ch. 12, 10 w (BPTVL-811197IT)

-California
- Alturas, Calif.—Bryan R. Adams et al d/b/a Raleigh Television seeks ch. 3, 10 w (BPTVL-811109TV)
- Barstow, Calif.—Delay Miller seeks ch. 3, 10 w (BPTVL-810909QG)
• Basin, Calif.—Gregg K. Jones d/b/a Clearvision Communications seeks ch. 6, 10 w (BPTVL-81010TX).
• Bishop, Calif.—Listeners’ Network TV seeks ch. 7, 100 w (BPTVL-810811HE).
• China Lake, Calif.—Gregg Jones d/b/a Clearvision Communications seeks ch. 3, 10 w (BPTVL-81010TN).
• China Lake, Calif.—Delay Miller seeks ch. 6, 10 w (BPTVL-810909QO).
• Mammoth Lakes, Calif.—Mammoth Mountain Associates Inc. seeks ch. 4, 10 w (BPTVL-811013TG).
• Mammoth Lakes, Calif.—Bryan R. Adams et al d/b/a Raleigh Television seeks ch. 7, 10 w (BPTVL-811016TZ).
• Oroville, Calif.—Benjamin B. Moore seeks ch. 2, 10 w (BPTVL-811137TY).
• Ukiah, Calif.—Delay Miller seeks ch. 8, 10 w (BPTVL-810909QO).
• Ukiah, Calif.—Gregg K. Jones d/b/a Clearvision Communications seeks ch. 11, 10 w (BPTVL-81010TN).

Colorado
• Steamboat Springs, Colo.—Gregg K. Jones d/b/a Clearvision Communications seeks ch. 13, 10 w (BPTVL-810227Z).

Florida
• Crystal River, Fla.—Gregg K. Jones d/b/a Clearvision Communications seeks ch. 4, 10 w (BPTVL-810205TS).
• Key West, Fla.—Woodson Newspapers Inc. seeks ch. 9, 10 w (BPTVL-811161TX).
• Live Oak, Fla.—Newspaper Service Co. Inc. seeks ch. 2, 10 w (BPTVL-8111097Z).
• Marathon, Fla.—Woodson Newspapers Inc. seeks ch. 5, 10 w (BPTVL-81111617W).
• Vero Beach, Fla.—The TV Group Inc. seeks ch. 3, 10 w (BPTVL-8101027Z).
• Vero Beach, Fla.—Delay Miller seeks ch. 13, 10 w (BPTVL-810909QJ).

Georgia
• Douglas, Ga.—Benjamin B. Moore seeks ch. 2, 10 w (BPTVL-811201JT).
• Douglas, Ga.—Enterprise Publishing Inc. seeks ch. 5, 10 w (BPTVL-811006T2).
• Moody, Ga.—Benjamin B. Moore seeks ch. 2, 10 w (BPTVL-811204TV).
• Nashville, Ga.—Benjamin B. Moore seeks ch. 2, 10 w (BPTVL-811204TX).
• Tifton, Ga.—Benjamin B. Moore seeks ch. 5, 10 w (BPTVL-811019TR).

Idaho
• Burley, Idaho—Benjamin Moore seeks ch. tk, 10 w (BPTVL-81119197Z).
• Montpelier, Idaho—Gregg K. Jones d/b/a Clearvision Communications seeks ch. 4, 10 w (BPTVL-8111097T).
• Twin Falls, Idaho—Major Jam Inc. seeks ch. 5, 10 w (BPTVL-810109QO).

Illinois
• La Salle, Ill.—Vikki Mitchell seeks ch. 10, 10 w (BPTVL-8111017TY).
• Peru, Ill.—Gregg K. Jones d/b/a Clearvision Communications seeks ch. 10, 10 w (BPTVL-8110197TY).
• Vandalia, Ill.—Benjamin B. Moore seeks ch. 6, 10 w (BPTVL-811137TY).
• Salem, Ill.—Delay Miller seeks ch. 7, 10 w (BPTVL-8111101TX).

Indiana
• Portland, Ind.—Delay Miller seeks ch. 11, 10 w (BPTVL-8109399E).
• Wabash, Ind.—Wabash Plain Dealer Inc. seeks ch. 5, 10 w (BPTVL-8110197F).

Iowa
• Fairfield, Iowa—Benjamin B. Moore seeks ch. 11, 10 w (BPTVL-811201TU).

Kansas
• Chanute, Kan.—Delay Miller seeks ch. 3, 10 w (BPTVL-810909QO).
• Emporia, Kan.—Bluestein Broadcasting Inc. seeks ch. 6, 10 w (BPTVL-8108191L).
• Iola, Kan.—Delay Miller seeks ch. 6, 10 w (BPTVL-8111010Y).
• Junction City, Kan.—Montgomery Publications Inc. seeks ch. 6, 10 w (BPTVL-811020TX).
• Seneca, Kan.—Delay Miller seeks ch. 8, 10 w (BPTVL-810909QI).

Kentucky
• Somerset, Ky.—Preston/Jenkins seek ch. 5, 10 w (BPTVL-8110207W).

Maine
• Madawaska, Me.—Cleveland Newspapers Inc. d/b/a Walls Newspapers Consultants seeks ch. 5, 10 w (BPTVL-811013TF).

Michigan
• Hancock, Mich.—Delay Miller seeks ch. 7, 10 w (BPTVL-810909QL).
• Ironwood, Mich.—Benjamin Moore seeks ch. 2, 10 w (BPTVL-811119TU).

Minnesota
• Alexandria, Minn.—Benjamin B. Moore seeks ch. 2, 10 w (BPTVL-811113TX).
• Bemidji, Minn.—Benjamin B. Moore seeks ch. 2, 10 w (BPTVL-8112019P).
• Detroit Lakes, Minn.—Lakes Publishing Inc. seeks ch. 3, 10 w (BPTVL-810227Y).
• Park Rapids, Minn.—Park Rapids Enterprise Inc. seeks ch. 2, 10 w (BPTVL-8110227Y).
• New Ulm, Minn.—Benjamin B. Moore seeks ch. 8, 10 w (BPTVL-811111TW).

Mississippi
• Biloxi, Miss.—Gregg K. Jones d/b/a Clearvision Communications seeks ch. 2, 10 w (BPTVL-8110197L).
• Clarksdale, Miss.—Delta Press Publishing Inc. seeks ch. 4, 10 w (BPTVL-810824IW).
• Cleveland, Miss.—Cleveland Newspapers Inc. d/b/a Walls Newspapers Consultants seeks ch. 8, 10 w (BPTVL-8111047X).
• D’Iberville, Miss.—Benjamin Moore seeks ch. 19, 10 w (BPTVL-8101199TX).
• Greenville, Miss.—Freedom Newspapers Inc. seeks ch. 5, 10 w (BPTVL-81022QO).
• Indianola, Miss.—Delay Miller seeks ch. 4, 10 w (BPTVL-810909QO).
• Leland, Miss.—Benjamin B. Moore seeks ch. 4, 10 w (BPTVL-8112010Q).

Missouri
• Bethany, Mo.—Green Hills LPTV Inc. seeks ch. 10, 10 w (BPTVL-8109311H).
• Princeton, Mo.—Green Hills LPTV Inc. seeks ch. 2, 10 w (BPTVL-8109039Q).
• Trenton, Mo.—Green Hills LPTV Inc. seeks ch. 12, 10 w (BPTVL-810903QO).
• Quitman etc., Mo.—Rural Television Services Inc. seeks channels 4, 5, 6, 7, 8, 9, 10, 11, 12, 13, all 10 w (BPTVL-81112017, 8111201X, 8111202W, 8111202V, 8111202T, 81112017T, 8111207T, 8111207Q, 8111207P).

Nevada
• Elko, Nev.—Delay Miller seeks ch. 8, 10 w (BPTVL-8111010W).

New Jersey
• Cape May, N.J.—Gregg K. Jones d/b/a Clearview Communications seeks ch. 5, 10 w (BPTVL-8110197Q).

New Mexico
• Alamogordo, N.M.—Alamogordo Daily News Inc. seeks ch. 3, 10 w (BPTVL-810923QB).
• Alamogordo, N.M.—Delay Miller seeks ch. 12, 10 w (BPTVL-810909QC).
Summary of Broadcasting

FCC tabulations as of Dec. 31, 1981

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*Special temporary authorization  **Excludes off-air licenses

Applications

Call Sought by

New AM

KMOG Rin Imc., Payton, Ariz.

New FM's

KIZN CondaCom Ltd., New Plymouth, Idaho

WRKI Samuel K. Streilemeyer, Metropolis, Ill.

WRVI Viden Broadcasting Corp., Viden, Ill.

WVJW Covering Area Broadcasting Inc., Covington, Ind.

WKSO Acadia Broadcasting Co., Ellsworth, Me.

KWNA Sheen Broadcasting Co., Winnebucca, Nev.

KTRY Teton Broadcasting Corp., Anchorage, Alaska

KYSE Prairie Public Television Inc., Williston, N.D.

KVTX Community Television of Victoria, Victoria, Texas

Existing AM's

KOPA KXAM Scottsdale, Ariz.

KBBJ KMOG Tulsa, Okla.

Existing FM's

WABM WKJR-FM Muskegon Heights, Mich.

WMJY WWUU Long Branch, N.J.

WSFY-FM WSYO-AM Columbus, Ohio

KZKG KSGC Redmond, Ore.

WMBZ WGBZ Shreveport, La.

Grants

Call Assigned to

New AM

KCLG State Broadcast Inc., Washington, Utah

WTVI Southern Broadcasting Inc., Fayette, Miss.

KLFP Northern Sun Corp., Great Falls, Mont.

KNAM Beck Enterprises Inc., Sparks, Nev.

KFAE-FM Washington State University, Richland, Wash.

New TV's

WMPV-TV Mobile-Pensacola Broadcasters Inc., Mobile, Ala.

WWAC-TV Atlantic City Television Corp., Atlantic City, N.J.

WOAC Canton 67, A Partnership, Canton, Ohio

WUAA Golden Circle Broadcasting Inc., Jackson, Tenn.

Existing AM's

WWMC WCRI Scottsburg, Ind.

WCCG WPUB Camden, S.C.

Existing FM's

WWJY WFLM Crown Point, Ind.

KUBE KRFH-AM Seattle, Wash.
HELP WANTED MANAGEMENT

N.W. New Jersey AM station (1kw) in medium sized market is looking for sales-oriented energetic station manager. Good benefits, salary commensurate with experience. Send resume and references to Box 167, Hackensack, NJ 07602.

General Manager. Young, aggressive broadcast group seeks General Manager. Must be GM ready to retire. Enthusiastic, hard working, strong sales background, bottom line account-ability and intensive organizational abilities a must. Involves Sales Manager, ready to retire, ideal opportunity possible for right candidate. Our employees are aware of this opportunity. All inquiries held in strictest confidence. Reply Box R-67.

General Manager for a well established, extremely successful regional AM & FM in a growing Colorado rural market. Stations have substantial billings and profits and is the smallest property of a group broadcasters. This is a great opportunity for a sales-oriented, community involved person. Complete resume and references required. Write Box R-131.


General Sales Manager needed for our AM and FM in West Virginia. Excellent staff and great sounding stations need proven leader with complete knowledge of sales. Send references and resume to Box R-99.

Assistant Manager for major market radio station in the Midwest. Must be strong in sales management. Send resume, letter of recommendation, and salary requirements to Box R-94.

Expanding Southern Group looking for experienced, sales-oriented G.M. for regional fulltime AM and 100,000 watt FM giant. Excellent career opportunity in a dynamic medium market. Send resume to: Box R-157. EOE/MF.

Program Director. 60 Minutes desires hard information resources person to join its production staff. Excellent salary and benefits. Contact Steve Glaubert, CBS News, 555 W. 57th St., New York, 10019-212-975-3218.

General Manager—offer part ownership small AM/ FM station. Michigan. Send resume to Box R-148.

HELP WANTED SALES

Radio Sales Pre. Medium market in California looking for person with RAB sales training. We also have stations in Colorado and Arizona. Send resume and copies of past presentations or promotions to Box R-92.

Account Executive - Southern California. Top 25 market in one of the nation's great lifestyle areas is seeking a professional account executive. Excellent opportunity in the tremendous growth opportunity of a new AM/FM acquisition. If your current experience demands more money and opportunity, we look forward to hearing from you. Please send your background to: Ma. Marion E. Mackinnon, General Sales Manager, PO. Box 5066, San Bernardino, CA 92412.

Number One suburban New York AM/FM combo seeks experienced sales person. Not an entry level position. Carpenter/Movieclips. Excellent opportunity. Send resume to Box R-124.

