

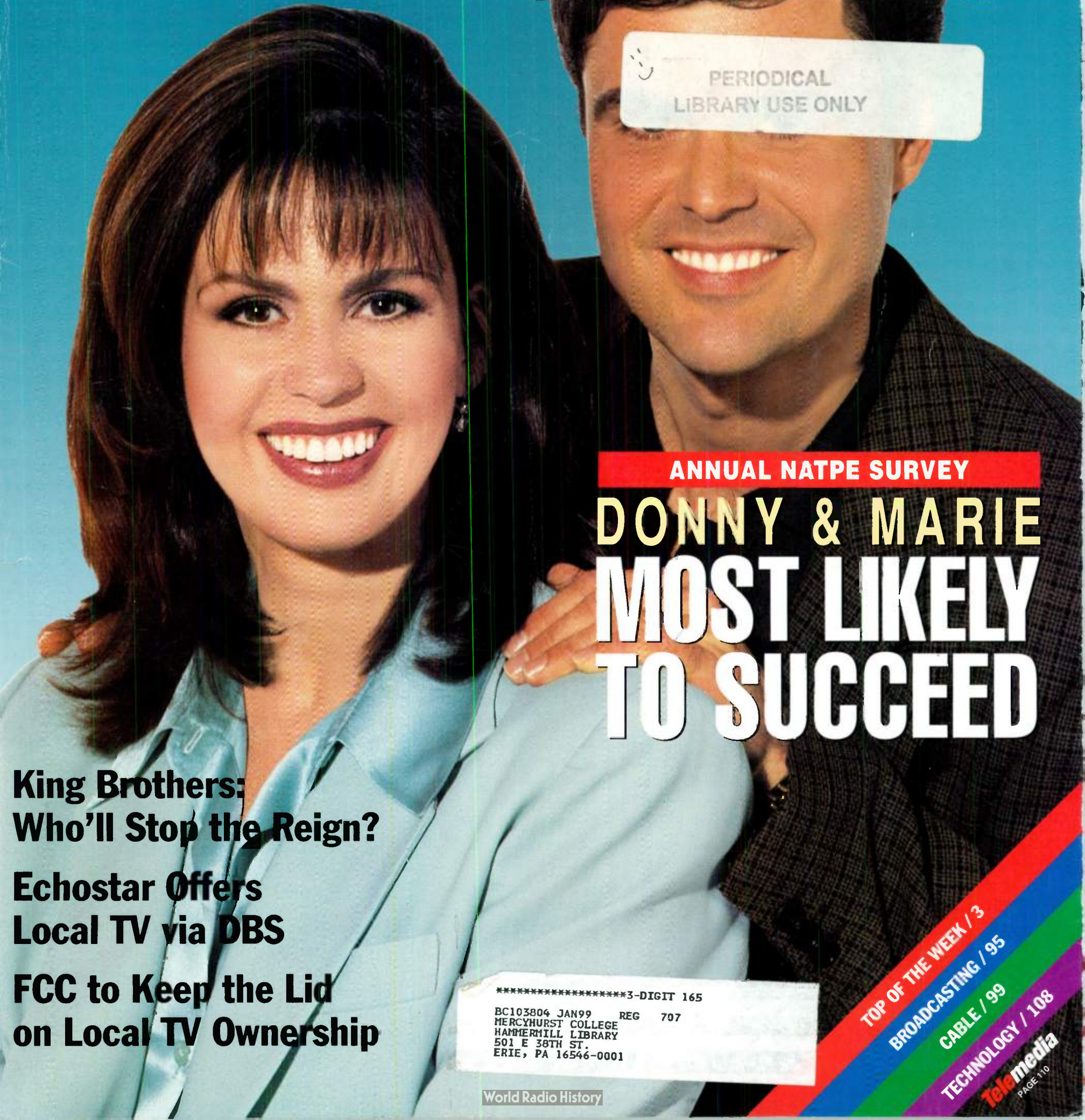
JAN 12

Broadcasting & Cable

The Newsweekly of Television and Radio

Vol. 128 No. 2 67th Year 1998 A Cahners Publication

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S HOT!

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World Radio History

**THE SURFACE OF
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**LIGHTNING CAN REACH
UP TO 54,000°**

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THIS IS

MORTAL
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**ONE HOUR
ONCE A WEEK
FALL '98**

Broadcasting

JAN 12

The Newsweekly of Television and Radio

& Cable

IN BRIEF

The WB has a handshake deal with TCI to participate in the broadcast network's WeB TV project to distribute WB programs (and other shows such as *Friends* and *ER*) to markets 100 and below. The actual contract should be signed this week, says WB head Jamie Kellner: "The paperwork is almost done and I've been told by both John Malone and Leo Hindary that we have a deal." TCI systems cover about 40% of 100-plus TV markets. Terms call for TCI to get 10% of the net revenue generated by the WeB channels it puts on its systems. Participating local broadcast stations (which will sell WeB advertising) and WB will split the rest of the revenue.

Luring *ER* to Fox "would be enormously helpful," said Peter Roth, president of the Fox Entertainment Group. But frankly, he's been more concerned about keeping Fox's own hit, *The X-Files*, from escaping. Not to worry. Roth told TV critics in Pasadena last week that the network's flagship drama has been secured for seasons six and seven. And although deals with stars David Duchovny and Gillian Anderson don't appear final, their departure is "not a possibility any of you should contemplate," he said. Roth declined to say what Fox would offer for *ER*, but he couldn't resist expressing his gratitude for the departure next season of NBC's *Seinfeld*. "The opportunity for us and all the competition is enormous," he said. Another Roth announcement: A "breakout television show" in development for Fox is *PJ's*, from Eddie Murphy, Ron Howard and Imagine Entertainment. It will feature claymation characters with Murphy voicing the lead character. It will be available mid-season 1998-99.

Columbia TriStar Television Distribution executives apparently are trying to get double the original license fees on *Seinfeld's* second round in syndication. The hit NBC sitcom, which is in its final season in prime time, was sold in syndication in 1995 for more than \$3 million per episode. CTTD executives have reportedly approached stations looking for "close to double" what the stations paid for the first rerun installment of the show, sources say. The second cycle of off-network *Seinfeld* episodes will likely be available for the 2000 or 2001 season. Columbia TriStar executives had no comment.

For more "In Briefs," see page 121

NATPE 1998 Special Report Page 24

EchoStar beams local-into-local

DBS operator uplinks Big Four affiliates for "unserved" homes in New York, Chicago, Boston, Washington, Atlanta and Dallas

By Price Colman and Paige Albinak

In Charlie Ergen's brassiest move thus far, EchoStar Communications Corp. last week began beaming broadcast affiliates' local signals into their respective markets.

Ergen's underlying rationale: Erase the single biggest

reason that U.S. consumers don't buy DBS service—the lack of local signals—fuel competition to cable and simultaneously drive further growth of EchoStar's Dish Network, the nation's third-largest DBS provider.

Last week's local signal launches in New York, Chicago, Boston, Washington,

Atlanta and Dallas will be followed by February launches in Detroit, Philadelphia, Baltimore and Miami. When EchoStar 4 is launched this spring, at least 10 more major markets in the Pacific and Mountain time zones will come on line. All told, EchoStar intends to reach more than 40% of U.S. TV households. Had the EchoStar-News Corp./ASkyB deal gone through, the additional capacity from the satellite at 110 degrees would have allowed local-into-local service to 85% of U.S. TV homes.

Initially, EchoStar is offering four network signals—ABC, CBS, NBC and Fox—although

Continues on page 10



Ergen: "This is either one of the dumbest things anyone has ever done or one of the best things to compete with cable."

The frog that crowed

WB rides wave of momentum into press tour; UPN's Valentine concedes lackluster development

By Barry Garron

He didn't say "I told you so," but Jamie Kellner, The WB's chief executive officer, could have. Instead, he just smiled and said, "I think this network is going to be very successful."

And why not? After three years of battle, The WB is on the heels of UPN and has set its sights on ABC and Fox.

New 10-year affiliation agreements with Sinclair Broadcasting stations in Pittsburgh, Baltimore, Cincinnati, Oklahoma and San Antonio, Tex., plus the increasing popularity of such shows as *7th Heaven* and *Buffy the Vampire Slayer* have helped put the spring in Kellner's step.

This season alone, The WB's household Nielsen Media Research ratings have climbed from 2.6 to 3.0, while UPN's have slipped slightly, from 3.2 to 3.1. The WB is the only network to have improved its household ratings



Sarah Michelle Gellar is 'Buffy the Vampire Slayer.'

over a year ago.

Kellner sees it not only as a vindication of his leadership but as a dose of economic justice. "I said from day one that there are going to be only five networks," he said. "They disrupted the marketplace by entering the business after we said we were going to do it."

Kellner used the TV critics tour last week as a platform to announce that The WB will start a fourth night of programming (Tuesdays) beginning Jan. 20. It will launch the night by moving cult hit *Buffy the Vampire Slayer* from Monday and by introducing teen drama *Dawson's Creek*.

The WB also trumpeted the premiere of *Three*, a drama about high-tech crime fighters that debuts Monday, Feb. 2, and showed off the stars and

Continues on page 10

DIRECTV ramps up for HDTV

Promises high-def programming this fall

By Glen Dickson

DIRECTV President Eddy Hartenstein was the guest star at Thomson Consumer Electronics' press conference last week, where DIRECTV's plan to beam HDTV programming to the 48 contiguous U.S. states in fall 1998 was announced. The setting was the Consumer Electronics Show in Las Vegas.

Hartenstein presided over a live broadcast of HDTV programming from DIRECTV's uplink facility in Castle Rock, Colo. The broadcast was received by an 18-inch DSS dish at the Riviera Hotel in Las Vegas and displayed on the 61-inch rear projection HDTV set that Thomson plans to introduce at an entry-level price of some \$7,000.

The demo featured two live channels of HDTV, one with movie content from Columbia Pictures and the other with Super Bowl XXX footage from the NFL. Both were encoded in Castle Rock with equipment that had been operational for only 48 hours, according to Hartenstein, which may explain why the picture went black several times during the five-minute demo.

Hartenstein, however, was unfazed by the technical glitches. "This shows we can do high definition to all of the households in America," he said. "We'll have a national delivery platform for digital sets, and we're positioned to be the first national broadcast-

Continues on page 6

JAN 14 1998

World Radio History

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Top comedy producers chosen for 'Squares'

By Joe Schlosser

King World Productions executives have been saying all along that their remake of *Hollywood Squares* would be less game show and more sitcom. King World took the first step in making that a reality last week by signing some of the top comedy producers in Hollywood to run the show.

The production team of John Moffit and Pat Tourk Lee will serve as executive producers for the King World/Columbia TriStar co-production. Moffit and Tourk



Pat Tourk Lee and John Moffit, considered to be among Hollywood's top comedy producers, have been named executive producers of 'Hollywood Squares.'

Lee, who have worked together for the past 16 years, have produced comedy specials for the likes of George Carlin, Dennis Miller and Richard Pryor. King World also announced that Bruce Vilanch will serve as *Hollywood Squares* head writer and that game show veteran Stephen Radosh will be supervising producer.

"Most people assumed—all the agents and the people in the industry said—you're going to get this guy or that guy. They were all thinking game-show people," says Andy Friendly, King World executive vice president of programming and production. "We, King World and Columbia TriStar, were thinking outside the lines. We view this show not as a game show, but we looked at the game aspect as secondary. *Hollywood Squares* is primarily a prime time comedy show, with giant stars from the movie, sports and music industries."

Friendly says King World is in discussion with "some of the biggest stars in the business" to fill the nine squares in the game's tic-tac-toe-like format. Friendly would not say who will sit in the permanent center square, but he did add that "it is someone so huge it will blow the industry away."

The company also is going to take advantage of its relationship with Roseanne, who will launch a new talk show with King World in the fall. Friendly says Roseanne will appear on *Hollywood Squares* in the sweeps period during the show's inaugural 1998-99 season. The host position for the show has not been filled, but former Nickelodeon game show host Marc Summers is reportedly the leading candidate. King World executives say Summers is under contract, but no decision has been made on who will host the show. ■

CBS remakes kids schedule

The new network children's programming lineups for next season are being unveiled earlier than usual this year. CBS announced last week a complete revamping of its children's schedule for the 1998-99 season. ABC said its lineup will feature just one new show, *Hercules*. WB and Fox will announce early this week.