General Sales Manager for well accepted major FM station in top market. Must have broad experience in local/territorial advertising and be known among agencies and national advertisers. Write Box R-98.

Ambitious Sales Person, central Minnesota station. Ownership-wanted aggressive, competitive, ideal opportunity for someone to move up to sales manager and later to manager. Write Box R-114.

Major Market Opportunity, WTHR, the talk of Akron, OH. Send resume for aggressive, magnetic and creative sales pro. Generous salary plus lucrative commis-sion, expenses and outstanding benefits. We also provide extensive aggressive promotion, new facilities and call Bill Klaus, 216 -862-2332, EOE.


Twice named Billboard "Station of the Year," co-owned with newspaper, has a unique opportunity to manage both broadcast and print, doubling or tripling earnings potential. Only experienced sales professionals will be considered for sales management position. 40K plus, plus potential. Find out more: send resume to Rob Kemper, WDIE, Box 10,000, Marion, OH 43302, EOE.

Are you ready to move up to Chicago? Chicago FM station seeks account representative. Equal Opportunity Employer. Send resume to Box R-189.

Central Illinois FM will have entry-level openings this spring. Salary guaranteed. EOE. 309 - 565-7814. No collect calls.


Senior Account Executive, WDWO, a 100 KW FM operation, is seeking experienced professional to take over existing list. Must be able to organize and motivate—still local, regional, and national. Minimum two years experience as hard-hitting street salesman required, college education preferred. Great opportunity with a growing and highly disciplined station. Send interest and resume to: Ernest Jackson, Jr., General Manager, WDWO/FM, 980 Morrison Drive, Charleston, SC 29403. An Equal Opportunity Employer.

Like to Work? Like the sun? Top rated Miami/ Ft. Lauderdale 100kw FM needs strong salespeople, if you are as good with the president of the bank as you are with his media buyer, send me a letter and we'll both be happier ... and you will be warmer: E.E.O. Lee Taylor, JOY 107 FM, PO. Box 5333, Ft. Lauderdale, FL 33310.

Christian Station Sales Manager. Outstanding position for a person who will take charge and assume responsibility for aggressive sales and marketing results in a large metro market. Growing group owner, now with four stations featuring quality Bible-centered programs and conservative Christian music. Looking for aggressive self-starter with a proven record of sales success. Must have demonstrated broad market, high energy leadership ability. This position offers top pay and growth potential based on generous percent-age. Send resume to: Rich Bott, Bott Broadcasting Company, 10841 East 28th Street, Independence, MO 64052; or phone 816-252-5050. An Equal Opportunity Employer.

HELP WANTED ANNOUNCERS

Mature, experienced modern country Jack of all trades. We want someone that can do it all and deliver. Announcing, copy, production, some sales, remotes occasionally. Good salary with good working condi-tions and promotion back-up. Send resume with references to. Contact Joel Nether-lan. WJNS, PO. Box 1046, Yazoa City, MS 39194. Call 601-746-5921.

Top Radio Engineer sought to maintain new transmitting plant and to build new studios. Must have a disciplined approach to maintenance, record keep-ing, and new construction. Top salary. KOOS, Box 6167, Duluth, MN 55806.

Chief Engineer, AM/FM combo. Warm Sunbelt market. 30+. Winning individual will become corporate engineer for new experience group. EOE. Reply Box R-136.

Radio/TV Engineering Technologist, University of Florida. Fulltime position requires Bachelor degree in electrical engineering, computer engineering, physics or a master's degree in electronics with four years of experience in both audio and television electronics. Must be able to design, build and test complete audio and video systems, including color television receivers and color television cameras. Experience should include at least four years of college and five years of experience in color television. Must be able to pass a measurable hearing test. Salary range is $12,000 to $16,000. Please send resumes to: Personnel Director, University of Florida, College of Agricultural and Life Sciences, Box 100220, Gainesville, Florida 32611. Applications will be considered until a suitable candidate is found.
HELP WANTED NEWS

Join a winning team! We need a young, aggressive reporter/anchor to join our four-person department. Writing skills emphasized. Excellent facilities, competitive compensation. Send resume to: WWUU, 156 Broadway, New York, NY 10006. Phone calls please.

HELP WANTED PROGRAMMING, PRODUCTION, OTHERS

I'm about to purchase an underdeveloped FM on the Central New Jersey Shore. I need a capable programmer and director to direct it to a potentially great radio station. Air shift; oversee airstaff, production, news, format execution. Proven ability to lead a must. Also staff production, engineering; responsible for news, promotion, personnel. Tapes and resumes to Jonathan Hoffman, WWUW, 156 Broadway, Long Branch, NJ 07740. EOE.

Wanted: Program Director for modern Country AM operation. Tapes and resumes to KTMN, PO Box 668, Tuscumbia, MO 65787.

Needed: a production director. If you have a good voice, the ability to write entertaining and informative commercials, and good work habits, apply with tape and resume to KLKR, PO Box 890, Laramie, WY 82070.

Promotion Director—Major market East Coast radio station needs highly motivated, professional-minded promotions manager. To handle a stable of promotions for AM & FM radio stations. Job could be first major rung on the ladder to a successful broadcasting career. Creativity mandatory. Experience necessary. Know- how of graphics helpful. Ability to get along with creative ad agency, talented programming people, and intransigent sales people a must. Send resume, references & current earning history to Box R-152. An equal opportunity employer.

Immediate opening—Executive Producer for ongoing instructional radio project in Kenya designing and producing a radio-based English language instruction for primary grades. Under supervision of project director, would coordinate and ensure quality of writing, production, and distribution of 30-minute daily broadcasts. Requires scriptwriting and production experience in meeting specified instructional objectives and ability to coordinate multidisciplinary staff given time and resource constraints. Additional position in September 1982 for scriptwriter knowledgeable about language arts and reading. Contract with non-profit firm includes liberal overseas allowances and relocation benefits. Equal Opportunity Employer. Women and minorities encouraged to apply. Send resume to Box R-176.

SITUATIONS WANTED MANAGEMENT

Bottom-line G.M. 300% increase sales; turnaround expertise, with fastest growing format, Urban Contemporary. Let's talk before March ARB. Excellent references, presently employed. Write Box R-129.

Group Management, 15 years of very successful station and group management encompasses all market sizes, most formats, AM & FM, total rebuilding, major improvements, station purchase and sale. Strong qualifications include administration, sales development, programming and promotions ... plus a decade of FOs, I am a refined, im-, ageless and practical leader of people and properties ... a hard working, shirt-sleeve manager, not an ivory tower executive. Finest of references will prove my capability to work with you. Will consider only long-term opportunity with a good, growth oriented group. Write Box N-81.

HELP WANTED NEWS

I'll trade income for equity I've managed network owned stations, I've managed New York City stations, all very successfully. But my roots are in smaller market radio, I'd love to return to an equity position. Here's an opportunity to upgrade and enhance the value of your property with a manager you normally wouldn't be able to afford. Impressive credentials, exceptional record of performance, and most of all, I enjoy working hard. Box R-173.

PD/MD team with impressive background & references available to make your station a winner. CHR/AC formats. Great leadership ability with knowledge of sales, promotion, and music. Currently employed and being paid well. If you want to win, call 312-239-5855 or write, No. 111, 4082 W. 115th St., Chicago, IL 60643.

No. 1 Sales pro? If not, consider station manager with top rated programming track record and record breaking sales months as Sales Manager. Box R-166.

Experienced General Manager would like to move to Florida. Proficient in all the broadcast industry; with strong leadership in the areas of administration, engrg., sales-RAB trained, programming/formal application for confused markets and the bottom line! Write Box R-161.

General Manager. Lengthy experience with exceptional performance record in major and medium markets. (must have strong sales management, plus all the other qualifications for successful station management ... with references to prove it. Carefully looking for local association with quality organization. Write Box N-80.

Owners: need a selling mg? I need responsibility to make it work, 25, successful, super enthusiasm! If you're a true broadcaster, we'll click. Turnaround situation line. Call now, 614-459-8237, East. Prefer W. PA.

SITUATIONS WANTED SALES


SITUATIONS WANTED ANNOUNCERS

Experienced PBP with Personality, 4 years' experience, all sports, looking for major college situation, Will relocate anywhere; available now. Call Curt, 805-542-1171, or write 38521 5th St. East, Apal, 11, Palmdale, CA. 93550.


I love country music. Six year professional seeking major market position. Needs a market that medium size, but not operate on a shoe-string. Family man, BA, 3rd eng. endorsed. Write Box R-102.

Bright, creative and reliable morning man seeks best starting opportunity Want to travel anywhere. John McDonnell, 312-423-9541, for tape and resume.


Position wanted! Hard worker, though experience limited for now; will re-locate, midwest prefer; excellent blade. Call: 219-831-2454.

Production, programming, airshift. 15 years' experience. First. Desire security/growth potential. Specify format, Box R-175.


Morning AOR Team, into rock, humour and sound effects. 3 years together just outside Dallas in a market with heavy influence from Dallas. Know AOR 214-455-9864, or 214-888-7587. Want to rock for you!

Mature, experienced DJ, MD, PD seeks position at southern AC, MOR, or C & W station. Call Don at 803-229-7689.

Mature, Quality Announcer, newsman, talk show host available. Replies only from principals with sense of responsibility to others. Call 313-682-7788.

Disc Jockey with excellent voice and speech seeking position in a major market. Shirt-sleeve approach will be welcomed. Arthur Ostermann, 212-447-3788.


Experienced, versatile, communicator. Seeks involvement with aggressive, growing organization. Mature, responsible & ready to roll for the right opportunity. After 3 PM, Ken, 609-397-3283.

SITUATIONS WANTED TECHNICAL

20 year pro-available employment-applications, construction, rebuilds, equipment updates, troubleshooting, processing, Shoupie, 717-495-854.

SITUATIONS WANTED NEWS

Refreshing Play-by-Play. Pleading voice, court sense, sports smarts. Network quality performer combines talents into true professionalism. Looking for top notch minor league baseball job, and separate college football and basketball package. I'm working for good organization, but need new challenges. Write Box R-83.

Veteran, award-winning, sports director seeking new directions, new challenges. Hard working. Excellent skills. Box R-139.

Vivid, engaging PBP-experienced, young, hard-working, basketball, football, baseball. Write Box R-140.

Aggressive radio News Director. Presently working small market, looking for bigger challenge. Write Box R-88.

Attention: Small Markets. Female with some radio experience seeks first job on commercial radio. Call Sheryl, 8:00 AM to 12:00 midnight, 212-382-6449.

Captra Award Winner for best PBP. Looking for right opportunity anywhere, any sport. Delivers outstanding sports reports, interested in news-talk format. Write Box R-174.


SITUATIONS WANTED PROGRAMMING PRODUCTION, OTHERS

Soul Programmer, seven years' know-how, seeking to relocate. Richard, 919-483-5530.

Sunbelt! Nationally syndicated air personality available in the sunbelt or Rocky Mountain states only. Work four to five hours a day with NewsTalk, Adult MOR or Country. Highly commercial. Call 717-547-2624.


TELEVISION HELP WANTED MANAGEMENT

Television Operations Director wanted for Washington, D.C. news and production facility. Daily supervision of ENG/EFP control room personnel (40), and their equipment. A thorough knowledge of personnel management and ENG/EFP equipment operation is a must. Experience with microwave and satellite communications a must. Applicant's should send resume and salary requirements to Box R-9.
HELP WANTED MANAGEMENT CONTINUED

Assistant Creative Services Director for major market Sunbelt station. Must have administrative ability and three years' experience in management essentials. Send resume to Box R-85, E.O.E., M/F.

Cable TV Director—City of Erie, salary $15,000 to $20,000/yearly, range based upon experience. Resume to City Clerk, 104 Municipal Building, Erie, PA 16501, before March 1, 1982. Equal Opportunity Employer.

HELP WANTED SALES

Account Executive, ABC affiliate in sunny Florida has an immediate opening for goal-oriented doer. Have established $20K list ready for the right sales pro. Contact: Bob Perelli, General Sales Manager, WCAQ, 1315 15th Terrace, Tallahassee, FL 32306 or call 904-893-3127, EOE.

Account Executive, Major market Sunbelt independent seeks experienced A/E. Must have proven track record with strong direct and agency contact. Heavy list to right person. Send resume to: KRW-TV, Metromedia, P.O. Box 22910, Houston, TX 77227. Attn: Howard Sacks, Local Sales Manager, EOE.


Local Sales Manager: Top 50 network affiliate in the Sunbelt is seeking an experienced Local Sales Manager. Must have strong retail, TV-S, M/AI agency and direct sales experience. Send resume to Ken Bauder, WDSU-TV, 520 Royal St., New Orleans, LA 70130, An Equal Opportunity Employer.

Strong CBS affiliate in medium Midwestern market seeking national Sales Manager with good credentials. In national accounts both in Long, Crotz and Key. Position available immediately. Send resume and salary requirements to Box R-145, An Equal Opportunity Employer, M/F.

HELP WANTED TECHNICAL

Major Production Facility located in Florida is offering top salaries to experienced Maintenance Engineers. We're in a modern new facility with state-of-the-art equipment. Contact: Robert Hemy ski, Chief Engineer, 305-920-8000, 2040 Sherman Street, Hollywood, Florida, 33020.

Television Maintenance Engineer. Group-owned VHF network affiliate in top 10 market seeks experienced studio maintenance engineer. Equipment is up to date solid state and includes advanced tape recorders and computers. Send resume to Box R-83. An Equal Opportunity Employer, M/F.

Engineering Manager/Facilities—manage the maintenance, design, documentation and installation of KOED's studio, transmitters, and satellite earth terminal facilities. Must have experience in C-Band. Minimum of 10-12, Min. 3 years engineering exp., with emphasis on maintenance and systems, 2 years as supervisor/manager. Send resume with salary requirements by Feb. 28 to KOED, Personnel, 500 Eighth St., San Francisco, CA 94103.

TV Engineer with knowledge of local TV station operations and satellite equipment. Will monitor operation and technical performance of a satellite network. Great opportunity to learn and to expand. Extensive travel required. New York based. Send resume ASAP Reply to: Box R-44.


Studio Maintenance Engineer for southern production center. Experience in digital and analog TV processing. Must have satellite and engineering experience. Salary negotiable. Send resume and salary requirements to Box R-160, AA, EOE/MF.

Southwestern ABC Affiliate has two openings on engineering staff. One involves assisting in maintenance of Harris satellite transmission installation, along with other general maintenance. Strong background, either through experience or training, required. Second position open in general studio operations and maintenance. Experienced or recent tech school graduate. Send resume to Chief Engineer, KOAT-TV, P.O. Box 25982, Albuquerque, NM 87125.

Maintenance Engineers, KMGH-TV, a McGraw-Hill station affiliated with CBS in Denver, Colorado, seeks skilled maintenance engineers to join our maintenance department. Responsibilities include maintenance of a large ENG facility, studio equipment, or RF systems. Qualified applicants should have a strong mid-level, fast-growing Los Angeles company. Contact: Don Johnson, The Video Tape Company, 212–985-1666.

Assistant Chief Engineer—Minimum 10 years television experience hands-on maintenance background. Eventually lead the audio post studio and fringe benefits excellent. Large group owner. 34th market, Southwest. Witte Box R-188.

HELP WANTED NEWS


PM Magazine Host and photographer for NE middle market station. At least two years or PM experience required. Letter and resume to Box R-115.

Openings in all phases of our growing news organization. If you're talented and would like the opportunity for steady growth and challenges, send resume to: SMP, 353, Wichita, KS 67201, Exp./Exp., EOE. No phone calls, please. All positions will be filled immediately.

Weathercaster: Southeast network affiliate seeks personable, authoritative weathercaster for nightly weathercasts. $25,000-$35,000 compensation package and excellent fringe benefits. Resume to Box R-123.

Expanding our already talented news organization. Openings for producers, reporters, reporter- anchors, photographers and additional assignments editor. If dynamic news growth excites you, then you may have a great future with our group. Rush resume and salary requirement to Box R-117, EOE.

Weatherperson: No. 1 south Florida station is seeking a talented, full time weatherperson with previous on-camera experience. Send resume and tape to News Director, 622 North Flagler Drive, West Palm Beach, FL 33401, EOE.

Meteorologist: Middle market, Pacific Northwest television station looking to expand newsroom has need for meteorologist to produce and report weather in an entertaining and understandable manner. Important to our viewers. Send resume to Box R-111.

Number 1 medium market station needs meteorologist to anchor weather segments in hour-long breakfast show and noon news. No beginners. Contact J. James, KFVS-TV, PO Box 100, Cape Girardeau, MO 63701.

Number one newscaster is expanding staff. We are looking for photographers as well as producer/anchor. Photograph positions are open in news, PM Magazine, and weekly news magazine program. Producer/ anchor will be responsible for new weekly magazine program, dealing entirely with local content. Experience required for all positions. Send tapes and resumes to: KDFTV-TV, Box R-728, Beaumont, TX 77706.

Top 15 market seeks aggressive No. 2 sportscaster who can do more than just scores. Ability to cover leisure time sports, as well as major leagues, essen- tial. Please send resume to Box R-162.

Consumer Reporter, WFSB, a Post-Newsewak- st scientist, is seeking an energetic, resourceful consumer and celebrity reporter. Candidate's background should include at least a year of specializing in consumer reporting on television. Research, and tape should be sent to Dick Baumstein, News Director, WFSB, 3 Constitution Plaza, Hartford, CT 06115. An Equal Opportunity Employer, M-F.

One of the Southeast's top stations is looking for a Sports/TV Journalist. This rare breed stays away from sports cliches like the pro player, stat chase man. Send use canned material from the net feed; loves good writing, short readers and believes a good sportscast appeals to all viewers, not just hardcore sports fans. This engaging species could find a home by send- ing a resume and salary requirements to Box R-154, EEO.

Reporter/Photographer Top fifties net V affiliate seeks reporter who can work and has demonstrated ability to do so. EEO. Apply with resume and salary history to Box R-177.
HELP WANTED NEWS
CONTINUED

New News Department: We are organizing a 22-page daily newspaper in a new U-Haul, a Gulf Coast city. Positions include assistant news director, assignments editor, news, sports and weather anchors, reporters, ENG camerapersons. ENG experience, production experience required. Salary is comparable to Cleveland. Applications are due by March 15, 1982. Write to 915 Capitol Mall, Austin, Texas 78701. EOE.

HELP WANTED PROGRAMING, PRODUCTION & OTHERS

Producer/Director: U of Alaska’s Center for Instructional Telecommunications—Write, produce, direct & edit instructional and public service film, TV, audio & photo programs and materials. Must have extensive knowledge of production techniques, treatment, script & storyboard formats, TV camera operation, audio & editing operations, production facilities & mgmt. preferably in educational media productions for rural audiences. Submit resume to Personnel Director, Community Colleges Regional Education & Extension, 2221 East Northeast Heights Blvd., Rm 213, Anchorage AK 99504, AA/EEO. Resumes must be received by Feb. 28, 1982.

Programing/Operations Manager needed in southeast top market, network affiliate. Must have minimum of 2 yrs. experience in similar position. Candidate should have strong production background, leadership capabilities, thorough working knowledge of latest technical equipment and operation. If you are qualified, please submit a challenging opportunity in confidence. Closing date is Feb. 28, 1982.

Top-rated Afternoon News movie needs a new host. Take us over the top with your charm and the promotions you produce. Call Sheryl Bourisik, 717-825-1616.

Aggressive Public TV station needs an experienced Director/Producer who can handle multi-cultural broadcast assignments. A BA/BBS degree, necessary. $10,000-$15,500. Resume and tape to: Ken Barthelmann, KPTS, Box 288, Wichita, KS 67201. February 25 closing. EOE-AA.

Director of Programming/Operations—Coordinates, supervises broadcast in all areas of production and operations for public TV and radio joint license in California. Requires: Two years of responsible experience involving the supervision of a broadcast television station with the responsibility for station programming and the production of educational programs with some background in radio and equivalent to graduation from a four-year college with a BA/BBS degree in Telecommunications or a related field. (Qualifying experience may be substituted for the degree.) Salary: $20,976 to $25,560, plus full benefits. Applications must be postmarked by February 27, 1982. Apply to Winston C. Carrell, Personnel Officer, San Bernardino College, 631 S. Mt. Vernon, San Bernardino, CA 92410. An equal opportunity, affirmative action employer.


SITUATIONS WANTED MANAGEMENT
Available Immediately: John Redford—former president and GM, WJBF-TV, Augusta, GA; KESG-TV, Palm Springs, CA. Outstanding record in profitability, leadership, community involvement. Phone: 714—322-8814.

SITUATIONS WANTED SALES
Aggressive Account Executive with 6 years in major national and local TV sales. Looking to relocate to Southeast. Write Box R-150.

SITUATIONS WANTED NEWS
12 years TV weathercasting. Certified, National Weather Association, 16 years TV reporting with many awards. Excellent credentials. 307—835-0186.


Feature Reporter: 7 years experience in news and magazine features as well as television news. Lots of awards and available immediately! 707—643-8785.

TV Meteorologist. Good appearance, enthusiastic delivery keeps it simple and interesting. Write Box R-125.

I can make a pkg. come alive. Currently replace/onchur in 30's market looking to move to a quality news operation. Don't care where, one day ahead of my time and I can do it all. Write Box R-120.


Meteorologist looking for an entry level position. Have one year cable experience. Communicate in a warm, confident manner. Call Dan Selbysky at 815/965-9957.

SITUATIONS WANTED PROGRAMING, PRODUCTION, OTHERS

Director/Producer/Writer, 11 years in TV/Radio. No beginner ops, please! 602—990-8124.


Director/Producer. 14 years’ experience with major network. Creative personality, responsible in both production and engineering. Recipient of two Emmy awards. Produced and directed television commercial with independent production company. Seeking production oriented career in Southeast Florida. Please reply to Box R-176.

Broadcasting Feb 22 1982

HELP WANTED PROGRAMING, PRODUCTION, AND OTHERS

Fellowships Available. The California Public Broadcasting Commission is now accepting applications for 1982 Fellowship Program. Selected applicants will receive management and professional training for one year at California public radio or television stations. The program is open to any students in two categories are especially encouraged to apply: The application deadline is March 15. For more information, contact: Fellowship Program, California Public Broadcasting Office, 915 Capitol Mall, Sacramento, California 95814, 916—322-3727.

Executive Director for organization producing youth-oriented radio programs, and training of teenagers as reporters. Will need administrative and fund-raising skills, radio syndication experience, and preferably knowledge of youth issues. Send resumes only to: Youth News, 1149 Broadway, Oakland, CA 94612, by March 12.
HELP WANTED
INSTRUCTION CONTINUED

Notice of Vacancy: Instructor/Engineer: The Department of Speech Communication and Theatre in a small, private, liberal arts college is seeking an Instructor/Engineer for a non-commercial educational radio station and cable access television studio. Responsibility for operation and maintenance of all equipment. Involved in teaching some of the following: 
- broadcast journalism
- radio, television production
- audio-visual production
- video tape editing
- studio engineering

Salary and rank depend upon qualifications. Minimum salary: $18,000 for nine months, negotiable. Summer appointment possible. Starting date August 1, 1982. Send resume to Mr. Jeffreys, Chairman, Department of Communication, Muskingum College, New Concord, OH 43762.

The University of Florida’s Department of Broadcasting has reopened a search for a faculty member to teach broadcast journalism and other courses and supervise the television studio. Interested applicants should write Dr. T. E. Thompson, Assistant Dean, College of Communication, University of Florida, Gainesville, FL 32611.


Used Equipment Bargains: RCA TT-10AL 1KW Transmitter; RCA TR-235B Drive, Amplifier, complete; RCA TT-35CH/2 Drive, Diaper, just reinserted. Call: Ray LaRue, West 100, Solid State Drive, Tube F1-1, 3:18" 6"and 8"transmission line, with fittings and hangers; GE PE-240 film camera with Eastman multispectral-Projector. GSB-655, Prudie TV Character Generator; 12 to 15 fonts: Utah Scientific 20X20 AFV routing switcher; Collins 25Kw FM model 610G3 (918, 315), old time; Gates FM-19, 3 yr. old Sparta 3S Exciter; ADC 12X4 AFV routing switcher, good condition. Call Ray LaRue, Quality Media Corp., 800-241-7878. In GA, 404-329-1271.

Remote Production Cruiser: Beautifull Crown Chassis, carpeted, full AC camera platform on road, 1,000 mi. on diesel and drive tangent, good tires and brakes, reel to reel TV cable, Grass Valley Sync line & Hydra new color prog. cues, 1260 new prod. swt effect, 3X2 GE Audio, well designed & professionally built. Other cameras available if preferred. $130,000. Call Ray LaRue, Quality Media Corp., 800-241-7878. In GA, 404-329-1271.


VTR’s: RCA TR-70, Full Cave, SS Amp, Doc, 320; RCA TR-80 Record Units, Lowlite, $8,000; Ampex, 1208X Ample, Colorote, 1208, Excellent Condition, $24,000. Call Ray LaRue, Quality Media Corp., 800-241-7878. In GA, 404-329-1271.