At CBS, six new animation series from Canadian production company Nelvana will make up the new schedule. All the shows will conform to the FCC's educational guidelines, a prerequisite for the Saturday kids lineup, according to Lucy Johnson, the network's senior vice president, daytime/children's programming.

This season's CBS kids slate is all live-action and targeted primarily to ages 6 to 11. Next season's animation will target the broader 2-11 audience. "That will help with advertisers," Johnson says. And, CBS hopes, with ratings as well.

One CBS Saturday morning challenge is the splitting of the kids block by the two-hour *CBS News Saturday Morning* from 9 a.m. to 11 a.m. In the fourth quarter, CBS's 8 a.m.-1 p.m. Saturday slate was last in broadcast network competition among kids 2-11 and among total viewers. Aligning with a single producer will make for a better-coordinated promotional strategy, Johnson says. Five of the six series are based on children's book series.

The new lineup: 7 a.m.: *Franklin*, the adventures of a beloved turtle; 7:30 a.m.: *Anatole*, the exploits of a mouse; 8 a.m.: *The Dumb Bunnies*; 8:30 a.m.: *Birdz*; 9-11 a.m.: *CBS News Saturday Morning*; 11 a.m.: *From the Files of the Flying Rhinoceros*; noon: *Guardians of the Legend*, an updated version of Mount Olympus and Greek mythology.

—Steve McClellan

For daily updates, check <http://www.broadcastingcable.com>

Fast Track

TOP OF THE WEEK / 3

FCC keeps lid on local ownership A year ago broadcasters were hoping for big gains in their ability to own more than one TV station within a market. Now they are battling not to lose regulatory ground. / 5

HDTV sweeps CES floor At the Consumer Electronics Show in Las Vegas last week a bevy of TV set manufacturers including Sony, Zenith, Thomson, Panasonic and Philips showed prototype HDTV sets. / 6

NAB fields full slate for board races With a surprising surplus of nominees, broadcasters are facing tight races for seats on the National Association of Broadcasters television and radio boards. / 20

Exceptional issues

To accommodate the heavy volume of program news and advertising generated during this NATPE convention time of the year, B&C will publish in tabloid format this week and next. Standard publication will resume on Jan. 26.

For those attending NATPE in New Orleans, B&C will publish three daily editions (Tuesday, Wednesday and Thursday). Distribution will be made to delegate rooms in major hotels and through bins in the trade publications area.

COVER STORY: NATPE '98

Donny & Marie: Most Likely to Succeed

BROADCASTING & CABLE'S annual survey of station general managers

says *Donny & Marie* has the best chance for success among the crop of new syndicated offerings. Among first-run shows in syndication, *Frasier* took honors. / 24

Game shows play on The new generation of game shows is actually the old generation coming back in ways that syndicators hope will help revive the genre. / 31

King Brothers: Who'll stop the reign?

Roger and Michael King talk about their position at the top of the syndication heap, their approach to programming and the possibility of life after *Oprah*.

Photo by Craig Mathew / 48



BROADCASTING / 95

Jenny talks back After a period of relative silence regarding the 1995 murder that brought harsh criticism of her show and other daytime talk shows, Jenny Jones has aggressively tried to make the case that her show was not at fault. / 95

NBC has secured broadcast rights to 'Titanic' for \$30 million.

The network paid \$50 million last year for 'Men in Black,' while Fox spent \$80 million for 'The Lost World.' / 95



CABLE / 99

Sony/NextLevel deal crucial to set-top box push Sony Corp.'s \$187.5 million investment in NextLevel Systems will be a catalyst for the cable industry's deployment of digital set-top boxes and drive penetration of a wide range of digital cable products. / 99

CNN long on long-form CNN will debut a Sunday evening documentary series, add four hours of live weekend newscasts and introduce a midnight weekday newscast. / 99

USSB focuses on events, films USSB says its plans to add new movie channels will boost its bottom line, but some say it stands to lose revenue from basic channel subscriptions in the process. / 102

US West, Charter battle in land of lakes Charter Communications and MediaOne are engaged in an increasingly bitter battle over an agreement in which MediaOne was to sell its 280,000 subscriber Twin Cities cluster to Charter. / 104

TECHNOLOGY / 108

Tektronix maps out DTV future

Tektronix last week offered a preview of new MPEG-2 and HDTV products slated for introduction at the NAB convention in Las Vegas in April. / 108

AccuWeather's UltraGraphix ULTRA weather graphics system is getting a 3-D face-lift. / 109



Telemedia / 50

CBS readies online move CBS plans a Feb. 2 launch date for its CBSnow Website, which, it says, will include local material from 154 participating affiliates and the simultaneous debut of a CBS News site. / 110

Broadcast ratings	145	Editorials	122
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Duopoly doubtful with new FCC

Broadcasters shift focus from raising ownership caps to preserving in-market LMAs

By Chris McConnell

A year ago broadcasters were hoping to win big in their attempt to own more than one TV station within a market.

Now they are battling not to lose regulatory ground.

"We certainly don't want to go backward," says Association for Local Television Stations President James Hedlund. "Where things were is different from where things are now," adds another industry lobbyist.

Where things are now with the FCC's review of TV ownership restrictions is before a new FCC appointed by a Clinton administration that has taken a strong stance against further relaxation of the TV ownership rules. And while none but Commissioner Susan Ness has articulated much of a position on the rules, few expect the Democrat-controlled group to stray far from the White House in the wake of unprecedented media mergers that followed deregulation in other corners of the broadcasting business.

"The radio thing did not help us," Hedlund says, referring to the wave of radio consolidation that followed the 1996 Telecommunications Act. "They're frightened by the consolidation in radio," adds Tribune Broadcasting lobbyist Shaun Sheehan.

Commerce Department Assistant Secretary Larry Irving cited the radio mergers last week in saying that the administration hopes "the FCC will not open up a rulemaking that leads to the same massive amount of consolidation in television that we are seeing in radio."

At the same time, regulators are moving to tighten rules that allow stations to at least manage two stations within a market. A year-old proposal would count stations operated under local marketing agreements (LMAs) as owned stations and subject the deals to local ownership caps. Some 70 in-market LMAs are in effect, according to a survey the FCC conducted last year.

If commissioners adopt the proposal in its current form and do not loosen the local ownership caps, the plan could force broadcasters such as Sinclair Broadcast Group, Clear Channel Communications and Pegasus Communications to terminate in-market LMAs once the contracts for those deals expire.

"I think Sinclair is going to have to get in there on bended knee," one lobbyist says of the pending rules, which commissioners are not expected to consider before May.

Others voice hopes that the commissioners will at least let the existing LMAs stand. And some lobbyists hold out hope that the commission may yet permit some local UHF combinations in cases where the stations can show that duopoly promotes competition rather than impedes it. Sources say Ness, for instance, is willing to consider such a rule.

But even the highest hopes are much lower than they were a year ago, when board members of the National Association of Broadcasters voted to push for

THE WORLD OF DE FACTO DUOPOLIES									
Some 70 in-market LMAs could be affected by the FCC's decisions on duopoly. Here is a look at the deals regulators identified in the top 25 markets.									
DMA/Market	Brokering Station (ch.)	Owner	Affiliation	Brokered Station (ch.)	Owner	Affiliation	Start Date	Term (Years)	Time brokered
8 Dallas	KDFW-TV (4)	Fox TV	Fox	KDFI-TV (27)	New Dallas Med.	Ind.	5/20/94	4	96.4%
8 Dallas	KXAS-TV (5)	N. Tex. Bcst.	NBC	KXTX-TV (39)	KXTX of Tex.	Ind.	6/1/94	10	Nearly all
10 Atlanta	WTLK-TV (14)	Paxson Comm.	Ind.	WNGM-TV (34)	Global Bcst.	Ind.	4/19/96	10	96.4%
12 Seattle	KING-TV (5)	A.H. Belo	NBC	KONG-TV (16)	Zeus	Ind.	5/14/96	10	99%
13 Cleveland	WOIO-TV (19)	Malrite Comm.	CBS	WUAB-TV (43)	Cannell Cleveland	UPN	8/18/94	10	98%
13 Cleveland	WAKC-TV (23)	Paxson Comm.	Ind.	WOAC-TV (67)	Global Bcst.	Ind.	10/30/95	10	96.4%
16 Miami	WFOR-TV (4)	CBS	CBS	WEYS-TV (22)	WEYS TV	Ind.	1/1/97	1	100%
17 Phoenix	KTVK-TV (3)	Media America	Ind.	KASW-TV (61)	Brooks Bcst.	WB/Fox Kids	TBD	10	98%
19 Pittsburgh	WPGH-TV (53)	Sinclair Bcst.	Fox	WPJT-TV (22)	Glencairn	UPN	1/6/92	10	83%
20 Sacramento, Calif.	KCRA-TV (3)	Kelly Media	NBC	KQCA-TV (58)	Channel 58 Inc.	UPN	12/30/94	5	Nearly all
22 Orlando, Fla.	WFTV-TV (9)	Cox Bcst.	ABC	wzwy-TV ¹ (27)	Reece Assoc.	Dark	TBD	10	NA

1—construction permit

relaxation that would allow local UHF/UHF and UHF/VHF combinations.

That was when the industry could lobby an FCC that included Commissioners Rachelle Chong and James Quello, both of whom favored loosening ownership rules.

Now the industry must make its case for deregulation to new FCC Chairman William Kennard and Commissioner Gloria Tristani, among others. Neither has said exactly how they view local TV duopoly, but the early signals have not encouraged industry lobbyists.

Tristani last fall told the Senate Commerce Committee in written comments that she is worried about radio mergers driving locally owned stations out of the business. And Kennard has voiced concerns that radio consolidation is limiting opportunities for women and minorities to own stations.

Last week during a speech in Los Angeles, he reiterated his interest in promoting minority ownership.

"We hope to do our part at the FCC through policies and initiatives that provide incentives for the private sector to get more involved and create opportunities for minorities in areas from electronic commerce to fiber-optic cable installation to broadcast station ownership," Kennard said.

And even one of the FCC's new Republican commissioners, Michael Powell, has expressed similar concerns about the state of minority ownership.

Additionally, Kennard has taken an early stance for enforcing other ownership rules. Last month he told Senate Commerce Committee Chairman John McCain (R-Ariz.) that the commission will not let Tribune Broadcasting out of a requirement to spin off WZLZ-TV Miami in March just because the FCC will review the rule in 1998.

Sources say the chairman's office has been keeping tabs on the Mass Media Bureau's review of one-to-a-market waiver applications. Previously, the FCC had decided to let the bureau approve applications to combine TV stations with several local radio stations on the condition that the approvals be subject to the outcome of the FCC's effort to write permanent rules on the TV/radio combos.

The bureau has since granted a series

of such conditional approvals. Sources say, however, that Kennard's office has been reviewing bureau decisions on the one-to-a-market waivers before their release to the public.

The conditional approvals worry opponents of deregulation, who insist that allowing enough exceptions to a rule constitutes a de facto rule change.

"This is the same problem we have with LMAs," says Media Access Project Executive Director Gigi Sohn. She says that forcing the companies to spin off stations they have been allowed to keep will be tougher than letting companies acquire them in the first place.

Stations holding LMAs make a similar case, maintaining that an FCC decision to make them sever ties to stations would be unfair after regulators have allowed broadcasters to strike the deals.

"A lot of companies have invested a lot of money," says Hedlund, who is quick to cite language in the conference report on last year's budget act that called on the commission to permanently grandfather LMAs that it finds serve the public interest.

Commission officials, however, have said the report language does not compel regulators to vote one way or another on the LMAs.

Defenders of the deals hope arguments tying LMAs to minority ownership will prove more persuasive.

The deals are one way the commission could promote more female and minority ownership, says Martin Leader, a Washington lawyer representing Sinclair. He points to the difficulty that new stations have in procuring programming and competing on their own. "They need the incubation," Leader says.

"The commission policy of allowing LMAs is a policy that yielded real benefits to the public," adds Pappas Telecasting President Harry Pappas, who voices confidence that the commission will let his company and the rest of the industry hang on to the deals. "I don't think there's any legitimate cause for apprehension."