Low Power TV Packages: New EMCEE or TV Technology Corp. Transmitters; complete Video Packages Supplied and Installed; Consulting Services. Call Ray LaRue, Quality Media Corp., 800-241-7878. In GA, 404-329-1271.

Ampex (2) one inch tape VR, 2B, Time Base Corrector, Monitor Bridge, in Shipping Cases. Audio Amplifier, Speakers, Cooling Fans, Slow Motion Controller available as option. Cyclone IV system: 32K Memory, 8 Fonts, Dial channel, Two Colorizers, Dial Disc Drive In Shipping Cases $55,000. Cyclone III Tiltting System, 16K Memory, Colorizer Keys, Disc Drive, in Shipping Cases $15,000. Television Graphics, 201-444-2911.


Athena 4000 TSM MK IV broadcast system film chain projector with pedestal. $5,500.00. Includes: APA Sync System, 6.6X Optical Drive, and CB display for automatic change and synchronize three magnetic tape transports including video, audio or film, using time code, $6,500.00. 312-280-5520.

Five Q-V TV Prompting Units including mirrored Hi-Res monitors and studio curtains. Used sparingly for less than one year. Original cost, $160,000 per unit. For sale at $100,000 per unit. Landery Associates, Inc. Call 404-424-9860 or 617-877-9570.

COMEDY
Free Sample of radio’s most popular humor service. Request on station letterhead. O’Liniers, 1448 C West San Bruno, Fresno, CA 93711.

Hundred’s Renewed Again! Free sample. Contemporary Comedy. 5804-B Twinning, Dallas, TX 75227.

WANTED TO BUY EQUIPMENT
Wanting: 250, 300, 1,000 and 5,000 watt AM-FM transmitters, Guaranteed Radio Supply Corp., 1314 Ithurbide Street, Laredo, TX 78040. Manuel Flores 512-723-3331.

Western Electric Equipment: mixers, microphones, drivers, speakers, horns, amps, tubes, others. 215-578-2642. David D. Box 833, Monterey Park, CA 91754.


$500 Reward for UHF Transmitters: For information which leads to our purchase of any UHF Transmitter, Call Ray LaRue or Bill Kitchen, 800-241-7878. In GA, 404-324-1271.

Wanted: UCI 3D cart machines. 313-265-5700.

Chyron III—Keyboard only needed. 313-421-5055, Sta. 330.

Chyron character generator and ENG camera equipment. 408-757-8886.

Equipment Wanted: For odd, six or eight Bay Lighting Antenna on Channel 8 with 3 1/8" input fittings. Must be capable of handling average input power of 20 KW. Contact: E. Doreen, Director of Engineering, Disney Media Systems, 1315 W. 26th St., Las Vegas, NV 89125, or phone 702-452-2060.

FOR SALE EQUIPMENT


50KW AM: Continental 317B (1985); also Harris BC-50C11986)—Call M. Cooper, 215-379-6585.

Broadcasting Feb 22 1982

91
RADIO
Help Wanted Announcers

MAJOR MARKET A.C. MORNING DRIVE PERSONALITY

We are a dynamic adult contemporary major station in a top five market, and we need a bright, strong personality for morning drive. If you are ready to make the jump to a market leader we offer an incredible opportunity. Qualified candidate must possess tremendous one-on-one technique, know how to use the phones, be clever, witty, not afraid to laugh, and be able to write adult humor. Voices helpful but not necessary. Salary and fringes are substantial, and we guarantee that you would be one of the highest paid morning personalities in the country. We guarantee confidentiality in your response, and no background calls will be made without your approval. Send resume and tape to Jim Harper, Program Director, WNIC AM/FM, PO. Box 1310, Dearborn, MI, 48121. A Josephson station. E.O.E.

Help Wanted Management

Rapidly growing broadcast group located in southern Connecticut is seeking a technically capable, people-oriented accountant to join our corporate staff. The position has excellent potential for future advancement. E.O.E. Females and minorities encouraged to apply. Send resume to: Box R-144.

DIRECTOR OF PERSONNEL

Mutual Broadcasting Systems, located in suburban Washington D.C., has immediate need for personnel generalist. Position reports to the President-CEO and has complete responsibility for all personnel functions including employment, benefits, compensation, labor relations, training, EEO, etc. Candidate will develop, implement and administer personnel policies and procedures.

Successful candidate should possess a Bachelor's Degree, plus a minimum of 8-10 years progressive personnel experience. Ability to work independently is necessary.

Position offers excellent salary commensurate with experience and growth opportunity. For confidential consideration by our President-CEO, please send your resume including current salary to: Box R-156. An Equal Opportunity Employer. Please-No Direct Contacts to MBS.

Books For Broadcasters

T418 HANDBOOK OF RADIO PUBLICITY & PROMOTION, by Jack Macdonald. This handbook is a virtual promotion encyclopedia—includes over 250,000 words, over 1,500 on-air promo themes adaptable to any format, and over 350 contexts, stunts, stations and personality promos! One idea alone of the hundreds offered can be worth many times the small cost of this indispensable sourcebook. 372 pages. 8-1/2 x 11" bound in long-life 3-ring binder $34.95

T458 JOURNALIST'S NOTEBOOK OF LIVE TV NEWS, by Phillip Keirstead, network news producer adjunct prof., Fordham Univ. Written to provide broadcast journalists with a solid understanding of journalism concepts and techniques. Covers the techniques of gathering, processing, writing, and broadcasting live news, using the latest electronic equipment. Contains special sections on laws relating to journalism, documentaries, and editorials. 252 pp., 29 ill. $12.95

T464 HOW TO MAKE NEWS AND INFLUENCE PEOPLE, by Morgan Harris and Patti Karp. The secrets of gaining publicity for any business from small local organizations to large national groups. Starting with the basics of writing a news story, the authors proceed to unveil the process of planning a full-scale publicity campaign. Relations with editors, photographers, correspondents, and other news people are highlighted. Sample radio announcements and correct formats for submission are a large part of the section on radio. There is a similar section on television. News releases, newsletters, and handbills can pack a meeting or event, and the authors have detailed pointers on their preparation and distribution. This volume is slanted towards fattening a group’s treasury increasing its membership, and getting those all-importan messages over the airwaves or in print so they can reach the desired audience. 140 pages. $7.95

BROADCASTING BOOK DIVISION
1735 DeSales St., N.W.
Washington, D.C. 20036

Please send me book(s) number(s) My payment is enclosed.

Name __________________________
Firm or call letters __________________________
Address __________________________
City __________________________
State __ Zip __________________________
Help Wanted Management
Continued

STATION MANAGER
Successful communications/publishing company seeks an experienced, results-oriented station manager to turn around station acquisition. Must have in-depth knowledge of radio with strong sales development ability. Successful track record in station management required. We offer a long term relationship, competitive salary and benefits package, and bonus incentives. Forward resume of background including salary requirement to: Box R-177.

RADIO OPERATIONS MANAGER/ PROGRAM DIRECTOR
University of Florida
Responsible to the Director of 24-hour commercial AM/FM radio station for the daily organizing and directing of station operations and management to include: all phases of programming, formulating policies and procedures in compliance with FCC rules and regulations, evaluating and compiling budget within academic and fiscal guidelines. Must have thorough knowledge of all types of sports production and musical formats at the network level. Must possess the ability to teach/train University level communication students. Requires Master's Degree in Broadcasting with three years' commercial radio experience. Salary range $14,640-$24,400. Send letter of application and resume by March 15, 1982 to: Mr. G. P. Bradley, Employment Manager, 327 Stadium, University of Florida, Gainesville, FL 32611, Equal Employment Opportunity/Affirmative Action Employer.

Situations Wanted Management
EXPERIENCED GENERAL MANAGER
Looking for station owner who wants to keep costs down and get sales up! Twenty years' experience in station management, sales, financial planning, programming and engineering. Presently employed as GM on West Coast. Seeking long term association with station in Washington, Oregon or California. Let's talk. 209-723-1977 or reply to Box R-66.

Situations Wanted Announcers
OWN YOUR MORNING MARKET
AM Drive Communicator, relevant and enjoyable approach incorporating basics, phones, humor geared to your market. Community involvement, major market success in AM drive and programming. Currently employed and succeeding. Call 609-397-8316.

TELEVISION
Help Wanted Sales
NORTHEAST REP WANTED
By Top TV syndication company

This Publication is available in Microform.
University Microfilms International
300 North Zeeb Road, Dept. P.R., Ann Arbor, MI 48106

Help Wanted Sales
Continued

LOCAL SALESMANAGER
Medium market in Southeast. Must be experienced in local sales. Must be able to motivate and supervise staff of five sales people, provide sales promotions, incentives, etc. Excellent opportunity to work with well established FM/AM network affiliate station. Send resume to Box R-107.

Help Wanted Programing, Production, Others
WDIV
The Post-Newsweek television station in Detroit, is looking for an outstanding business journalist to head up its on-air business unit. The person we are looking for is a serious track record in the business-reporting field, including investigative work. The business beat includes, but is not limited to, the auto industry, organized labor and the human impact of economic conditions. Prior TV experience is not essential; being an excellent journalist and writer is essential. Send resume to: Mark Effron, Executive Producer, WDIV, 622 Lafayette Blvd., Detroit, MI 48231. We are an Equal Opportunity Employer.

CABLE NEWS SERVICE
Exciting opportunities in a new venture affiliated with a major newspaper and communications company. The right individuals will have a ground-floor opportunity to create, through hard work, a one-of-a-kind cable news service. Qualifications include excellent news judgement, experience in fast rewrite and copy editing, plus electronic editing experience. Positions are located in a mid-size, pleasant Northeast city. Excellent salary and fringe benefits. Resume, plus writing samples and salary history in confidence, to: Box R-127. Equal Opportunity Employer, M/F.

Help Wanted Programing, Production, Others
Continued

Major network owned television station in the Chicago area is looking for an Associate Producer with 2 years experience in field production and 2 years experience in related TV production. The ideal applicant should have strong writing, story structure and production skills. Extensive knowledge of U-MAT and 1 inch editing a must. College educational preference.

Direct inquiries to:
Box R-155
equal opportunity employer M/F

WRITER/PRODUCER
If you have at least two years of professional experience and a reel of great spots to show for it, you could be ready to join our expanding promotion team here in Nashville. If you are a highly creative individual and think you fill the bill, tell us why, in 500 words or less, and send samples of your on-air, radio and print achievements.

ARTIST/ILLUSTRATOR
Our Art Department is looking for an experienced illustrator with graphics skills to do news graphics and courtroom illustration. Send resume and samples (slides or copies) of your work.

Send to:
Francis Eagle
Manager, Marketing and Promotion
WNSE-TV
441 Murfreesboro Road
Nashville, TN 37210
An Equal Opportunity Employer

Broadcasting Feb 22 1982
Help Wanted Programming, Production, Others

ASSISTANT PRODUCER/DIRECTOR
A 558-bed acute care hospital located on the sunny Gulf Coast of Southwest Florida is looking for an Assistant Producer/Director for a full scale TV studio. Position available in April. Individual must have experience in all phases of TV production. Must have exceptional writing ability. For more information contact: C.W. Craig, Producer/Director, Media Services, Lee Memorial Hospital, PO Drawer 2218, Ft. Myers, FL 33902. 813-234-5175, EOE.

SUPERSTATION WTBS-TV—TRAFFIC MANAGER
Opportunity to join the dynamic Turner Broadcasting System. Applicant must have previous management experience. Applicant must have experience dealing with automated traffic systems. College degree a plus. Resumes should be forwarded to Carol Gordon, Director Traffic Services, Turner Broadcasting System, 1050 Techwood Dr. NW, Atlanta, GA 30318.

Help Wanted News

BE INDEPENDENT
We are offering you a chance to start up a new news operation with one of America's finest independents. With you, we can create a quality news show, without the pressure you customarily find in traditional affiliate newsrooms. You must be willing to spend your days off enjoying the beaches, the beautiful weather and the idyllic lifestyle of the Florida Suncoast.

We need anchors, weathercasters, sportscasters, reporters, producers and photographers who are willing to let their imagination guide us to success.

Send tapes, resumes and ideas to Tom Wayne—News Director, WTOG TV-44, 365 105th Terrace NE, St. Petersburg, Florida 33702.

WEATHERCASTER
WCTI-TV, ABC for eastern North Carolina, seeks weathercaster for 6:00 p.m. and 11:00 p.m. newscasts. AMS seal and previous TV experience preferred. Above average compensation package. WCTI-TV is a Malrite Communications Group station and an equal opportunity employer. Send tapes, resumes and earnings history to: Frank Lee, News Director, WCTI-TV, PO. Box 2325, New Bern, NC 28560.