Pappas and Leader are not giving up on winning duopoly relief, and others hold out hope the commission might allow some local UHF stations to be commonly owned, provided that certain

criteria are met, such as the financial condition of the stations and their combined market share.

In comments to the commission last year, for instance, Pegasus Communications suggested that the FCC allow duopolies and LMAs of stations whose combined market share does not exceed either 40% or the market share of the market's largest station.

"There are circumstances in which duopoly contributes to making a market a competitive market," says David Oxenford, an attorney for Pegasus.

Even if regulators reject such arguments, most agree they are likely to adopt one long-standing proposal to allow broadcasters to hold stations located closer together than current rules allow.

Those rules forbid common ownership of stations in which even the outer portions of the signal—Grade B contours, in FCC parlance—overlap. The commission has proposed relaxing the rules to allow Grade B overlaps provided that the stations serve different markets. Most expect the new commissioners to adopt that proposal, although most lobbyists expect little else.

"We'll be lucky to get Grade B overlap," says one lobbyist.

Others point to other avenues for regulatory relief. Broadcasters continue to press their case with Congress, for instance. McCain already has written Kennard about the FCC's review of the newspaper/crossownership rule. While more letters could follow, however, Capitol Hill staffers do not see new ownership legislation on the horizon.

"We're going to take a wait-and-see attitude," says Ken Johnson, spokesman for House Telecommunications Subcommittee Chairman Billy Tauzin (R-La.). "We will be the court of last resort."

Others cite the Court of Appeals in Washington as a likely next stop after the FCC. While the FCC decision on duopoly may not go their way, at least the industry will be able to take its arguments about the changing TV landscape to the courts, lobbyists say.

"That's certainly a possibility," ALTV's Hedlund says of the prospect some broadcasters might appeal to the courts. "We'll be there," adds another industry source.

DIRECTV*Continued from page 3*

ing service with high definition."

Initially, DIRECTV will probably offer only a few channels of HDTV on a daily basis, said Hartenstein, who also said that an HDTV movie feed would probably take up the same bandwidth as four of DIRECTV's SDTV (standard-definition TV) movie channels. According to Hartenstein, the DBS provider wouldn't give up any existing channels to offer HDTV but instead would add satellite capacity. He did not think that DIRECTV would charge a premium for HDTV programming.

Although DIRECTV has no commitments for HDTV programming from content providers, Hartenstein said that the DBS provider has agreements with several program rightsholders extending back four years, and "they told us if you have [HDTV capability] we'll give it to you. Obviously, Columbia is interested."

Thomson is obviously interested in tying DBS service into its HDTV plans too, and Thomson



Thomson's 61-inch rear projection HDTV set has a target price of \$7,000.

Executive Vice President/COO Jim Meyer announced that the 61-inch Thomson HDTV set will have DSS functionality built in. DSS reception capability also will be integrated in the 38- and 34-inch direct-view HDTV sets that Thomson plans to introduce in late 1999 and in the \$700 set-top HDTV decoder for use with analog sets that will be available in first quarter 1999.

While Meyer admitted that the DSS decoding technology will add to Thomson's manufacturing costs for HDTV sets, he expects that the ability to receive a combination of

HDTV, SDTV, digital data and NTSC signals will be an "overwhelming" attraction to consumers and will give Thomson a leadership position among DTV set manufacturers.

"They get it all," beamed Meyer, who also predicted that consumer electronics manufacturers will sell 20,000-100,000 DTV sets in the first full year of sales. He said that nearly 100,000 consumers bought analog sets costing more

than \$3,000 in 1997. On the broadcast equipment front, Meyer announced that Thomson Broadcast Systems has developed an HDTV broadcast encoder that will be available in late summer.

Meyer emphasized that the success of HDTV will largely depend on broadcasters' programming push.

"We expect programming will play the key role in attracting consumer interest in HDTV's early years," he said. "Not everyone will buy an HDTV set, but everyone will want to see it for themselves. ■

HDTV sweeps CES floor

Manufacturers roll out prototypes of new television sets

By Glen Dickson

The DTV sets are here.

That was the message at the Consumer Electronics Show in Las Vegas last week, as a bevy of TV set manufacturers including Sony, Zenith, Thomson, Panasonic and Philips showed prototype HDTV sets. Most were large rear-projection units measuring over 50 inches, although some manufacturers also showed HDTV-capable 16:9 flat-panel displays and prototypes of smaller direct-view HDTV sets and DTV converter boxes for use with existing analog units.

High-definition video was on display everywhere, including two live over-the-air broadcasts delivered by Las Vegas CBS affiliate KLAS-TV and PBS's KLVX(TV). An in-house programming feed also was delivered over cable by HDTV production company REBO Group.



Philips will introduce its 64-inch rear projection HDTV set at an entry-level price of \$6,000-\$8,000 in fourth quarter 1998.

Broadcasters were very much in attendance at the show, which CBS's Bob Ross attributed to the television industry's fast DTV ramp-up since the FCC approved the ATSC standard in December 1996.

"We've gone from 0 to 100 mph in a year," said Ross, vice president of engineering and operations for CBS Television Stations. "We've got booths receiving real off-air signals on real consumer-based hardware that really works from different manufacturers with different chipsets."

While the estimated prices for the first large-screen HDTV sets range from \$6,000 to more than \$10,000, both set manufacturers

DTV tops FCC agenda

The FCC this month hopes to wrap up its effort to assign each station a second channel for digital TV.

Current FCC plans call for the commissioners to deal with the digital TV "allotment table" at their Jan. 29 open meeting. Specifically, the commissioners will be voting on a proposal to deal with the slew of petitions that regulators received to reconsider the table adopted last April. The FCC last summer received more than 200 such petitions, many from stations unhappy with the channel assigned to them.

Digital TV Ticker

The FCC last week granted nine digital TV station construction permits and were reviewing another 18. Here is a list of stations that have applied for and received permission to build digital stations:

Granted Construction Permits

KHVO-DT Hilo, Hawaii ch. 18 KTV Argyle Television Inc.
KITY-DT Honolulu ch. 40 KTV Argyle Television Inc.
WBTV-DT Charlotte, N.C. ch. 23 Jefferson-Pilot Comm. Co.
KMAU-DT Wailuku, Hawaii ch. 29 KTV Argyle Television Inc.
KHOU-DT Houston ch. 31 KHOU-TV Inc.
WSB-DT Atlanta ch. 39 Cox Broadcasting
WCBS-DT New York ch. 56 CBS Inc.
WKOW-DT Madison, Wis. ch. 26 Shockley Comm. Corp.
KDFW-DT Dallas ch. 35 Fox Television Stations

Pending Applications

KCCI-DT Des Moines, Iowa ch. 31 KCCI Television Inc.
KETV-DT Omaha ch. 20 Pulitzer Broadcasting Co.
KTVD-DT Denver ch. 19 Twenver Broadcast Inc.
WESH-DT Daytona Beach, Fla. ch. 11 WESH Television Inc.

KOAT-DT Albuquerque, N.M. ch. 21 Pulitzer Broadcasting Co.
KOMO-DT Seattle ch. 38 Fisher Broadcasting Inc.
WNDU-TV South Bend, Ind. ch. 42 Michiana Telecasting Corp.
KXAS-DT Fort Worth ch. 41 North Texas Broadcast Corp.
WJBK-DT Detroit ch. 58 Fox Television Stations Inc.
WXYZ-DT Detroit ch. 41 ch. Seven of Detroit Inc.
WXIX-DT Newport, Ky. ch. 29 Malrite Communications Group
WBOC-DT Salisbury, Md. ch. 21 WBOC Inc.
WNWO-DT Toledo, Ohio ch. 49 Malrite Communications Group
WOIO-DT Shaker Heights, Ohio ch. 10 Malrite of Ohio
WFLX-DT West Palm Beach, Fla. ch. 28 Malrite Comm. Group
WFAA-DT Dallas ch. 9 WFAA-TV Inc.
KOIN-DT Portland, Ore. ch. 40 KOIN-TV Inc.
WEWS-DT Cleveland ch. 15 Scripps Howard Broadcasting Co.

The commissioners also plan to vote on another proposal to address petitions to reconsider portions of the digital TV service rules adopted along with the allotment table.

The FCC's original table prompted a series of concerns among broadcasters. UHF stations have insisted that the plan does not give them enough transmitting power to compete. Other broadcasters have said the plan will create too much interference among digital TV stations.

To address both concerns, the Association for Maximum Service Television and the Association for Local Television Stations last fall submitted proposals for adjusting the allotment plan. Some broadcasters had worried that the late submission might delay the industry's effort to launch the new service by months or more.

Regulators last week were hopeful that would not be the case. "We're still cranking," one official said of the FCC's effort to review some 110 comments received in response to the ALTV and MSTV proposals. But the official voiced hopes that the commission will wrap up the work by month's end.

—Chris McConnell

Ness says cable should carry HDTV stations

Cable systems should be required to deliver digital programming in the high-definition format if it is broadcast that way, FCC Commissioner Susan Ness says.

Addressing the Consumer Electronics Show in Las Vegas last week, Ness discussed her views on the digital must-carry issue, which commissioners hope to begin addressing next month. They must decide how to apply to digital TV rules that require cable systems to carry local broadcast signals.

"The stakes are large, but broadcasters and cable operators can and must work together to develop workable solutions," Ness said. She added that she has not decided whether cable systems should be required to carry all the programs broadcasters transmit if the stations send out multiple streams of standard-definition programming. But she said she was reluctant to force systems to duplicate programming already carried on their system.

"If a broadcaster is carrying, say, CNN, Fox News or CNBC ... I don't see why we should mandate cable carriage if the network is already offered on the cable system," Ness said.

—Chris McConnell

and network executives were optimistic about set sales. At a Consumer Electronics Manufacturers Association-sponsored DTV panel on Friday morning, Circuit City President Allan McColough predicted that 1 million HDTV sets would be sold by the end of 1999; Thomson Consumer Electronics President Jim Meyer said it would happen by 2000, as did Joe Flaherty, CBS vice president of technology. Even USA Networks President Kay Koplovitz expected the millionth HDTV set to be sold by 2001, despite the unsettled position of cable operators on HDTV.

"Everyone wants one," said Philips' Gus Spencer of dealers' reactions to the HDTV rear-projection model in the Philips booth. Dealers may want HDTV sets simply to draw consumers into stores, giving them a better chance of selling them a TV, even if it's only an analog one. "HDTV will help us sell TVs," said Circuit City's McColough.

Broadcasters also pledged to help promote DTV sets when they hit the shelves in fall 1998. LIN Television President Gary Chapman said that LIN's Dallas station will begin producing Texas Rangers baseball

games in HDTV, and Chapman wants to work with set retailers on cross-promoting the benefits of HDTV to consumers, possible going through CEMA to develop a joint marketing plan with set manufacturers.

Chapman also sent a message to cable about digital TV. "Cable's talking about having a 20 percent penetration of digital in three to five years," said Chapman, who thinks competition among broadcasters will accelerate their DTV rollout. "Well, we're going to have a 100 percent penetration with digital by that time, and 20 percent is not going to be a good position to be in." ■

Cable ops score big in Teleport deal

By John M. Higgins

The MSOs that control competitive telco Teleport Communications Group Inc. are walking away with billions of dollars in profit from AT&T Corp.'s takeover of the competitive local exchange carrier.

AT&T agreed to pay \$11.3 billion in stock to acquire the Staten Island, N.Y.-based Teleport. The deal would give the long-distance carrier quick entry into 57 markets where TCG has built fiber loops to sell local service to high-volume business customers, bridging the customers' traffic to long-distance companies. AT&T has struggled in its own attempt to jump into the local markets. The company spent almost \$1 billion last year to install equipment but was unable to cut exchange deals with local telcos or to surmount regulatory barriers.

But three top MSOs come out big winners. Led by Cox Communications Inc., Tele-Communications Inc., Comcast Corp. and Continental Cablevision Inc. joined to take control of TCG in 1993, buying out founding partner Merrill Lynch & Co.

On average, the companies invested \$5.50 for each of their shares. The AT&T deal gives them more than a tenfold gain, \$59 worth of AT&T stock for each share.

"It's been a pretty good deal," says Cox CFO Jimmy Hayes. Cox, which owns 24% of TCG's 164.9 million shares, will wind up with \$2.3 billion worth of AT&T stock. TCI spun off its 30% stake into TCI Ventures, which will receive \$2.9 billion, while 17%-owner Comcast Corp. will get \$1.8 billion. The figures do not take capital gains taxes into account.

Continental was forced to sell its stake last year after being taken over by Baby Bell subsidiary US West Media Group Inc.

Teleport was once considered a key entry point for cable operators going into the telephone business. The company already had wired major markets for competitive telephony—including expensive switching equipment—and had cross-trafficking deals with local telcos.

But as cable telephone service proved too expensive, operators abandoned or dramatically scaled back plans. Even Cox, which has launched a telephone trial in its San Diego system, doesn't use TCG's facilities there.

"We all said two years ago that Teleport had gone from being a strategic investment to a financial investment," says Comcast Vice Chairman Julian Brodsky.

The big question is what the MSOs will do with the proceeds from the sale. The companies have entered into a so-called lock-up agreement that could keep them from selling the AT&T shares for up to a year after the TCG deal closes. But they will be free to structure derivative securities around the stock—much as Time Warner Inc. has done with several investments—and to get cash from the deal.

Brodsky simply says that Comcast will hold the shares in a "strategic reserve." TCI CFO Bernard Schotters says that TCI Ventures has no intention of selling its AT&T stock—which accounts for a huge chunk of the spin-off company's value. But TCI Ventures may use proceeds from the stock to fund other acquisitions or to buy back its own stock.

Hayes says Cox may consider some sort of system acquisitions to fill out its existing clusters or add another one. "It's a good problem to have," he says. "In the meantime, we like AT&T stock and think this is a very good merger." ■

Closed Circuit

BALTIMORE

DTV to debut in Baltimore

The FCC is ready to let Sinclair Broadcast Group demonstrate digital multichannel broadcasting next month. The commission has granted the company's WBFF(TV) Baltimore station temporary permission to broadcast digital TV on ch. 46, the frequency currently slated as the station's DTV channel. Sinclair hopes to use the temporary permit to show what various DTV services will look like once stations start using the new technology. Planned demos include multicasting, data broadcasting and high-definition signals (provided the broadcaster can get its hands on some HDTV monitors). The commission also has granted Baltimore's WNUV-TV a special permit to participate in the demonstration using ch. 40. Sinclair hopes to begin broadcasting the experimental signals next month, but has not yet set a date. The special FCC permit runs through June 23.

DENVER

Malone to explain Magness deal

TCI and Chairman John Malone have been taking a lot of heat over the Bob Magness estate settlement; there are rumors that a shareholder lawsuit may be in the works. TCI's switchboard reportedly was inundated with calls last week from shareholders concerned by the settlement in which Malone gets \$150 million from TCI for giving the company the right to buy back his supervoting B shares should he die or decide to sell. TCI also agreed to buy the shares at a 10% premium to the market price for A shares, while Malone agreed that if TCI were ever sold to another entity, he'd take no more than a 10% premium over the A share price for his shares. Late last week, TCI contacted the *Rocky Mountain News* to arrange an interview in which Malone intends to tell his side of the story and to detail his longtime close relationship with Magness, whom he has described as his mentor. The interview offer followed a particularly scathing column in the competing *Denver Post*, in which the columnist slammed Malone and TCI for the deal.

HOLLYWOOD

SeaGull gets news

There was good news for SeaGull Entertainment ("Tarzan," "Hollywood Connection") last week. The petition to force the company into involuntary bankruptcy was dismissed by judge Alan Ahart of the U.S. Bankruptcy court in Los Angeles. Ahart ruled that the company had proved it was not insolvent and therefore bankruptcy court was not the proper venue for plaintiffs to pursue

their claims. At one point, more than 50 plaintiffs had filed complaints; SeaGull has settled with about half of them, including a \$190,000 claim from KCAL(TV) Los Angeles. Some of the remaining plaintiffs are expected to file labor claims in California or to pursue their claims in state courts there.

Raising the Titanic's take

NBC's \$30 million for rights to the Paramount-Fox blockbuster "Titanic" could prove an even bigger bargain than first thought (the price was less than NBC paid for "Men in Black" [\$50 million]). According to a source at a meeting of international box office numbers crunchers at Fox, the mood was giddy as they calculated an eventual take of \$400 million from international receipts alone. With the current domestic take already topping \$150 million after less than a month, that would probably put the final tally at between \$600 million and \$700 million, some \$150 million—\$200 million more than the most recent estimates. NBC can only hope that interest can be rekindled in a couple of years (its rights are for runs in 2000).

NEW YORK

Saban's short list

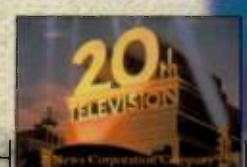
In testimony delivered by Haim Saban in a New York State Supreme Court last week, the Fox Kids Worldwide chairman/CEO revealed the other executives he had considered hiring before tapping former TV Land President Rich Cronin to oversee Fox Kids network and The Family Channel. Saban named Lee Masters, E! Entertainment Television president; Albie Hecht, Nickelodeon president of film and TV entertainment, and Linda Mancuso, NBC TV vice president of family programming, as candidates. TV Land parent MTV Networks is suing Cronin, Fox Kids Worldwide and News Corp. for breach of contract and is seeking an injunction to prevent Cronin from joining Fox before July 1.

WCBS-HD: Calling all cable operators

CBS's experimental DTV station, WCBS-HD New York, plans to crank up its DTV transmission from a low-power signal to a full-power broadcast early this spring. At that point, CBS will survey all the cable operators in the New York market to see what they might do with the digital signal, says Bob Ross, VP of engineering and operations for CBS Television Stations. "Absent must carry, we want to know what their technical capabilities are," he says. "What can they pass?" While he wasn't making any predictions about what cable operators will say, Ross suspects that there may be a big difference between large MSOs' public positions on DTV and "what's really on the ground to serve the customer." ■

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ECHOSTAR'S ERGEN

Continued from page 3

it intends to add more if it receives FCC permission to use additional transponder capacity on EchoStar 3 at 61.5 degrees west longitude. EchoStar is currently licensed to use 11 of the 30 transponders on the bird. At 7:1 compression, that translates into 77 channels—more than enough to offer the four network affiliates in 10 markets. EchoStar is hoping for FCC approval to lease the remaining transponders and boost capacity to 210 channels.

Current cost for the local signals package is \$4.99 a month; subscribers will need a second dish, which EchoStar is selling for about \$99.

While EchoStar Chairman Ergen is widely considered the brinkmanship poster child of the video services world, his first local-into-local step appears intended more to placate critics than to provoke them. Instead of attempting an end run around them, EchoStar is going to let broadcasters decide whether Dish's subscribers should be getting local signals.

Under federal communication and copyright laws, a satellite provider may offer local signals only to those television homes defined as "unserved"—in other words, a TV home in a market that can't receive an acceptable off-air signal. To keep broadcasters happy, EchoStar will provide them with the names of subscribers in the predicted Grade B contour who receive Dish's local signals and let broadcasters decide which ones are unserved.

"If a broadcaster says, 'I think that guy is a served home; I want you to turn them off,' we'll turn them off," Ergen says.

In addition, EchoStar will not import distant signals into local markets—another move to appease broadcasters, eliminate the so-called white-area controversy and keep consumers from being pawns in the sometimes nasty conflict between broadcasters and satellite providers.

"We're not trying to be jerks or defiant," says Ergen. "Our position is we're only going to offer the local affiliate's signal in the local market, and we refuse to import distant signals, as our competition does."

EchoStar's initial local-into-local move may be designed to toe the legal line and prevent an attack from opponents, but there are other parts of his plan that have critics watching warily.

If EchoStar goes beyond the unserved areas and retransmits local signals into served local markets without adhering to must-carry and retransmission consent regulations, then the



EchoStar 3, launched into orbit at 61.5 degrees west longitude last October, will transmit the local TV signals.

company will run into problems. Washington lawyers and broadcasters say.

"If they do that, we will oppose them to the point of shooting down their satellites," says Jim Hedlund, president of the Association of Local Television Stations. If "we have to go to court, then we will go to court."

Ergen and his legal team, led by David Moskowitz, senior vice president/general counsel, believe the company isn't bound by retransmission consent or must-carry regulations. "The Communications Act of 1934 says there's no retransmission consent from local broadcasters and no must carry for satellite today," says Moskowitz.

The National Cable Television Association says it supports offering of local signals in local markets by satellite carriers—as long as satellite broadcasters face the same regulations that the cable industry faces. The National Association of Broadcasters is expected Wednesday (Jan. 14) to adopt a similar position at its board meeting in Laguna Niguel, Calif.

While the retrans/must-carry debate appears headed for court, an even more pivotal issue for EchoStar is just what constitutes an unserved home. EchoStar's position is that unserved means a home within the local market area capable of receiving only those local signals within the given market. That's a departure from conventional thinking that defines an unserved home as one in the so-called white area or in the predicted Grade B contour, where engineers have actually tested signal strength

DBS Growth in 1997

Company	Dec. '97 subs	Dec. '96 subs	% change
DirectTV/USSB	3,300,000	2,300,000	43.4%
PrimeStar	1,946,000	1,640,000	18.6%
EchoStar	1,040,000	350,000	197.0%

Source: Satellite Broadcasting & Communications Association of America

and determined it to be unacceptable. The Grade B contour is defined as that area—typically more distant from the broadcaster's antenna—in which 50% of TV households can receive an acceptable signal 50% of the time.

EchoStar has petitioned the U.S. Copyright Office for ruling on what constitutes unserved. A ruling favorable to EchoStar would open up a far larger local-into-local market for it and other satellite companies. The NAB, however, already has filed a reply at the Copyright Office saying that EchoStar's suggestion "would usurp the policy role of Congress in crafting a sensible regulatory scheme for local-into-local satellite retransmissions."

Ergen, known as a wily poker player, isn't betting everything on a favorable rul-

ing by the Copyright Office.

EchoStar is also pressing for a legislative fix and has at least one important congressional supporter: House Telecommunications Subcommittee Chairman Billy Tauzin (R-La.). "[G]iven the fact that we now have a dysfunctional marketplace, where viewership is going down yet the cost of programming is going up, DBS is best positioned to provide competition to cable nationwide and help to stabilize rates to consumers," Tauzin says.

Tauzin also says that EchoStar should not be required to adhere to must carry and retransmission consent until it has time to "overcome its technological problems." EchoStar says it does not have enough capacity to carry all the local stations in all the markets it wishes to serve.

WB, UPN

Continued from page 3

producers of three new series for midseason.

Later that day, UPN rolled out its slate of midseason show (there was only one). The new series is a rechristening of *The Love Boat*, with Aaron Spelling returning to the executive-producing helm. The updated series, this time with a newly divorced captain and his rebellious teenage son, is likely to set sail in April.

UPN's attempt to resuscitate *Fantasy Island*, another Spelling drama, was thwarted when ABC outbid UPN for the revival rights.

UPN also announced five specials to fill the hole in its schedule at 9 p.m. Tuesday: *1998 UPN alt games* (Feb. 17), a takeoff on the Olympics; *Real Dumb People* (March 3), from the Zucker brothers of "Airplane" fame; *UFO Sighting!* (March 10), with executive producers Henry Winkler and Ann Daniel examining video of a UFO sighting last year over Mexico City; *The New Ed Sullivan Show* (May 12), with computer-generated images of Sullivan doctored to have him introduce new acts, and *Pop-Up Primetime* (May 19), which employs VH1's pop-up technology to salute American television classics.

Asked to explain the apparent lack of imagination in UPN development, Valentine



UPN's Valentine intends to program the network for 'the American middle class.'

replied: "There's only a limited number of ideas in the world and a limited number of franchises and a limited number of writers."

Tom Nunan, UPN executive vice president, entertainment, offered another reason. "Dean and I started three months ago," he said. "We haven't had time to put together the traction or the relationship with the creative community."

Building that traction, rather than excusing its absence, appears to be Valentine's priority.

"He completely acknowledges there is firepower behind The WB at this time, but he's not going to be defensive," said Penelope Levy, UPN senior vice president, media and talent relations. "They're doing well right now, and all of his energies are focused on May."