METEOROLOGIST
Weather conscious midwestern station looking for meteorologist for early morning and mid-day news broadcasts. No beginners, please! We are looking for someone who is a communicator, as well as an individual who is capable of using and interpreting radar, weather maps and charts, computer graphics and satellite photos. Applicant must be a meteorologist—AMS seal preferred, but not required. Send tape and resume to Ray Depa, News Director, KETV, 27th & Douglas, Omaha, NE 68131. KETV is an Equal Opportunity Employer.

TELEVISION CO-ANCHOR
An expanding NBC affiliate in a growing top 40 market is looking for an experienced news co-anchor to work with our current female anchor. No beginners. Rush resume and tape to: Ken Spran, News Director, WPFF-TV, PO. Box 151T, Raleigh, NC 27620.

SPORTS PRODUCER
We want an experienced journalist who can write and who has a thorough knowledge of sports. Sportscast producing, field report producing, and resource management. Send resume and tape immediately to Ken Middleton, Assistant News Director/Programs, WJLA-TV, 4481 Connecticut Avenue, NW, Washington, DC 20008.

MAJOR CALIFORNIA MARKET
Looking for experienced weather talent. Meteorologist and/or AMS Seal preferred, but ability to establish strong local identity, authority and innovativeness more important. We want a charismatic, as opposed to scientific, approach. Write to Box R-38. An Equal Opportunity Employer, M/F.

Help Wanted Management

General Sales Manager
Salary + incentives up to $75K. Growing Independent in major Northeast market seeking experienced, aggressive Sales Manager to coordinate efforts of local sales and national rep. Management experience a must. Send resume and past record to: Box R-137, EOE.

Help Wanted News Continued
Television Distribution Promotion Manager

Paramount Television and Video Distribution requires the expertise of a seasoned manager for its advertising and promotion department, to assist the Director of Advertising.

The individual we seek will coordinate first-run program publicity, assume advertising and promotion supervision for broadcast properties sold in syndication and assist in trade advertising efforts.

Your polished advertising experience should include

- press release, article and sales promotion
- writing/editing in addition to knowledge of transparencies, photos and graphic design.

This position will involve you in handling press relations, administrative and organizational supervision.

If your talents match our requests, you'll enjoy an attractive salary and benefits package along with the challenges of the most exciting top studios in the industry.

For immediate consideration, please contact us by sending your resume or a letter of inquiry to:

Paramount Pictures Corporation
Personnel Dept.
5555 Melrose Avenue
Los Angeles, CA 90038

An Equal Opportunity Employer

Help Wanted Management

Continued

JOIN
SUBSCRIPTION TELEVISION
FOR ST. LOUIS

We need experienced professionals with at least five years experience who desire the challenge of building a new subscription television service for the St. Louis market. This is a unique opportunity for professional growth with a dynamic communications company.

Opportunities are available for

- CONTROLLER
- DIRECTOR OF MARKETING & SALES
- PROGRAM DIRECTOR
- DATA PROCESSING MANAGER
- SECRETARIES
- SALES PERSONS
- ACCOUNTING PERSONNEL

Send resume & salary history in confidence to:
KDNL Subscription Television
P.O. Box 7696
St. Louis, Missouri 63103

Equal Opportunity Employer M/F

Help Wanted Technical

Broadcast Technology Instructor

Harris Broadcast Products Division, a leader in the broadcast industry and a Division of Harris Corporation, has an immediate opening for a Broadcast Technology instructor. This opening is a multifaceted position consisting of state-of-the-art electronic technology for broadcast equipment oriented training objectives which include short and long term training program development, generation of input for operation, maintenance, and training (OMT) contract proposals, coordination of local or on-site training programs, and personal instruction involvement including instructional delivery for an Associate Degree in Broadcast Electronics Technology. Candidates with a Bachelor's Degree in an electronic oriented discipline with a Television video and RF/Digital background are preferred. A minimum of three years of broadcast engineering responsibilities and development or instruction in a post high school broadcast electronics program, with professional education coursework background plus previous exposure to a job oriented international setting are all desirable. Qualified candidates should send a current resume in confidence to: Gary L. Schell, Professional Recruiter, Harris Broadcast Products Division, PO. Box 4290, Quincy, Illinois 62301.

An Equal Opportunity Employer—Male and Female

WITN-TV has an opportunity for a Regional Sales Manager. Must be a self-starter with experience in local and regional sales. Able to handle key agencies and be familiar with various phases of the rating services. Live in Eastern NC and cover NC and VA. Excellent territory and account list. Contact Bob Culler, VP Sales, Washington, NC 27889. 919-948-3131.

Situations Wanted News

INNOVATIVE


For Fast Action Use

BROADCASTING's
Classified Advertising
DEAN
School of Journalism
University of Missouri-Columbia

The University of Missouri School of Journalism is searching for a Dean to begin in the fall of 1982. Applicants should have strong leadership and administrative abilities, with a commitment to the importance of teaching and a high regard for the practical experience that Missouri-Columbia offers.

We want an individual of outstanding character, probably an educator, a practicing journalist, or an executive in the advertising or communications industry, with a strong belief in the value of scholarly research.

Send letter of application with vita by March 24 to:
Donald J. Brenner, Chairman, Search Committee
Box 838, School of Journalism
University of Missouri-Columbia
Columbia, Missouri 65205

An Equal Opportunity, Affirmative Action Employer
For Sale Stations Continued

**CHAPMAN ASSOCIATES**
media brokerage service

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To receive offerings within your area of interest, or to sell, contact
John Emery, Gen. Mgr., Chapman Co., 1835 Savoy Dr., Atlanta, Ga. 30341

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**FOR SALE**

California: Full time AM, class C FM, Extremely attractive area with over 30% increase radio dollars in market in 1980. Grossing $1 million yearly with $400,000 operating profit. Asking $3.5 million on terms. Exceptional opportunity. Northeast: Top 50 market fulltime AM facility $500,000 spent in recent improvements. Now moving up in ratings. Market has over $1 million radio dollars, up 15% in 1990. Asking $750,000 cash plus $500,000 payable over 10 years with no interest. Current owner has made turnaround, new buyer has immediate upsold potential. Midwest: $200,000 down for full time AM in Top 50 market. Facility recently improved. Balance of $600,000 over 7 years and seller will carry at 12% interest. Atlantic: $200,000 down full time AM in Top 50 market. Facility recently improved. Balance of $600,000 over 7 years and seller will carry at 12% interest. Las Vegas, Nevada: Full time AM facility. We have details. Terms available with $500,000 down. Pacific Northwest: Grossing approximately $1 million. Class C FM with full time AM. Over $550,000 radio dollars in market, up 20%. 12% share. Terms available. Sunbelt: Class C FM in one of the fastest growing cities in the U.S. $2 million.

H.B. La Rue, Media Broker

**R.A. Marshall & Co.**
Media Investment Analysts & Brokers
(803) 842-5251

Train a new contender! Separately owned fulltime AM/FM in top 100 western market. $2.8 million, terms.

**Ralph E. Meador**
Media Broker
AM - FM - TV - Appraisals
P.O. Box 36
Lexington, Mo. 64067
Phone 816-259-2544

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**THE KEITH W. HORTON COMPANY**
For prompt service contact
Home Office: P.O. Box 948
Elmira, N.Y. 14902
24 hr Phone: (607) 733-7318
Bob Kimel's office:
P.O. Box 270,
St. Albans, VT 05478
24 hr Phone: (802) 524-3963
Brokers and Consultants

**Wilkins and Associates**
Media Brokers

**FOR SALE**

SD AM 260K Small
IA AM/FM 360K Small
Midwest AM/FM/CP 410K Small
TN AM 330K Small
KY AM/FM 500K Small
AR FM 625K Small
OK FM 380K Small
MS AM 400K Small
MO AM/FM 300K Small
MI AM 525K Small
WI AM 225K Small
VA AM 325K Small
GA FM Downpayment 15K
NC AM Downpayment 25K
SC AM Downpayment 25K
ND AM/FM Downpayment 20K
FL AM Downpayment 20K
AR AM Downpayment 15K
OR AM Downpayment 30K
South 5KW Potential

West Coast:
44 Montgomery Street, 5th Floor, San Francisco, California 94104
415-434-1750

East Coast:
500 East 77th Street, Suite 1909, New York, New York
212/268-0737

**Ralph E. Meador**
Media Broker
AM - FM - TV - Appraisals
P.O. Box 36
Lexington, Mo. 64067
Phone 816-259-2544
For Sale Stations Continued

901/767-7980

MITTON E. FORD & ASSOCIATES
MEDIABROKERS APPRAISERS
"Specializing in Sunbelt Broadcast Properties" 5050 Poplar Suite 816 Memphis, TN 38117

FOR SALE
Michigan AM-$130,000. FM-$130,000. Write Box R-149.

OZARK AREA
Small market AM-FM. Opportunity for experienced owner-operator. $425,000, including valuable real estate and good facilities. $75K down, low interest, owner financing. Box R-171.

FOR SALE

NORTHERN WISCONSIN
Absentee-owned small market AM/FM. $325,000, includes building and land on major highway. $90K down. Will consider managerial investment. Write Box R-151.

RELIGIOUS BROADCASTERS
Great daytimer available in market area over 250,000 in Midwest. No other religious station or TV stations within 70 miles. Terms: only cash acceptable—$70,000. Includes all real estate. Box R-128.

TEXAS FM

RADIO STATION VALUE
Beautiful small market AM stereo facility. Owner is non-broadcast; manager retiring. Medically Annual revenue, $110K; operating costs, $60K. Ideal first property. Small down payment and assume notes. Assets exceed liabilities. 912—268-4382.

BROADCASTING'S CLASSIFIED RATES

Payable in advance. Check or Money order only. (Billing charge to stations and firms: $3.00.)

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

The publisher is not responsible for errors in printing due to illegible copy. All copy must be clearly typed or printed.

Deadline is Monday for the following Monday's issue. Orders and/or cancellations must be submitted in writing. (NO telephone orders and/or cancellations will be accepted).

 Replies to ads with Blind Box numbers should be addressed to (box number) c/o BROADCASTING, 1735 DeSales St., N.W., Washington, D.C. 20036.

Advertisers using Blind Box numbers cannot request audio tapes, video tapes, transcriptions, films or VTR's to be forwarded to BROADCASTING. Blind Box numbers. Audio tapes, video tapes, transcriptions, films and VTR's are not forwardable, and are returned to the sender.

Rates: Classified Listings (non-display) Help Wanted: 85¢ per word. $15.00 weekly minimum. Situations Wanted: (personal ads) 50¢ per word. $7.50 weekly minimum. All other classifications: 95¢ per word. $15.00 weekly minimum. Blind box numbers: $3.00 per issue.

Rates: Classified Display: Situations Wanted (personal ads) $40.00 per inch. All other classifications: $70.00 per inch. For Sale Stations, Wanted To Buy Stations, and Public Notice advertising require display space. Agency commission only on display space.

*For Sale Stations, Wanted To Buy Stations, Employment Services, Business Opportunities, Radio Programming, Miscellaneous, Consultants, For Sale Equipment, Wanted To Buy Equipment and Situations Wanted advertising require payment in advance.

Publisher reserves the right to alter Classified copy to conform with the provisions of Title VII of the Civil Rights Act of 1964, as amended.

Word Count: Include name and address, Zip code or phone number including area code counts as one word. Count each abbreviation, initial, single figure or group of figures or letters as one word. Symbols such as 35mm, COD, PD, etc. count as one word. Hyphenated words count as two words. Publisher reserves the right to abbreviate or alter copy.
Media

Harry Kalines, VP-general manager, wxtt(FM) Jacksonville, Fla., named senior VP marketing for parent, Post-Newsweek Stations.


Walter Sabo, executive VP, FM radio, NBC, joins ABC Radio Networks, New York, as VP.

Joanne Ryan, research analyst, ABC Radio Networks, named senior research analyst.

Barry Wilson, VP, Times Mirror, joins United Cable Television Corp., Denver, Colo., as VP, Eastern region.

Gary Cummings, director, editorial and station services, wcbi(FM) New York, named VP-assistant to president, CBS Television Stations there.

John Mayasich, general manager, kstf(FM) Minneapolis, with additional responsibilities for Hubbard's kxbr(FM) Albuquerque, N.M., elected VP and manager of Hubbard Broadcasting radio operations.

Elected Senior VP's, Bonneville International Corp.: Kenneth Hatch, president, Kzo, Inc., Seattle; Jay Lloyd, president, KSL-TV Salt Lake City; Robert Barker, VP, general counsel, Washington; Blaine Whipple, VP, finance, Bonneville International Corp.