As for copyright fees, Ergen acknowledges that beaming a local signal into a white area requires a payment of 27 cents per subscriber per month. He also acknowledges that superstation delivery carries the same fee. But he contends that delivery of local signals to unserved homes in the predicted Grade B contour carries no copyright fee. And he argues that the law is unclear on whether delivering local signals to an unserved home under the potentially broader definition of unserved he's seeking would require a copyright fee.

Ergen sees EchoStar's move as a catalyst for bringing DBS and broadcasters closer together in a united front against the prime enemy: cable. "It's great for broadcasters in that it gives them more local eyeballs and leverage against cable when retransmission consent negotiations come up the next time."

"We think history will prove that this is either one of the dumbest things anyone has ever done or one of the best things to compete with cable." ■

—Glen Dickson contributed to this story

Nearly all, anyway. Valentine said his network is replacing its "Back to Back" promotional campaign with a new, as-yet-undesignated theme. The new spots, he says, are to be "more intimate, more star-driven, more character-driven."

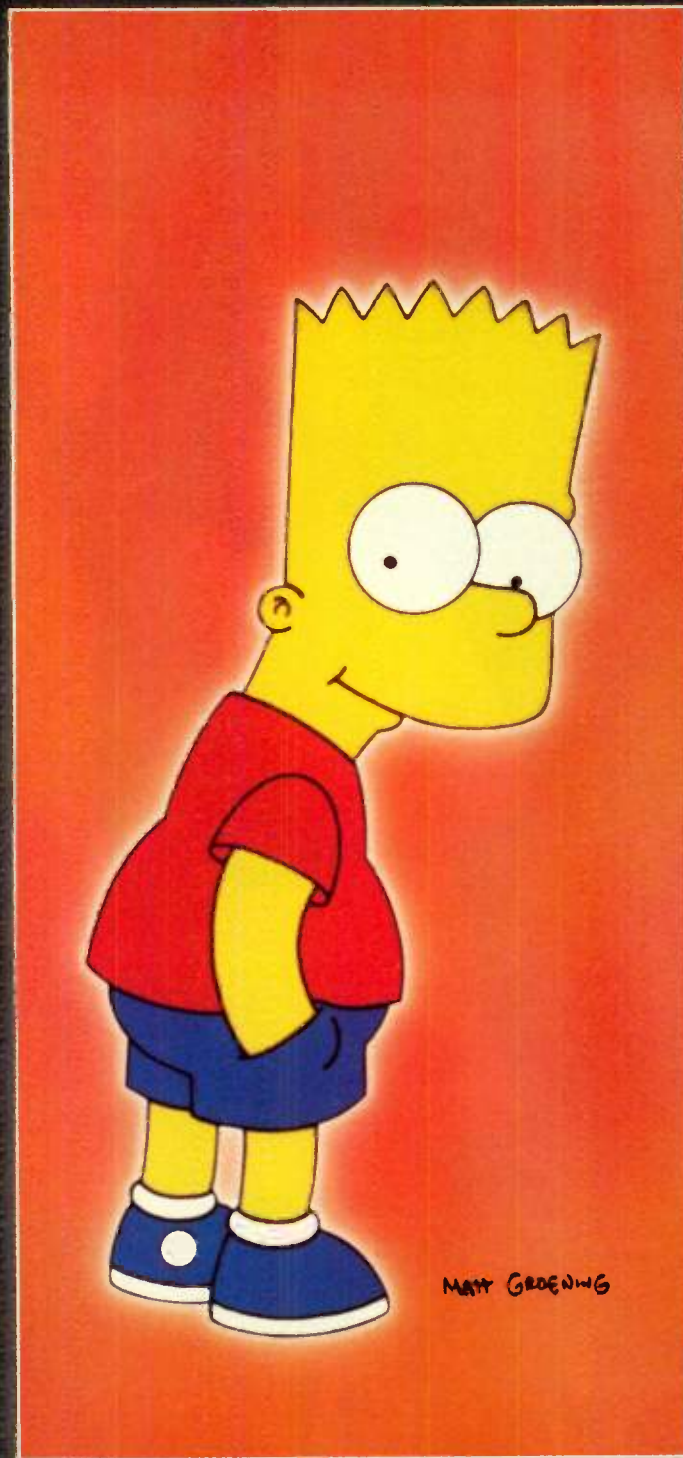
UPN for UPS

Valentine told TV critics on the press tour that for this fall he would be going after programs to capture the attention of a Middle America he says has been forgotten by other networks.

"My own log line for it is 'UPN for UPS,'" he said. The idea for the line came from watching United Parcel Service drivers when they were on strike. "These guys are men, women, black, white, all sorts of races, all ages. They're making a good income, they have houses, they have families, they have kids."

"They are the American middle class." Nobody programs for them anymore, Valentine said. "Everyone wants to program for a sort of psycho-yuppie in Manhattan."

As for the Sinclair station defections, Valentine said negotiations with the broadcast group were continuing. "Even if all Sinclair stations go away, I would say our optimism doesn't change," he said. Replacements will be found for stations that switch affiliations. "Do I think it will have a long-term impact? No." ■



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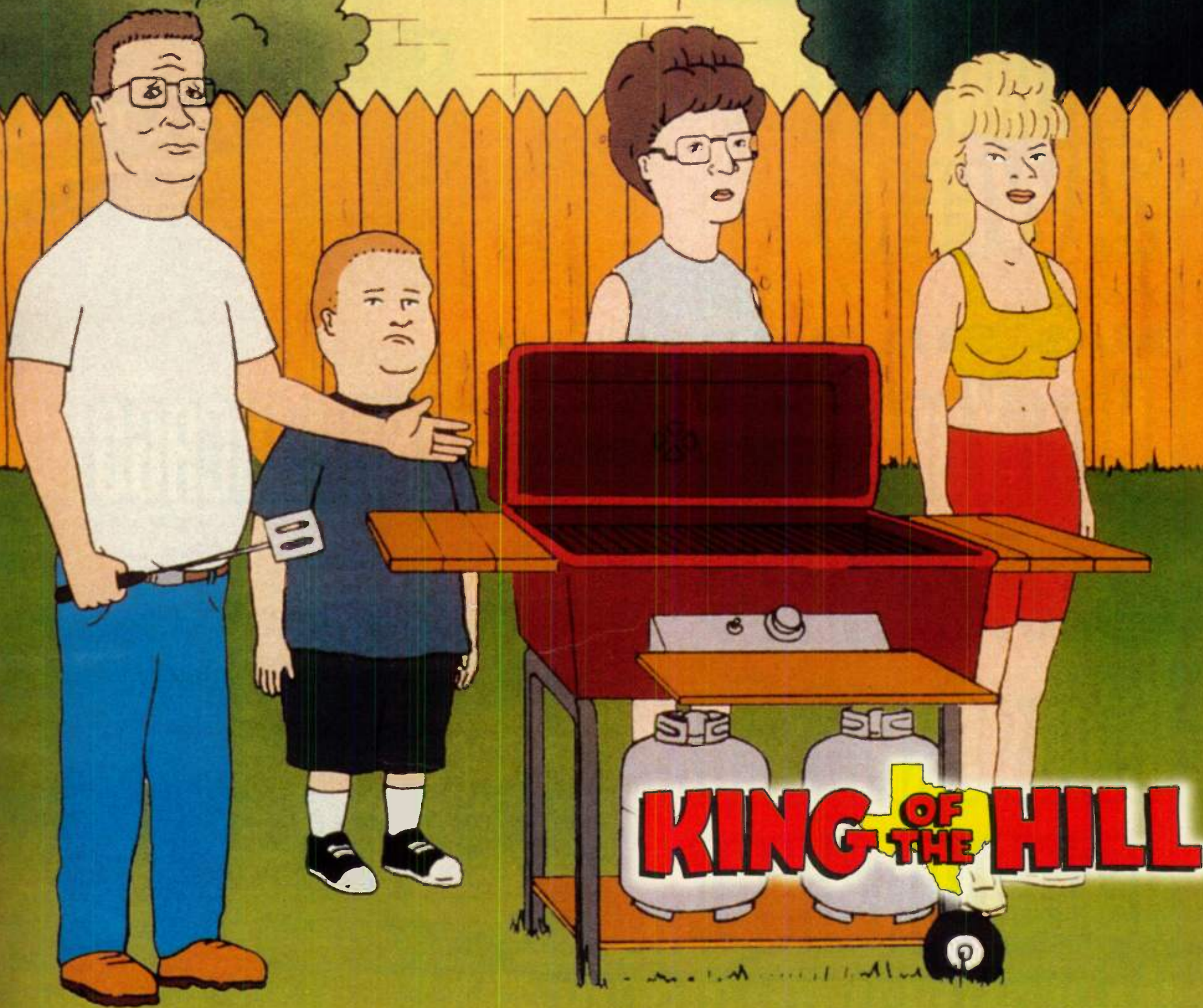


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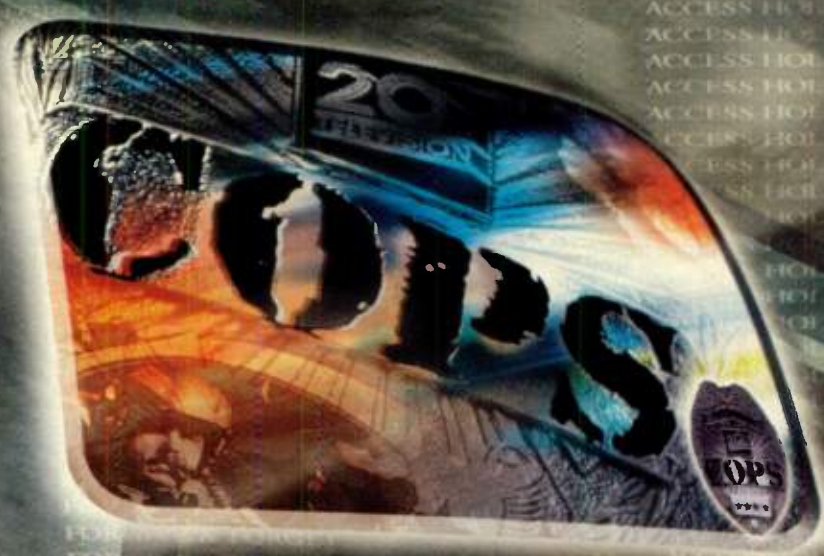
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SHOWS.



BOOTH #1175 HALL-C

NAB fields full slate for board races

Radio board has 12 seats open, television has 17 candidates for six slots

By Paige Albinak

With a surprising surplus of nominees, broadcasters are facing tight races for seats on the National Association of Broadcasters television and radio boards.

"We are delighted that we have so many strong candidates," says Howard Anderson, vice chairman of the radio board. "We worked hard in each district to get the outgoing directors to encourage people to run."

The radio races

On the radio board, 12 seats are open, but five incumbents have no challengers. Two districts have more than two contenders—Indiana (District 10) has three and Kansas/Missouri (District 12) has seven.

Onlookers expect the Phoenix/New Mexico race (District 22) between incumbent Jerry Ryan, general manager of KESZ-FM/KOAZ-FM Phoenix, and Russell Withers, owner of Withers Broadcasting, to be the closest. That's because both are longtime broadcasters who have been involved with the NAB.

Withers is co-chairman of the NAB's political action committee, which involves raising funds. He also is running for a seat on the television board. Withers can run simultaneously for both boards, but if he wins both seats he will have to give up one, according to NAB rules. Withers Broadcasting owns eight TV and 25 radio stations.

"I think we're at a very important crossroads in broadcasting," Withers says. "We need to keep the rights of broadcasters as secure as we can."

The District 12 race is the most difficult to handicap. Seven people are vying for one slot, and no one is an incumbent. No big groups are represented, and two contenders—Deborah Hoeflicker, president/GM/owner of KREP(FM) Belleville, Kan., and Gary Hawke, general manager of KJHK(FM) Lawrence, Kan.—represent single stations.

Hoeflicker has owned her station since she was 21. Paul Harvey interviewed her on his radio show at that time as "the youngest woman in America to own her own company." Hoeflicker now broadcasts Paul Harvey on her station. She would like to represent the interests of small-market broadcasters and "get together with other small markets." She is concerned about spectrum fees and free airtime for politicians.

Hawke, the general manager

THE NAB SLATE

(asterisks denote incumbents)

Television Seat Candidates

Tony Cassara,* president, Paramount Stations Group, Los Angeles ■ Andrew Fisher,* executive VP, TV Affiliates, Cox Broadcasting, Atlanta ■ Jerald Fritz, VP, Allbritton Communications, Washington ■ Allan Henderson, president, KSL TV Group, Bonneville International, Salt Lake City ■ Mario Iacobelli, president/GM, WWTV/WWUP-TV Cadillac, Mich. ■ Paul Karpowicz, VP, LIN Television, Providence, R.I. ■ Jeremy Lansman, president/co-owner, KYES Anchorage ■ Philip Lombardo, president, Citadel Communications, Bronxville, N.Y. ■ Michael McCarthy, senior corporate VP, Belo Corp., Dallas ■ Deborah McDermott, executive VP/operations, Young Broadcasting, Inc., New York ■ Marshall Pagon, president, Pegasus Communications, Radnor, Pa. ■ W. Ripperton Riordan, VP/COO, Clear Channel Television Inc., Minneapolis ■ Jackie Rutledge, VP/GM, KTXS-TV, Abilene-Sweetwater Broadcasting, Abilene, Tex. ■ Patrick Scott,* president/CEO, KOMO/KATU, Fisher Broadcasting Inc., Seattle ■ J. Skip Simms, president/GM, WEV, Evansville, Ind. ■ W. Russell Withers Jr., owner, KREX-TV, Withers Broadcasting Co., Grand Junction, Colo. ■ K. James Yager,* president/COO, Benedek Broadcasting Corp., Rockford, Ill.

Radio Seat Candidates (contested seats only)

District 2—David Gingold, president/COO, Barnstable Broadcasting, Newton, Mass. ■ William O'Shaughnessy,* president, WRTN/WVOX, New Rochelle, N.Y.

District 10—John Dille, president/owner, WTRC(AM), Federated Media, Elkhart, Ind. ■ Mike McDaniel, president/GM, WQTY(FM) Linton, Ind. ■ James Zix, GM/chief engineer, WLAB(FM) Fort Wayne, Ind.

District 12—Karen Carroll, senior VP/GM, KYKY-FM, KEZK-FM, KLOU-FM, American Radio, St. Louis ■ Gary Hawke, GM, KJHK(FM), Lawrence, Kan. ■ Deborah Hoeflicker, president/GM, KREP(FM), First Republic Broadcasting, Belleville, Kan. ■ Martin Melia, president/GM, KLOE-AM/KKCI-FM, Melia Communications Inc., Goodland, Kan. ■ Richard Thomas Wartell, VP/GM, KMAN(AM)/KMKF(FM), The Seaton Group, Manhattan, Kan. ■ Dick Williams, president/GM, WIL/KIHT/WRTH, Heritage Media Corp., St. Louis ■ Jerry Zimmer, president, Zimmer Radio Group, Cape Girardeau, Mo.

District 18—Charlie Cohn, president, KLAQ(AM), New Wave Broadcasting, El Paso ■ John Cullen, president, Gulfstar Communications, Waco, Tex. ■ Danny Fletcher, VP/GM, KRFB/KVLY/KKPS, Sunburst Media, Weslaco, Tex.

District 20—Ron Davis, owner/GM, KBOW-AM/KOPR-FM, Butte Broadcasting Inc., Butte, Mo. ■ Jim McBride, manager, KGLE, Friends of Christian Radio, Glendive, Mo.

District 22—Jerry Ryan,* GM, KESZ-FM/KOAZ-FM Phoenix ■ W. Russell Withers Jr., owner, KVFS/KTRC.KBOM-FM, Withers Broadcasting Cos., Santa Fe, N.M.

District 24—Christopher Leonard, VP/GM, KWXX-FM/KPUA-AM/KNWB-FM, New West Broadcasting Corp., Hilo, Hawaii ■ George Nicolaw, VP/GM, KNX, CBS Inc., Los Angeles

of the University of Kansas student TV and radio stations, previously owned stations in Yreka, Calif. "There are so many people involved in broadcasting decisions now who are bankers and not broadcasters," Hawke says.

Rich Wartell, vice president/GM of KMAN(AM)-KMKF(FM) Manhattan, Kan., says he would bring experience both as a broadcaster and as a former NAB staff member to the radio board. Wartell is a past chairman of the Kansas Association of Broadcasters. He worked in the NAB's government relations department in 1973-78 and has been in broadcasting for the past 14 years. "I feel that I have a unique perspective in terms of seeing the industry as a day-to-day station operator as well as from the NAB side," Wartell says.

Other contenders in District 12 include Karen Carroll, senior vice president/GM of four radio stations for American Radio in St. Louis; Martin Melia, president/GM of Melia Communications Inc. in Goodland, Kan. (who also has been on the board of the Kansas

Association of Broadcasters); Dick Williams, president/GM of three radio stations for Heritage Media Corp. in St. Louis, and Jerry Zimmer, president of Zimmer Radio Group in Cape Girardeau, Mo.

In District 10, John Dille, president/owner of WTRC(AM) Elkhart, Ind., is predicted to be the favorite. Dille is a former radio board chairman; his father is a former joint board chairman. Dille also has been chairman of the Radio Advertising Bureau. "With the sea change that the Telcom Act of 1996 brought, I'm interested in putting my shoulder to the wheel and helping the NAB through industry changes as well as its own," Dille says.

Mike McDaniel, president/GM of WQTY(FM) Linton, Ind., also is running for the District 10 seat. A broadcaster for 40 years, McDaniel owns two radio stations in the 6,000-person town of Linton. He is concerned that the NAB is not hearing the voices of small-market broadcasters. McDaniel also promotes radio auctions, to help stations augment their revenue.

James Zix, general manag-

er/chief engineer of WLAB(FM) Fort Wayne Ind., agrees with McDaniel and is primarily concerned about radio consolidation allowed by the Telecommunications Act of 1996. "I think there needs to be a continuing voice on the board for singleton stations," Zix says. "If we allow consolidation to have the impact on the NAB that it has had on the rest of the industry, we're going to get what we deserve, and the single stations will not have a voice."

Two contenders will fight it out in District 24, which covers California and Hawaii. George Nicolaw is vice president/GM of KNX(AM) Los Angeles, a CBS-owned station, while Christopher Leonard is vice president/GM and part-owner of three New West Broadcasting Corp. radio stations in Hilo, Hawaii. Nicolaw has been president of the Hollywood Radio-Television Society and the California Association of Broadcasters. He worked to pass a national law two years ago that allows radio stations to run ads for car leasing.

Leonard, who has served on the board of the Hawaii Associ-

ation of Broadcasters, was born and raised in Hawaii and "has always been in radio." He is concerned about liquor advertising, free airtime for politicians and radio pirates, especially because pirate radio stations have popped up in Hawaii since Radio Free Berkeley has been allowed to keep broadcasting in Northern California while the judge there delays her ruling.

Radio broadcasters in New York and Massachusetts (District 2) must choose between David Gingold, president of Barnstable Broadcasting in Newton, Mass., and William O'Shaughnessy, president of WRTN(FM)-WVOX(AM) New Rochelle, N.Y. O'Shaughnessy, who is running for re-election to the seat, is well-known for keeping First Amendment issues in front of the NAB board. He has served on the board twice before.

The television field is crowded

On the television board, 17 contenders are vying for six seats. Campaigning is modest—nominees usually send only one letter to NAB members and make some selective phone calls to friends and supporters—so the four incumbents' name recognition likely will give them an advantage.

Television board incumbents are Tony Cassara, president of Paramount Stations Group in Los Angeles; Andy Fisher, executive vice president of television affiliates for Cox Broadcasting in Atlanta; Patrick Scott, president of Fisher Broadcasting in Seattle, and James Yager, president of Benedek Broadcasting Corp. in Rockford, Ill.

The television board races are run differently than those for the radio board: TV board contenders campaign nationally to all NAB's nearly 1,000 television members, while radio board contenders fight it out in their individual districts.

The transition to digital is television broadcasters' number-one concern. And Russell Withers worries that small-market broadcasters might get lost in the shuffle as the industry converts to a new era.

For that reason several small-market broadcasters other than Withers are trying to win seats on the television board, including Jeremy Lansman, president and co-owner of KYES(TV) Anchorage, and Jackie Rutledge, vice president/GM of KTXS-TV Abilene, Tex. ■

FOLLOW THE FILM LEADER...



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JACKIE BROWN

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GOOD WILL HUNTING

JUNGLE 2 JUNGLE

NOTHING TO LOSE

AN AMERICAN WEREWOLF IN PARIS



BUENA VISTA 5

BLOCKBUSTERS IN SYNDICATION

Osmonds, 'Squares' top syndie picks

'Roseanne' is third in annual station poll of most likely to succeed

By Steve McClellan

In a close contest, station executives in BROADCASTING & CABLE's annual survey gave *Donny & Marie* from Columbia TriStar Television the best chance of success among the new crop of syndicated program offerings. Sixteen of the 100 station general managers surveyed cited *Donny & Marie* as the new show with the best prospects for success.

Three of the top four programs mentioned for their prospects were talk shows designed for daytime. Finishing a close second to *Donny & Marie* was the new version of *Hollywood Squares*, a Sony/King World venture that was the top choice of 15% of the respondents, while 13% cited the new *Roseanne* talk show from KWP. Finishing fourth was Paramount's *Howie Mandel* with 10%.

Those citations coincide with what the station executives said were their biggest needs in terms of genre and daypart. Almost 40% said daytime was their station's biggest programming need by daypart; 21% cited talk as the biggest need by genre.

Meanwhile, among new first-run or off-network shows in syndication this season, *Frasier* was cited as best by 23% of respondents. *Martha Stewart* (the strip), cited last year as the new show with the best prospects, was the top first-run show, with 11% of the vote.

On the prime time network TV front, ABC's *Dharma & Greg* was cited as the best new show by 23% of the survey's respondents. Placing second was Fox's *Ally McBeal*, with 15%, while CBS's *Brooklyn South* was third, with 9%.

Station executives appear confident that the robust

Continues on page 30



Sony/King World's new 'Hollywood Squares' came in a close second.

TAKING TV'S PULSE

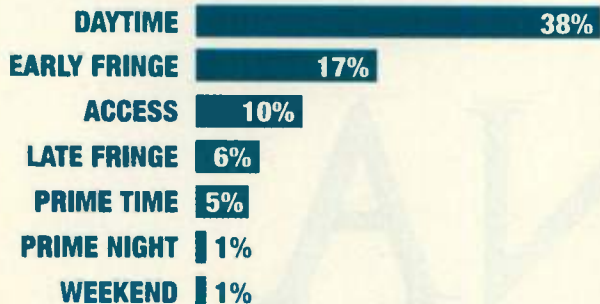
BROADCASTING & CABLE polled 100 station general managers. The following is their take on today's programming marketplace.

PROGRAMMING

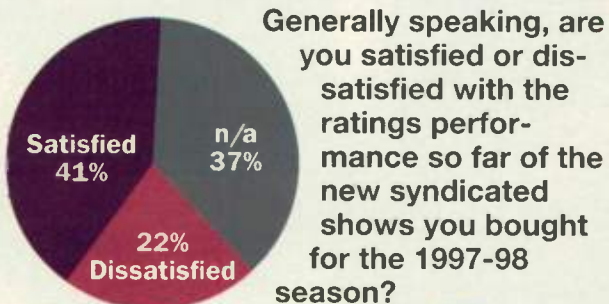
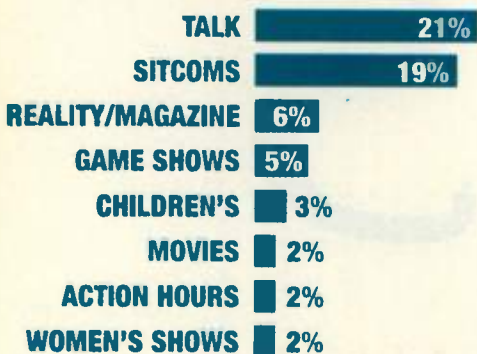
Of all the new first-run syndicated programming you have heard about for 1998, which do you feel has the best chance of success?