John Gehron, VP and station manager, wls(FM) Chicago, named VP-general manager.


Campbell Thompson, VP, Wgny(AM)-Wfcr(FM) Newburgh, N.Y., resigns, but will maintain consultancy relationship with station.

Jeff Peck, national and retail sales manager, khla(AM) Los Angeles, joins kogd(AM)-Kprs(FM) San Diego as VP-general manager.

Frank Pilgrim, VP and general manager, wdam(AM)-Laurel, Miss., joins Wmddtv(FM) Salisbury, Md., as general manager.

Frank Webb, sales manager, khoo(FM) Waco, Tex., joins Kkik(AM) there as general manager.

Bob Frisch, station manager, Wgir(AM-FM) Manchester, N.H., named general manager.

Jim Boaz, VP and station manager, Wl-A-TV Washington, leaves to become president, general manager and part owner of Wxxa(AM) Albany, N.Y. Station scheduled to begin operations July 1.

Joanne Walter joins ABC Networks, Joannes, marketing for Wjxt(TV) Newburgh, N.Y., named executive vice president, ABC TV 25 for Wbcs(TV) Charleston, S.C., succeeds Whipple as VP.

Campbell Thompson, VP, Wgny(AM)-Wfcr(FM) Newburgh, N.Y., resigns, but will maintain consultancy relationship with station.

Jeff Peck, national and retail sales manager, khla(AM) Los Angeles, joins kogd(AM)-Kprs(FM) San Diego as VP-general manager.

Frank Pilgrim, VP and general manager, wdam(AM)-Laurel, Miss., joins Wmddtv(FM) Salisbury, Md., as general manager.

Frank Webb, sales manager, khoo(FM) Waco, Tex., joins Kkik(AM) there as general manager.

Bob Frisch, station manager, Wgir(AM-FM) Manchester, N.H., named general manager.

Jim Boaz, VP and station manager, Wl-A-TV Washington, leaves to become president, general manager and part owner of Wxxa(AM) Albany, N.Y. Station scheduled to begin operations July 1.

Renee Drew, assistant to president, KDIG(AM) San Bernardino, Calif., and KBon(FM) Lake Arrowhead, Calif., named station manager for both stations.

Dick Bailey, news director Koval(FM) Ojai, Calif., named operations manager.

Steven Cartwright, sales manager, Wxqt(AM)-Wgfr(FM) Grand Rapids, Mich., named station manager.

Appointments, NBC Television, New York: Glen Fitzgerald, manager, station advertising, named manager, station print advertising; Lynne LaVecchia, promotion-production assistant, print advertising, named administrator, station print advertising; John Rosas, manager, broadcast advertising, named manager affiliate broadcast services; Karen Atlas, talent coordinator, East Coast, named manager, talent coordination; Carole Blankman, page, guest relations, succeeds Atlas.

Michael Schnipper, labor relations attorney, ABC, New York, named assistant general attorney, labor relations, East Coast.

Paul King, assistant manager, broadcast division, PTL Television, Charlotte, N.C., named manager, broadcast division. Jay Babcock, production writer, named administrative assistant, broadcast division.

O. Ewing Moore, accountant, Wwsw(AM) Pittsburgh, joins Wpxhtv(AM) there as controller.

Advertising

Bob Cappelli and John Valverde, partners, Tatham-Laird & Kudner, Chicago, named senior partners.

Thomas Healey, VP, media group supervisor, Campbell-Ewald, Warren, Mich., joins J. Walter Thompson, Dearborn, Mich., as director of media and marketing information services.

Sherrie Feldman, media director, Maher Elen Advertising, Los Angeles, elected VP.

William Wells, director of research services, Needham, Harper & Steers, Chicago, named director of marketing services. Pat Cafferata, deputy research director, succeeds Wells.

James Crimmins, associate research supervisor, named director, marketing decisions systems.

Judy Kirk, creative supervisor, Grey Advertising, Minneapolis, named acting creative director.

J. David Bunnell, account executive, Peters, Griffin, Woodward, Dallas, named sales manager. Guyanne Hines, associate media director, Tracy Locke Advertising, Dallas, joins PGW as account executive.


Patricia Zweifel, VP and media director, Smith & Yehle, Kansas City, joins Gordon, Kietzman, Dennis, Oklahoma City, as media director.

Surely in a class by herself.

Sherlee Barish. Executive recruiter. The best there is, because she's been doing it longer and better. Television news is her specialty; Anchors, reporters, meteorologists, sportscasters, news directors and news producers. Call her.

BROADCAST PERSONNEL, INC. 527 MADISON AVENUE NEW YORK CITY, 10022 (212) 355-2672
Ads there, advertising sales representative for RVS Cablevision, which owns cable systems in Milwaukee suburbs, as sales manager.

Tim Wilson, sales manager, Buckley Radio Sales, Detroit, joins CKLW(AM)-CKLW-FM Windsor, Ont., as sales manager.

Robert Powers, retail sales manager, KSEA(FM) Seattle, named local sales manager.

Barb Ekholm, sales assistant, WSB-FM Seattle, named assistant market research director.

Diane Denning, co-op specialist, WCOL(AM)-WXG(AM) Columbus, Ohio, joins WBLA(AM)-WBYT(AM) Baltimore as co-op sales coordinator.

Russ Beckmann, general manager, KCRY(AM)-KMIX(AM) Turlock, Calif., joins KSOS(AM) Tulare, Calif., as sales manager.

Arthur Leffler, account executive, WLA-TV Washington, joins WTTG-TV there in same capacity.

Pamela Trathen, sales co-op coordinator, KOMO-TV Seattle, named account executive.

Christina Buman, director of client services, KOMO(AM) Seattle, named account executive.

Linda Laughlin, special events director, Hochschild Kohn Co., joins WBT(AM)-Baltimore as marketing services director.

Pat Elles Etarkin, account executive, WMCM(AM) Ottawa, Ill., joins KBCS(AM) Oklahoma City as co-op coordinator.

Programing

Carl Sambus, director of business administration, Showtime, New York, named VP, planning and development.

Gus Lucas, VP-program planning and scheduling, ABC Entertainment, Los Angeles, given additional responsibilities as assistant to senior VP prime time, ABC Entertainment.

Dennis Lewin, director, production coordination, ABC Sports, New York, elected VP, production coordination.

Ralph Smith, VP, finance and administration, Watermark/ABC Radio Enterprises, promoted to VP and general manager of unit.

John Pike, VP-programming, NBC owned-and-operated stations, named VP-programming, Paramount Video. Pike moves from New York to Los Angeles. Bill Mechanic, VP-programming, SelectTV Programming Inc., joins Paramount Video as VP-pay television. Paramount Video is newly formed division of Paramount Studios involved in program production and distribution to supplemental video markets.

Charmaine Ballan, VP-development, Carson Productions, joins Viacom Productions, Los Angeles, in same capacity.

Tom Ropalewski, story executive, Project Cock, NBC, joins Universal Television, Universal City, Calif., as director of current programing.

Martha Mason, production manager, NBC, joins Columbia Pictures Television, Burbank, Calif., as director of live and tape production.

John Migicovsky, director of syndicated sales, Columbia Pictures Television Canada, Toronto, named general manager.

Michael Klein, programming associate, NBC Entertainment, joins 20th Century-Fox Television as director of development.

Al Brady Law, VP, programming, NBC Radio Stations, New York, named VP, programming and audience development.

Scott Carlin, director-Eastern sales, Telepictures' domestic television division, elected VP.

Ruth Vitale, manager, sales operations, Hearst/ABC Video, New York, joins The Movie Channel there as manager, film acquisition.

Allen Balch, VP-network services, O'Connor Creative Services, joins CBS Radio Stations News Service, Washington, as marketing manager.

Harry Curtia, manager of program operations, ABC Radio Networks, New York, named director of program operations.

Ken Martin, program clearance manager, Mutual Broadcasting System, joins Harwood Productions, New York, as manager of station relations.


Weston Elliot, VP, marketing, Gateway Productions, New York, joins NBC Enterprises there as VP sales.

Harry Davis, distribution coordinator, Television Syndication Center, Group W Productions, Pittsburgh, promoted to senior distribution coordinator.

Timothy McInerney, director of marketing, American Educational TV Network, joins Volani Broadcasting, New York-based programmer, specializing in Italian-American market, as executive VP.

Sue Steinberg, executive producer, MTV: Music Television, Stamford, Conn., joins Vestron Video there as VP programing.

Monty Houdeshell, VP-finance and administration (record and music subsidiary). 20th Century-Fox Film Corp., Los Angeles, joins Oak Media Development Corp., San Diego, as VP-finance.

William Dennis, VP and general manager, United Artists licensing and merchandising, named VP of newly formed MGM/United Artists licensing and merchandising.

Jim Farney, freelance video editor, named director of post production, Pacific Video Resources, San Francisco post-production facility.

Julie Harbert, senior programing research analyst, Home Box Office, New York, joins ON-TV Los Angeles as manager of research.

Alex Valderrama, field producer, PTL Television Network, Charlotte, N.C., named director of operations. Park Road Productions, new production facility for PTL there. Lyn Robbins, air personality, WAMS(AM)-Charlotte joins PTL as associate producer-booker. Darle Sutton, field producer, named associate producer.
Hank Walker, cameraman, named director.

Marty Schultz, executive producer, KRON-TV San Francisco, joins co-owned Chronicle Productions post-production facility there as president.

Richard Neer, program coordinator, WNEW-FM New York, named program director.

Andy Lockridge, operations manager, KATT-FM Oklahoma City, joins KZEW-FM Dallas as program director.

Greg Bennett, air personality, KUAD-FM Windsor, Colo., named program manager.

Jim Herron, radio programming consultant, Jeff Pollock Communications, Los Angeles, joins WXTR-AM-FM La Plata, Md., as program director.

Mike Clark, air personality, KGUL-FM, Port Lavaca, Tex., joins KTXX-FM, Victoria, Tex., as program director.

George Adams, account executive and program director, WCR(AM) Cheraw, S.C., joins WX(AM) Mount Pleasant, S.C., as director of sales and programming.

Alma Newsom, assistant program manager, KHOW-TV Houston, named program manager.

Carol Brandenburg, co-director, TV lab, non-commercial WNET(TV) New York, named executive producer, Matters of Life and Death anthology series.

Connie Calomiris, assistant producer, Good Morning Washington, WLA-TV Washington, named associate producer.

Robert Gordon, producer-director, WBK-TV Detroit, joins WNET(TV) Nashville as executive producer of programming and news production.

Dewey Moede, account executive and sports announcer, KEY-ZXYYZ, Williston, N.D., joins WAMJ(AM) South Bend, Ind., as sports director and account executive.

Neil Ross, program producer, KNX-FM Los Angeles, joins KMPC(AM) Los Angeles as air personality.

John Fossen, sports director, WEYI-TV Saginaw, Mich., joins KTUL-TUL Tulsa, Okla., as sports anchor.

Andy Liscano, sportscaster-reporter, WQBR(AM) Richmond, Va., joins WEX(AM) Miami, as sports anchor.

Roger Springfield, from WNP-TV Scranton, Pa., joins WSTM-TVM Syracuse, N.Y., as sports director.

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**News and Public Affairs**

William Perez, director, programming, promotion and news, WAPA-TV San Juan, P.R., named VP, news and public affairs.

Bob Horner, assistant manager, CBS News bureau, Atlanta, named manager, Don Webster, correspondent, CBS News, Chicago, named news production coordinator, London bureau.

Larry Bensky, news director, KREE(AM)-KBEX(AM) Berkeley, Calif., joins California Public Radio, San Francisco, as managing editor of new statewide newscast.

Randall Joyce, assistant news director, WHP-TV Harrisburg, Pa., joins New Jersey Nightly News, Trenton, N.J.-based co-production of New Jersey Network and noncommercial WNET(TV) New York, as Newark bureau chief.


Brad Lacey, anchor, WSCC-TV Charlotte, N.C., joins PTL Television Network there as international correspondent and ministry communications director.

Steve O’Brien, reporter, anchor-producer, WALT-TV Albany, Ga., named news director.

Joel Jackson, news director, WCTR(AM)-WHEZ(AM) Huntington, W. Va., joins Mountain, new Lewistown, W. Va., state radio network, as news editor. John Back, reporter WCTR-WHEZ, named news director.


Sam Cooke Digges, retired president of CBS Radio Division, joins WPTV(TV) West Palm Beach as news commentator.


Mike Pulsipher, from KNX(AM) Los Angeles, joins KCBS(AM) San Francisco as anchor-reporter.