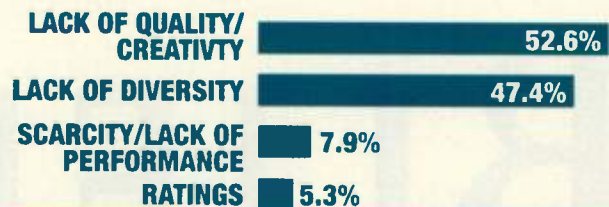
What is your station's biggest programming need right now (by daypart)?



What is your station's biggest programming need right now (by genre)?



For 38% dissatisfied: Why are you dissatisfied?

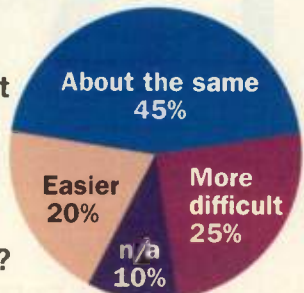


THE BUSINESS OF TALK

Talk shows have been criticized for sleazy, tasteless subject matter. Have you seen noticeable improvement?



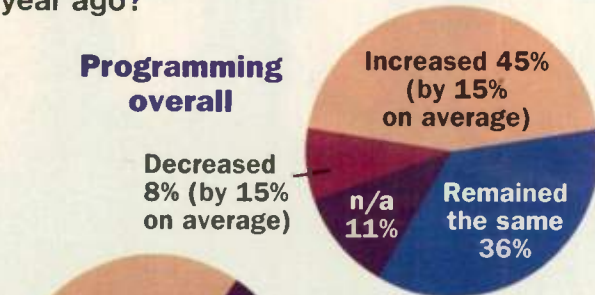
In light of the content concerns, have talk shows been more difficult, easier or about the same to sell to advertisers?



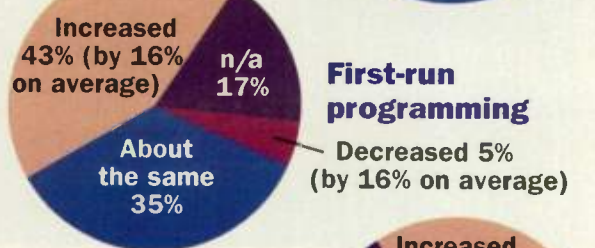
THE COST OF PROGRAMMING

How much have the license fees for the following categories of syndicated programming changed compared with a year ago?

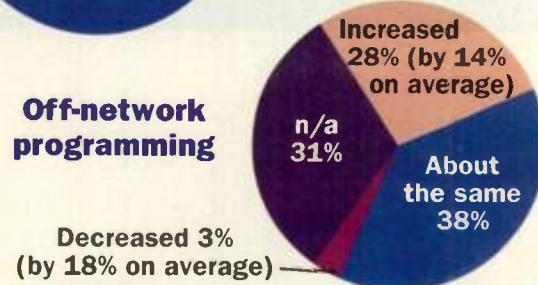
Programming overall



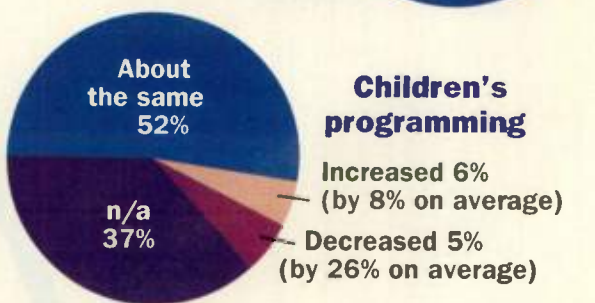
First-run programming



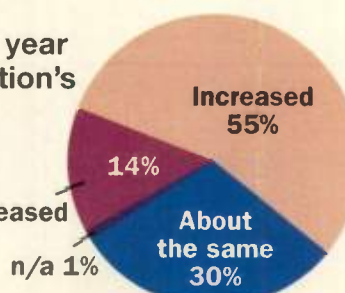
Off-network programming



Children's programming

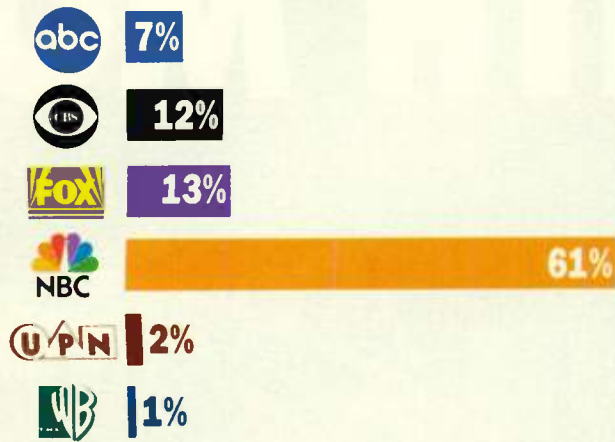


Compared with a year ago, has your station's program acquisition budget gone up, gone down or stayed about the same?



ONLY THE BEST

Based on overall quality and discounting ratings, which network has the best overall prime time schedule this year?



Taking into consideration overall program quality, what is the best new prime time network show?



Dharma & Greg, 23% Ally McBeal, 15% Brooklyn South, 9%

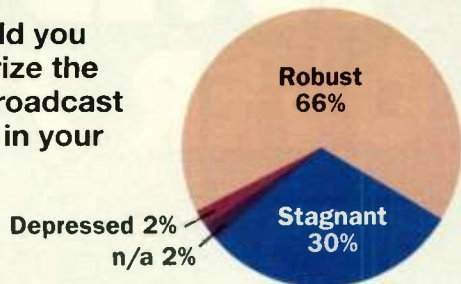
What was the best new syndicated show of the past season?



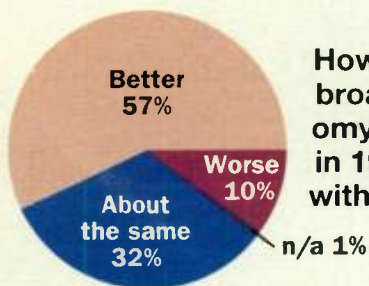
Frasier, 21% Rosie O'Donnell, 13% Martha Stewart, 11%

THE STATE OF THE ECONOMY

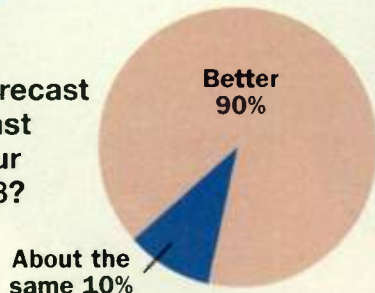
How would you characterize the current broadcast economy in your market?



How does the broadcast economy in your market in 1997 compare with 1996?

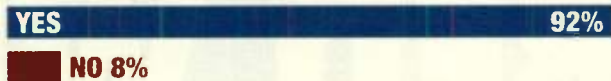


What is your forecast for the broadcast economy in your market for 1998?

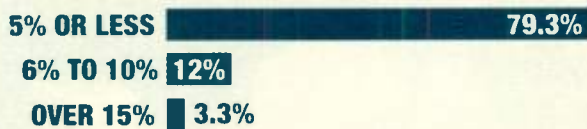


ORDER NOW

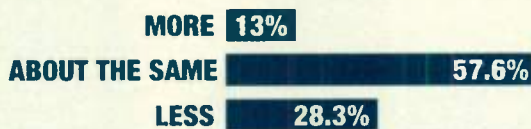
Do you run infomercials of at least a half-hour length on your station?



Yes respondents only: How much of your total revenue do they account for?



All respondents: Are you projecting more, less or about the same revenue from infomercials in 1998?

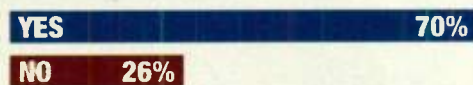


THE HARD SELL

Have you carried or are you considering carrying hard liquor advertising?

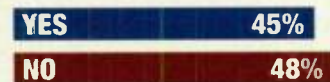


Should stations have the right to carry hard liquor ads?

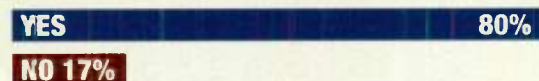


THE NETLETS REVISITED

WB and UPN have now been on since 1995. Do you believe that both of them will survive and expand in a manner similar to Fox?



Do you believe that at least one of them will survive and expand in a manner similar to Fox?



If you believe only one will survive, which one is more likely to survive?



Bud Paxson plans to launch his new network, Pax Net, next August. Do you believe it will succeed?

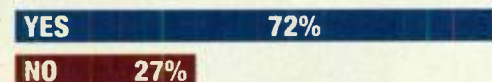


IS TWO A CROWD?

Do you favor permitting one company to own two VHF stations in the same market?



What about owning a UHF and VHF in the same market?



How about two UHF's in the same market?

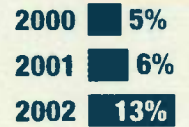


LOOKING TO DIGITAL

When do you expect your station to be ready to broadcast a second digital TV service?



(Mean amount each station will invest in digital TV over next three years: \$2.57 million)

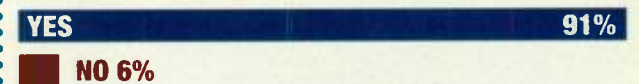


Which holds more promise for digital TV: high-definition television or multiple channels of standard-definition television?



MULTIPLE CHANNELS 52%

Do you feel local cable systems should be required to carry your digital services?



NATPE

Will you be attending NATPE this year?

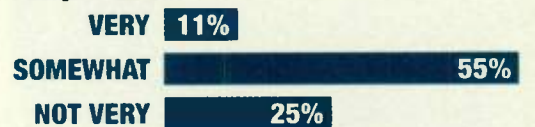


Does the NATPE convention still serve a useful business purpose?

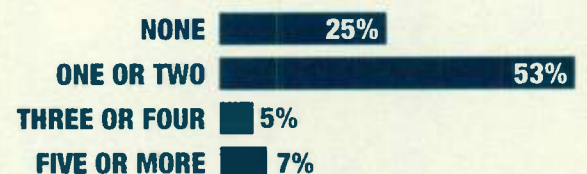


When you attend the NATPE convention:

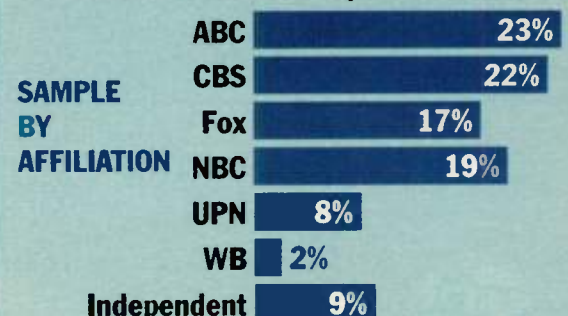
—How useful do you find the panel sessions and speeches addressing industry issues?



—How many programs do you usually buy?



The telephone survey of 100 TV general managers was conducted in December by Cahners Research.