Diane Betzendahl Allen, from WLS-TV Chicago, joins KWW-TV Philadelphia as anchor.

Don Craig, freelance photographer, Chicago, joins WSBM-TV there as anchor-reporter.

Ian Rose, anchor-reporter, KRGB(AM) San Antonio, Tex., assumes additional responsibilities as director of public affairs.

Kristie Wilde, news co-anchor, WHAS-TV Louisville, Ky., joins KNBC(AM) Los Angeles as reporter.

Heather Harden, from WFRV-TV Green Bay, Wis., joins WXIA-TV Atlanta as reporter.

Glenn Burns, weather forecaster and science editor, WTCN-TV Minneapolis-St. Paul, joins WSB-Atlanta in same capacity.


Rob Sweeting, reporter, WCMC(TV) Miami, joins WSB-TV Atlanta in same capacity.

Tim Fleischer, reporter, WKBU-TV Buffalo, N.Y., joins KDKA-TV Pittsburgh in same capacity.

Taylor Henry, anchor-reporter, KSIX-AM Shreveport, La., joins WNTW-AM New Orleans as correspondent.

John Roberts, reporter, Springfield (Massachusetts) Morning Union, joins WIS-TV Columbus, S.C., as reporter.

Billy Sunshine, graphics designer, CBS News, joins Satellite News Channels, Stamford, Conn., as art director.

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**Rock & Roll Roots**

**A Three Hour Weekly Event**

Rock and Roll Roots traces the progression of super hit music from the late 50’s and 60’s to the 80’s. Using themed, chronological segments, from “Great American Groups” to “Great Female Stars” from “The One Shot Artists” to “Do Songs” “Don’t Songs,” “Love Titled Hits,” “Baby Songs,” over 150 different themes. Twenty-six weeks of programming that will draw more audience than any other weekly syndication.

Rock and Roll Roots produced by Jack Alex

Syndicated by the William B. Tanner Company

Call David Tyler or Carl Reynolds for a free demo at (901) 320-4340
Technology

J. Peter Bingham, VP, engineering, RCA consumer electronics division, joins Magnavox CATV Systems, Manlius, N.Y., in same capacity.

Ferris Perry, VP, national accounts in Northwest region, Annexer-Pruzan, Skokie, Ill.-based manufacturer of cable television equipment, named VP.

Tony Ciesniewski, director of engineering, Golden West Broadcasters, joins Meritope, Hollywood, Calif., in same capacity.

Jack Cunkelman, engineering supervisor, WLWTV Cincinnati, named manager of engineering maintenance.

Curt Contrata, camera operator, noncommercial WPBT TV Miami, named supervisor of studio operations.

Howard McClure, director of product management and application engineering, Fernshe Inc., joins Townsend Associates, Westfield, Mass.-based manufacturer of television transmitting equipment, as VP marketing.

Thomas Deyo, chief engineer, noncommercial KXCA-TV and KXCTV Minneapolis-St. Paul, joins noncommercial KNME-TV Albuquerque, N.M., as director of engineering.

Leon Brown, operations director, KTVK(TV) Nampa, Idaho, joins WRAU-TV Peoria, Ill., as director of engineering.

Robert Diehl, manager of facilities engineering, noncommercial KGED-TV and KGEX(TV) San Francisco, joins WBDO-TV Orlando, Fla., as chief engineer.

Howard Frost, assistant director of engineering, WSB-TV New York, joins WTVT(TV) Springfield, Mo., as chief engineer, succeeding Dennis White, who retires after 28 years in position.

Promotion and PR

Stuart Ginsburg, director of national publicity, Atlantic Records, joins Showtime, New York, as director of public relations.

Maite Saralegui, assistant production editor, Mademoiselle, New York, joins SIN National Spanish Network there as publicist.

Ray Healey, press representative, press information, CBS Entertainment, New York, named director, internal communications, corporate information, CBS.

Rosemary Marranca, VP, Phil Dean Associates, leaves to form own public relations firm, Rosemary Marranca Enterprises, 250 Park Avenue, New York, specializing in communications industry.

Debra Halberstadt, AP photo editor in Los Angeles, joins NBC, West Coast, as manager, photography and publicity, press information.

Deborah Solow, film liaison, municipal government, Pittsburgh, joins DJW Associates, New York, as director of marketing and business development.

Dan Agan, director of advertising, video promotion and marketing projects, Public Broadcasting Service, Washington, assumes additional duties as director of public information. He succeeds Mark Harrad, who left to join Home Box Office (Broadcasting, Jan. 4).

Luann Davis, assignment editor, KMET-TV Denver, joins Hill & Knowlton there as account executive.

Pat Ryan, assistant creative director, May Byrd Productions, Washington, joins WMAL there as promotion coordinator.

Madeline Lane, from KQED-FM Kansas City, Mo., joins WCFL-FM Skokie, Ill., as promotion director.

Allied Fields

Sidney Epstein, associate publisher and editor of defunct 'The Washington Star,' joins Malarkey-Taylor, Washington-based telecommunications management and engineering consulting firm, as VP, electronic newspaper publishing.

Daniel Zucchini, advertising sales director, Time Inc.'s 'Money' magazine, named publishing director for planned cable magazine.

George Seman, president, International Development and Investment Consultants Limited, Washington, joins Stan Raymond and Associates, Atlanta-based broadcast consultants and brokers, as manager of new Washington office, located at 1111 19th St., N.W.

Joseph Philport, Eastern division manager, Arbitron, New York, elected VP, Arbitron television advertiser/agency sales Paul Williams, client service representative, Arbitron, Los Angeles, named account executive.

Thomas Manderscheid, director of sales and marketing, Tennessee Theater, Knoxville, joins Arbitron, Chicago, as account executive.

Elected officers, Philadelphia Area Radio Broadcasters Association: Larry Wexler, VP-general manager, WGEN-FM-WHAS(FM), president; Lita Indzel Cohen, executive VP and general counsel, WHATAM-WWDB(FM), first vice president; Arthur Camilo, VP-general manager, WUFF(FM), treasurer; Joel Samuelsohn, general manager, WRSIG-AM-WRSIC(FM), secretary.

Elected officers, South Carolina Broadcasters Association, Ken Harmon, VP-general manager, Big Ben Broadcasting Corp., president; William Sanders, WSCR(SM) Sumter, president-elect; Bill McIlvane, WNOX-FM Columbia, VP-radio; Gloria Wilson, WESC-TV Charleston, VP-television.

Joanna Horsfall, research assistant to John Eger, principal in Washington-based legal consulting firm specializing in telecommunications policy, joins communications law firm of Peabody, Lambert & Meyers there, as telecommunications policy analyst.

Michael Jaffe, from Israel Television, Jerusalem, joins Israeli Broadcasting Authority, New York, as North American representative, international relations and sales department.

Deaths

A. Eugene McKeeough, 54, chairman and chief executive officer of Leo Burnett U.S.A., Chicago, died of cardiac arrest on Feb. 13 in Queens hospital, Honolulu. He joined Burnett in 1960 as account executive, and assumed chairmanship last August. He is survived by his wife Beate, and five children.
Carrying the torch for radio now

In 1960, a high school student from Southern California carried the torch to help open the Winter Olympics in Squaw Valley. Today, more than 20 years later, Norm Pattiz is still setting a rapid pace as founding president of one of the fastest-growing and most successful program syndication companies in radio.

How did a young man with an already proved track record in athletics and television sales parlay a modest $10,000 investment into a multimillion-dollar company within six years?

"The reason why Westwood One has been a success where others have failed is very simply our ability to do business with national advertisers," Pattiz says. That may be oversimplifying things, according to those who know Pattiz well. They regard him as a man of almost limitless energy, a persuasive speaker and an uncommonly good analyst of industry trends. These traits, plus a keen sense of timing, have played a significant role in the Pattiz success story, they believe.

"Every program we've ever marketed has been successful and is still on the air," Pattiz proudly points out. Every program has also been distributed free of charge to participating stations, on a market-exclusive basis. From its inception in 1975, Westwood One has relied on the barter system for its program distribution. Stations are given programming in exchange for in-program commercial time that, in turn, is sold to the syndicator's national sponsors. The roster of sponsors includes Schlitz Brewing Co., International Harvester, United Vintners, Panasonic, Nestle and Levi Strauss.

The concept that grew into Westwood One came to Pattiz while he was listening to a 52-hour "Motown Weekend" special broadcast by a small Los Angeles AM station, KGFI, shortly after a management change had led to his departure from KCPX, a local independent station. Preliminary research taught Pattiz that what little radio syndication existed was being produced by small, underbudgeted companies that were often poorly run.

"There was no dominant force," he recalls. "No company [was] involved in this kind of enterprise on a large scale. So I took $10,000 I had in the bank and went for it." Following up on what he'd just heard, and utilizing contacts he had developed in his seven years at KGFI, Pattiz put together his own "Sound of Motown" special at KGFI, produced with interviews, research and news supplied by Motown Records. The program, which aired on 200 stations, was paid for by Schlitz, Warner Lambert and United Vintners.

Those early sponsors liked the results of Pattiz's first project and agreed to support more. Their contracts allowed Pattiz to open a 200-square-foot office in the Westwood district of Los Angeles (thus the name, Westwood One). Since then, the company has acquired a modern, 10,000-square-foot facility in nearby Culver City and a sales office on New York's Madison Avenue.

"Syndication had a terrible name when I got started," Pattiz remembers. "Syndicators with no marketing savvy had left a lot of sponsors wondering six months later if their shows and ads ever got on the air. We had to convince station managers they would receive the product and advertisers that the product would indeed be aired."

Today, Pattiz believes radio syndication has become much more respectable. It has credibility, he says, because advertisers realize it's an efficient way to reach specific groups of listeners.

The trend at Westwood One today is one of diversity.

"With the interest in country music exploding, we were very interested in a country project," Pattiz says. A concert show, Live from Gilley's (a Texas country nightclub), was the result. The weekly program has broadened the syndicator's image and become one of its most widely heard offerings. It is one of three concert series Westwood One currently produces. In April, the company will start a new mobile recording division utilizing its new $500,000 remote recording van.

"We now do four programs for black radio. We're examining Spanish-language radio because we feel there's going to be a great upsurge in that area. We're working in adult contemporary and middle-of-the-road formats now," says Pattiz.

Although he is constantly talking to listeners and program directors in an effort to learn their opinions, Pattiz described himself and his company as "basically conservative" when it comes to second-guessing the audience.

"There isn't anybody who can predict accurately where radio is going to be five years from now--there's just too much going on. It's the nature of the medium. There is no force that can move 7,000 radio stations in any one direction," Pattiz believes.

Pattiz admits that as the company grows, he'll likely have less time to take part in the day-to-day operations of Westwood One, in part because of his busy schedule with the company, he is involved in creation and execution of programs and sales strategies.

"This is a privately held company, not a big corporation with three letters in its name," he reminds an interviewer.

Pattiz derives personal satisfaction from his entrepreneurial activities, noting: "I've always liked to be a success in what I do. Radio in exotic places, but his staff points out that their boss is not the kind who likes to sit idle very long.

RCA Americom filed tariff at FCC last Thursday (Feb. 18) for new Fixed Rate Transponder Service (BROADCASTING, Feb. 15). Tariff comes in wake of FCC's rejection of RCA's $90.1-million auction of seven transponders on Satcom IV (Cable Net II) (BROADCASTING, Feb. 11). Under new tariff, RCA proposes to make undisclosed number of transponders on Cable Net II available for lease, charging customers $13 million for fixed seven-year, nine-month period from date Satcom IV is slated to begin operation (April 1) through Dec. 31, 1989. According to tariff, preferences won't be given to auction bidders, and transponders will be allocated on first-come, first-served basis. If tariff is approved, RCA said it would start accepting transponder orders at 9 a.m. March 25. RCA said if demand for transponders exceeds supply, it will hold lottery to allocate transponders. FCC, finding that Satcom IV's "rapidly approaching" operational date justified expedited treatment of tariff, agreed last week to permit tariff to be filed on 30-day public notice period instead of normal 90 days. FCC said it would accept petitions on tariff until March 5. If FCC doesn't reject tariff, it will go into effect March 20. If tariff goes into effect, demand is likely to exceed supply. One highly placed RCA source said new offering had generated "a heck of a lot of interest." All seven winning auction bidders—Transponder Leasing Corp., Billy Batts, Warner Amex Satellite Entertainment Co., RCTV, HBO, Inner City Broadcasting Corp., and UTV Cable Network—have maintained interest in securing transponder space, and thus are likely to be among those queuing up on March 25. Other companies that have previously shown interest in acquiring space on Satcom IV include: ABC, Showtime, Bonneville Satellite Corp., National Christian Network Inc., Landmark Communications, Hughes Communications, Satellite Syndicated Systems, Trinity Broadcasting Network, Westinghouse Broadcasting and Neighborhood TV Co.

JWTV Group, which disclosed early last week it would take $18 million pre-tax write-offs because of fictitious accounting entries by its JWTV Syndication unit from 1978 to 1981 (story, page 46), said later in week additional $6.5 million in fictitious revenues were recorded in fourth quarter of 1982. As result, Thompson said, its previously announced estimated 1981 after-tax charge of $6.5 million will be increased to about $9.5 million. JWTV said it expects to report earnings for 1981 in range of 80 cents to $1.20 per share and explained range by saying determination of value of syndication inventory has not been completed.

Kalamazoo, San Diego, pioneer station, has signed up to become radio affiliate of Ted Turner's CNN2. "For less than what it costs to hire two local news persons," says General Manager Jim Price, starting in early March, station will import audio portion of CNN2 and mix it with six minutes of local news and eight minutes of local advertising each half hour. Many AM broadcasters, says Price, "know damn well the future of AM radio is news and information... and CNN2 makes it a lot easier to get into news... really think he's got a winner here." Price said that KGB has applied for new call letters—KCNN—and added WCNN is still available for eastern station.

Top priorities for FCC's Broadcast Bureau are completing order on low-power television, reducing backlogs in AM and FM applications and re-evaluating need for rules imposing filing requirements on broadcasters. That was word from FCC Broadcast Bureau Chief Larry Harris, guest speaker at Consumer Assistance and Minority and Small Business Division brownbag lunch in Washington last week. Harris said bureau planned to have LPTV order, which will include preference for minorities, on commission's agenda for March 4 meeting. Harris also said bureau has requested transfer of four engineers from Office of Science and Technology to help it get handle on more than 400 AM and 200 FM applications on file. Harris attributed backlog to "quadrupling" of applications. And backlog won't be helped by fact that Tom Johnson, chief of Broadcast Facilities Division, AM Branch, is taking job outside agency, Harris said. Harris also noted he had proposed Fairness/Political Broadcasting Branch to be transferred to General Counsel's Office. Although he said proposed transfer would lead to increased efficiency, if proposal raised "a lot of heat" and created incorrect impression that FCC intended to "pull back" on fairness doctrine enforcement, he would rethink it. Like Chairman Mark Fowler, Harris made clear that he thought it was best to permit marketplace to determine programming. But even though FCC has asked Congress to repeal fairness doctrine, "we enforce the fairness doctrine, and as long as it's on the books," the FCC will, Harris said.

What would be RKO General Inc.'s misfortune could be bonanza for National Public Radio. At least, NPR is considering filing with FCC for authority to operate two stations in event commission denies RKO's request. The station would be located in New York city and would be financed by RKO's profits, said an official. NPR, which has asked Congress to repeal fairness doctrine, "we enforce the fairness doctrine, and as long as it's on the books," the FCC will, Harris said.

Viacom International reported 20% increase in net income for 1981, to $18,928,000, or $1.51 per share, on 31% revenue boost to $210,436,000. Report notes slight drop in fourth-quarter earnings, to $4,615,000 after two extraordinary items in quarter—$5,377,000 pre-tax loss on donation of WWRLAM New York to United Negro College Fund and payment of $2 million to Telepromter. Latter was condition of Viacom's 1979 sale of 50% interest in Showtime to Telepromter, payment was due because "certain subscriber goals" were met by Dec. 31.

Hearst/ABC Video Services has announced signing of 94,000-subscriber system, USA-Comcast Cablevision of Texas Inc. (now owned by Rogers CableSystems) in San Antonio for Hearst/ABC's women's programing service, Daytime, scheduled for launch on March 15. Spokesman at Hearst/ABC said "no one seems to know" how many subscribers have been signed up to date for Daytime, but company's goal by launch is five million.

ABC-TV has picked five more series for "trial runs this spring" before deciding on 1982-83 lineup. In addition to previously announced 9 to 5, Police Squad and The Phoenix, network will also test Joanie Loves Chachi, spin-off of Happy Days; No Soap, Radio, off-the-wall comedy/variety; Sgt. Hooker police drama (Inside America magazine with Dick Clark, and Cun- terback: Crime in America series involving unsolved crimes and crime-prevention tips. ABC did not specify number of episodes for trial runs. Joanie Loves Chachi (Garry Marshall/Paramount) premieres Tuesday, March 23, 8:30-9 p.m., pre-empting Laverne & Shirley "for the length of the run." No Soap, Radio (Mort Lachman/Alan Landsburg Production) half hour is to begin some time in April in as yet announced slot. Sgt. Hooker (Spelling-Goldberg Production) starts at 90-minute special, Saturday, March 27, 8-9:30 p.m., then takes 8-9 p.m. slot "after King's Crossing completes its initial run in time period." Inside America (Dick Clark Productions) moves in on
Herbert Granath, vice president, ABC Video Enterprises, Walter Cronkite, retired CBS Evening News anchor and Larry Grossman, president, Public Broadcasting Service are among broadcasters expected to attend International Conference on how technological changes in communications industry are likely to affect Public and Publishing. Scheduled for April 1-3 in Milan, Italy, meeting is expected to draw broadcast leaders from U.S., Italy, France and United Kingdom. It is first-time event, being sponsored by Mondadori Foundation, organization funded primarily by Mondadori Publishing Group, one of largest newspaper and book publishing firms in Italy.

Salvatore J. Ianucci, president of Filmways Entertainment, Los Angeles, joins Embassy Enterprises, Los Angeles, as executive VP, responsible for business administration activities for company's various divisions, including Embassy Television, Embassy Pictures, Embassy Telecommunications and Tandem Productions.

Richard W. Miller, senior vice president, finance, Penn Central Corp., named chief financial officer of RCA Corp. Miller replaces Frank T. Alfieri, who becomes executive vice president, special business projects. Both jobs report to RCA Chairman Thornton Bradshaw; Miller will be recommended for election as executive vice president at March 3 board meeting.

Representative George Danforth (D-Calif.), who advanced performers' royalty legislation last year and during several previous Congresses, will probably resign from House during next three weeks. Danielson, who has served in House since 1971, has been appointed to California Court of Appeals.

Up Coming

On Capitol Hill: House Telecommunications Subcommittee will hold hearings on AT&T antitrust settlement and pending common carrier bill (H.R. 5158) on Tuesday at 2:30 p.m. in room 2322, Rayburn House Office building, on Wednesday at 9:30 a.m. in room 2218, RHOB, and on Thursday at 10 a.m. in room 2322, RHOB. Also in Washington: NHK/CBS-TV demonstration of high-definition television will be held at Shoreham hotel Wednesday and Thursday. □ Gary Epstein, chief of FCC Common Carrier Bureau, will address Federal Communications Bar Association luncheon at Touchdown Club Thursday. □ Frank Shakespeare, chairman of Board for International Broadcasting, will speak at Face-to-Face dinner discussion at Carnegie Conference Center Thursday. (Face-to-Face is program of Carnegie Endowment for International Peace and American Foreign Service Association). □ National Association of Broadcasters Task Force on Public Broadcasting Funding meets at NAB headquarters Friday (see page 72). In New York: CBS hosts security analysts for general briefing on company operations Tuesday. □ John Chancellor of NBC News addresses Association of National Advertisers television workshop at Plaza hotel Wednesday. □ J. Richard Munro, president of Time Inc., will speak at ANA media workshop at Plaza hotel Thursday. In Nashville: Country Radio Seminar at Opryland hotel opens Friday (see page 57).
Editorials

On the pad and counting

If the signs are being read correctly, the FCC will soon give "interim" approval to several applications for direct-to-home broadcast satellite service. Comsat, the first applicant to file, through its subsidiary, Satellite Television Corp., can hardly wait for its grant to emerge from the FCC Mimeograph. Its eagerness to proceed is reported elsewhere in this issue.

The approval will be "interim" because the U.S. is yet to acquire title to the frequencies and orbital slots that the DBS operators propose to use. That detail awaits resolution at a conference of western hemisphere nations in Geneva in mid-1983. Nobody can be sure that the U.S. will get all it wants. Still, Comsat officials remain firm in their commitment to start spending three-quarters of a billion dollars on the first phase of a three-channel subscription television system, serving only the Eastern time zone of the U.S. Whether other winning applicants will take plunges of their own before the frequencies are sorted out in Geneva remains to be seen.

Most television broadcasters in this country remain firm in their opposition to the issuance of DBS grants before (1) the U.S. knows what frequencies and satellite positions will fall its way in Geneva and (2) it decides after deeper consideration whether the frequencies it gets would be better used for DBS or other purposes. There is even talk of using some of the spectrum now marked for DBS in a terrestrial introduction of high-definition television of the kind CBS has been promoting. The basic fear among broadcasters is, of course, that DBS could prove to be the eventual destroyer of local television stations.

The inclination on this page has been to side with the broadcasters in their arguments for first things first in the acquisition and allocation of satellite frequencies, although their warnings of the doom of localism have been viewed here as overblown. At the FCC as now composed, however, the mood disfavors delay. As Commissioner Anne Jones told the Electronic Industries Association last week in another context, the disposition is to stand aside and let new and old services fight it out in the marketplace.

If there is to be a fight between terrestrial and satellite services for access to the home, it may begin sooner than later.

cabled television universe would accentuate the audience fragmentation that is already discernible.

Whether Microband will get a hearing at the FCC is uncertain at this stage. Other services have claims on the spectrum that would be needed for 14 MDS channels, although Microband says the claims are unsupported by actual use.

There is no doubt, however, that the discovery of more pathways to the television set proceeds irreversibly.

Everybody's in the act

It is the vision of multiplying video pathways that is inspiring some of the largest companies in communications and entertainment to join forces these days to fill the pathways with programming. The joint venture announced last week by CBS and 20th Century-Fox is but the latest example.

The resources created by unions of recent months are formidable: Westinghouse and ABC for news, CBS and AT&T for videotext, Westinghouse and Disney for family entertainment. Big money from other fields is coming in. Getty Oil is in league with ABC for sports programming.

There are earlier examples: Rockefeller money and RCA in The Entertainment Channel, American Express and Warner Communications. The list goes on.

By now the evidence is indisputable that television is in a period of explosive growth in both physical plant and content development. It is becoming the all-purpose medium of entertainment and information. Distinctions are blurring among the older media as newspapers get into videotext and magazines get into cable programming.

By now the evidence is also indisputable that whatever plausibility could have once been claimed for the argument that scarcity of television outlets justifies, for television, regulation that the First Amendment forbids for the press has long since disappeared. FCC Chairman Mark Fowler has recognized what is going on in the real television world and has called for First Amendment parity. Eventually a majority of members of the Congress will wake up to what has gone on.

In a venture's eye

Adding to the profusion of television delivery systems in being or proposed is the expansion of the multipoint distribution service that Microband Corp. of America has in mind. Microband wants the FCC to create 14 channels of MDS in each of the 50 biggest markets and divvy them up, five, five and four, among three common carriers (Broadcasting, Feb. 15).

Microband sees the amplified MDS as both an auxiliary and competitor of cable television. The two MDS channels now individually controlled in large communities "will not meet the marketplace demand for multiple tiers of programming," Microband said in its filing at the FCC. "With multichannel capacity and telephone-based return circuits, however, MDS could attain parity with cable systems."

Well, not parity perhaps. But certainly more marketability than a single channel provides, and maybe Microband has an interesting idea.

The guess here is that 14 channels of MDS would have more appeal to homes without cable than to those already tied to more channels than MDS can provide. The spread of MDS in the un-

"We have a letter accusing you of impersonating a weatherman."

Drawn for Broadcasting by Jack Schmidt

Broadcasting Feb 22 1982 106
LAST MONTH, THE BIG NEWS IN TELEVISION CAME FROM A SINGLE SOURCE. PUBLIC TELEVISION.

"ONE OF THE MOST EXTRAORDINARY MONTHS EVER IN PUBLIC TELEVISION."
Tom Shales, The Washington Post

NOVA TEST TUBE BABY
WGBH-BOSTON

"...an exclusive first for American television...a dramatic report."
The Boston Globe

"...a winner...done with all the care, attention to detail and first rate acting that is MASTERPIECE THEATRE'S trademark."
Seattle Daily Times

MASTERPIECE THEATRE
THE FLAME TREES OF THIKA
WGBH-BOSTON

"...MAY PROVE TO BE THE HIGHEST RATED WEEK IN PBS HISTORY."
Arthur Unger, The Christian Science Monitor

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