LATE NIGHT'S PERFECT INTO BED WITH MO

Love
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IN OVER 75%

Love Connection
Is An Eric Lieber Production
In Association With
Telepictures Productions

Change Of Heart Is Produced
In Association With



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STATIONS OF THE COUNTRY

Distributed By

Telepictures
DISTRIBUTION

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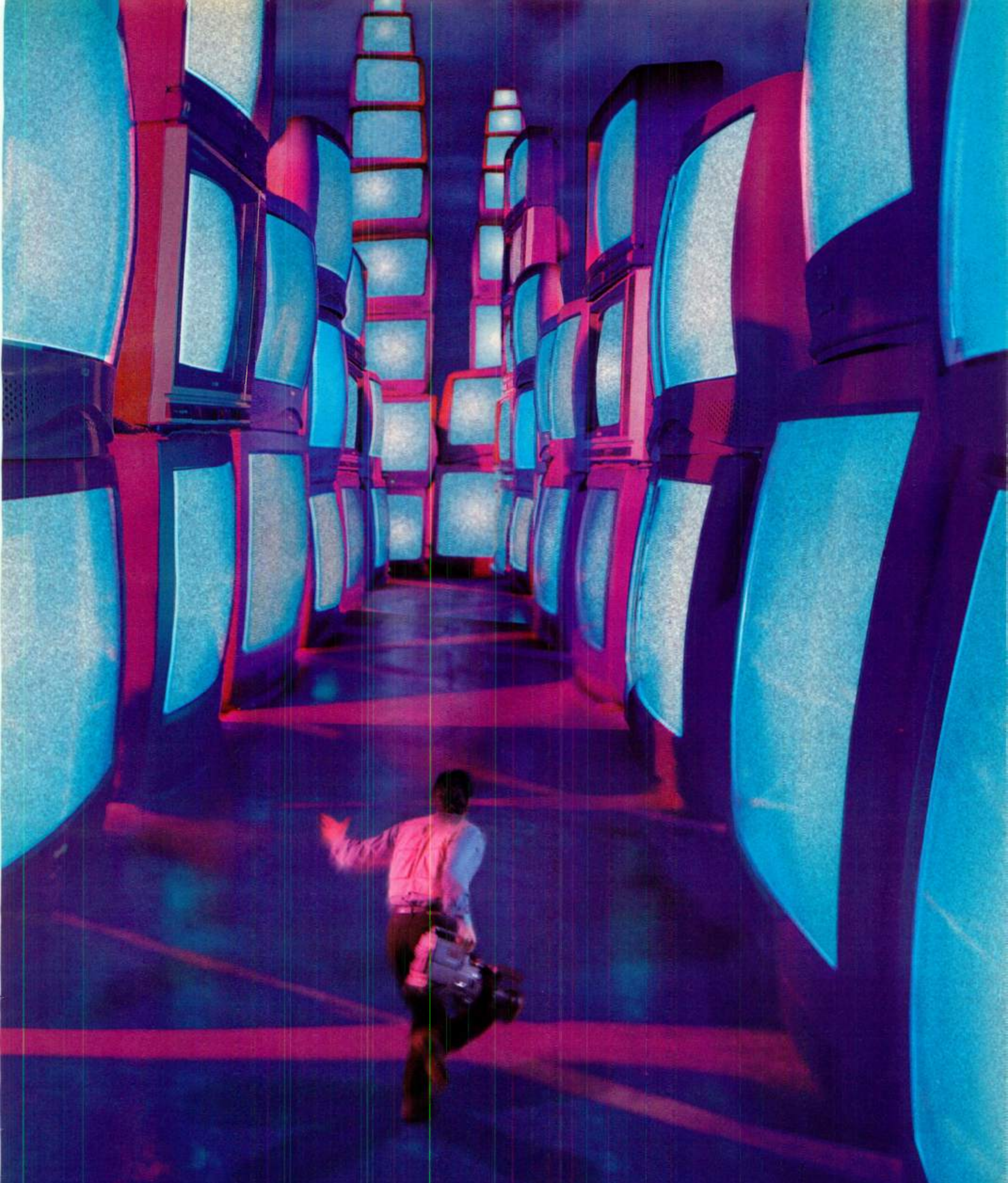
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World Radio History

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Continued from page 24

broadcast economy will continue, at least through the next year. Sixty-six percent of those surveyed described the broadcast economy in their market as "robust" in 1997, and 90% said the forecast for 1998 is even better. Fifty-seven percent said 1997 was a better year than 1996.

The WB was cited for the second consecutive year as the new network with the best prospects. Of those who believe that either The WB or UPN will survive, but not both, 60% said it would be WB, while 32% cited UPN. A year ago, 52% cited The WB and 48% said UPN.

Asked about the prospects for Pax Net, the proposed net-

work from Paxson Communications planning to launch next fall, 30% said it would succeed and 57% said it would not. ■



Kingworld's 'Roseanne' (left) came in third with 13% while Paramount's 'Howie Mandel' got 10%.



Past winners

Over the last three years, BROADCASTING & CABLE has entered the NATPE conference with three very different syndicated shows/survey winners on its cover. In 1995, it was All American's *Baywatch*-spin-off, *Baywatch Nights*. In 1996, Telepictures' *The Rosie O'Donnell Show* was the show syndicators were talking about and last year Martha Stewart took her home and garden into the daily TV show fray.

Talk's newest team

They're leavin' it all up to stations as singing Osmond siblings reunite for syndication; Donny says 'chemistry' is key

By Steve McClellan

Station executives in this year's exclusive BROADCASTING & CABLE survey cited Columbia TriStar Television Distribution's *Donny & Marie* as most likely to succeed among the batch of new syndication programs for the 1998-99 season. But according to CTTD President Barry Thurston, the show was "no slam dunk" to clear on the 175 stations (covering 92% of country) that have picked it up for fall.

When the company initially approached stations about pitching *Donny & Marie*, the common response was laughter, Thurston says. "They would say, 'OK, fine. Out of respect for who you are, we'll take the pitch. But we don't have any real interest, and we don't have a need for Donny and Marie.'

"When you mentioned Donny and Marie, people didn't think of them in this light," as hosts of a daily entertainment program, says Thurston. "They thought of them in terms of what they were famous for doing [a prime time show on ABC], which was a while ago. They were very young at the time, and it wasn't daily television."

Thurston says that a 10-minute tape shown to stations demonstrated the "depth and breadth" of the Osmonds' talent as entertainers, but also as



'Donny & Marie' is the best prospect of new syndicated shows.

"interesting personalities" to whom audiences could relate. In addition to celebrity interviews, the demo tape shows Donny and Marie singing and dancing and interacting in a spontaneous way with the audience.

While the show itself is very much a work in progress, stations have clearly bought into the concept and the potential. In addition to cash and barter and a two-year initial license term, the company is asking for and getting key time periods,

particularly 3 p.m. and 4 p.m. CTTD also is asking stations for a significant promotional commitment.

Thurston describes the show as an "entertainment and variety show" mixed with celebrity interviews. "We look at *Donny & Marie* as a show that can be a companion piece to [co-owned] *Ricki Lake* or *Rosie O'Donnell* or *Oprah*, and which is also able to compete against *Rosie* or *Oprah*. Our clearances reflect that. It will

be airing in 3 p.m. and 4 p.m. time periods in a lot of these markets."

Ask someone to describe Donny and Marie Osmond and adjectives such as squeaky clean and wholesome are likely to be used. Thurston says those characteristics weren't played up in the sales process. "Stations are always interested in ratings, interesting personalities and whatever is salable to the advertisers," he says. "For us, these are two seasoned performers the public is fascinated with. We were intrigued by them as personalities, and they had already had a career and established a reputation that is very positive in the marketplace and aimed directly at the audience we're trying to reach—the 18-to-34- and 18-to-49-year-olds. Those people grew up with Donny and Marie."

Both Osmonds have been in show business since they were tots. Marie was three and Donny five when they sang with their brothers on *The Andy Williams Show*. In January 1976 the pair debuted in ABC's *Donny and Marie* musical variety show (Fridays, 8-9 p.m.). Marie was 16 and Donny 18 at the launch of the show, which had its last telecast in May 1979.

In recent years both Donny and Marie have scored major parts in legitimate theater. Marie played Maria in a national tour of "The Sound of Music," while Donny starred in Andrew Lloyd Webber's "Joseph and the Amazing Technicolor Dreamcoat."

Reached last week at his

home in Salt Lake City, Donny Osmond said he and sister Marie have been approached with many offers to do television since the end of their ABC show almost 19 years ago. "[The offers] didn't really appeal to us, because we had decided to pursue our own [and separate] careers," he recalls. Now, he says, "the timing is right. During our last show, adults loved us, and the younger kids loved us. Now those kids are grown and have kids of their own. The interest is there."

Osmond said he and Marie did four shows in Los Angeles that were cut down to a 10-minute presentation tape for stations. "We were both really nervous, not having worked together in 18 years," he says. But after the butterflies settled down, he says, "we had the time of our lives."

Osmond says the show will be more entertainment than talk. Its success, he believes, will hinge on "the evolving relationship" between the two hosts. "The chemistry between Donny and Marie is what people want."

Thurston says that once CTTD was convinced the pair had the potential for syndicated talk, it then had to "prove to ourselves and to the stations that these two people are capable of doing a TV show every day. That's the bottom line." The tape, he says, helped to make that case.

Now that the station sales effort has largely been accomplished, the hard work begins: putting on a show that grabs lots of viewers. ■

Game shows play on, tried and true

Finding right mix of time slots, demographics is key

By Eric Olson,
B&C correspondent

The new generation of game shows is actually the old generation—just new and improved. With such familiar titles as *Match Game*, *Family Feud* and *Pyramid* on the drawing board and *Love Connection* a firm go, syndicators hope to revive the genre.

Over the past five years, game shows have battled in prime time access hours, where King World's indefatigable *Wheel of Fortune* and *Jeopardy!* hold back all challengers. In daytime, where game shows once ruled, talk shows dominate.

"It's been difficult to break into daytime against one-hour shows. But it's nearly impossible to go after giants in access," says Bill Carroll, vice president and director of programming for Katz Media Research. "Even an economically viable program becomes trouble if it doesn't have the majority of its clearances in access. It's like playing against Michael Jordan. Can you score? Absolutely. Can you win consistently? No."

Dwindling access slots have created further difficulties. "When the ABC O&Os renewed *Wheel/Jeopardy!* last year, people were surprised—and one syndicator was shocked—but the show has been trending upward, not down," says Dick Kurlander, vice president and director of programming, Petry TV. "As a result, there are only a few opportunities for access once the four O&Os lock up their schedules for these long periods. *Wheel/Jeopardy!*'s strength might erode again, but not in the next few years."

Talk shows, however, are experiencing declining ratings, which may create an opportunity for game shows. Producers are waiting in the wings and eyeing younger viewers.

"A game show has to track 25-to-50 to succeed," says Carroll. "If the 18-24 demo comes along with it, that's great. But without that 25-to-50 demo, a game show is doomed. That is the core audience for a show to go two, three or four seasons. They aren't fickle, and they like



Columbia/TriStar has revamped its 'Dating/Newlywed Hour' (above) hoping for better ratings.

to have predictability. For a show to come along and be too hip alienates that audience."

But ignoring the younger demo may not be wise either, says Joe Scotti, executive vice president of sales and marketing for Pearson All American Communications.

"The difficulty is making sure it's not too hip for daytime and not too older-skewing for other slots," Scotti says. "No one has all that in sync. We will be very conscious of that when we launch any of our titles. We need game shows to be successful."

Columbia TriStar learned about balancing demos last season with its revival of *The Newlywed Game* and *The Dating Game*, which didn't set any ratings records. "We tried to aim for a younger demo, but we found that audience was not available during the slot in which we were running," says Russ Krasnoff, Columbia TriStar Television's executive vice president of programming.

The difficulties generated a revamped version of the shows, which Columbia TriStar hoped would generate better ratings. "Now we are programming to an audience that



The revived 'Love Connection' will be hosted by Pat Bullard.

is available, and we are taking advantage of a valuable title," Krasnoff says. "We have an icon in Bob Eubanks that people know."

Younger audiences do not relate as well to game shows as older audiences do, says Andy Friendly, King World executive vice president of programming and production. "When I was a kid, I loved game shows. It was part of the culture. Now when you announce that you're reviving a game show, it doesn't have the impact it might have had before."

For now, syndicators are developing programs with a familiar ring, targeting older demos before worrying about the younger audience.

"Even though the market is difficult, I think we will see a few programs launched next season," Kurlander says. "But even the big companies are having a hard time testing the waters. Any game show coming out is going to be a recognizable remake."

"A launch is going to take a lot of money," Scotti says. "Pearson All American believes that classic, branded game shows with hosts who bring awareness, star power and recognition will be successful."

The combination of the huge libraries of Pearson and All American creates a powerful

presence in the genre. "When Pearson bought All American, we brought together quite a few talented human beings," Scotti says. "We're working hand in hand on domestic strategy. It's a colossal company with a large presence in the game show business."

King World will test a different approach to the traditional game show format when *Hollywood Squares* hits the airwaves next season. Friendly points out that although it will compete with *Wheel/Jeopardy!* in access in many markets, *Hollywood Squares* and *Wheel/Jeopardy!* are different shows targeting different audiences. *Hollywood Squares*, a game show/celebrity show hybrid, is the only new entry in access spots next fall.

"It's sort of a live sitcom, and the game show is incidental," Friendly says of *Hollywood Squares*. "Most, if not all, other new game shows are pure games. That's not to put them down. It's just that we're different."

NBC enjoyed 14 seasons of success with *Hollywood Squares* in the '70s and '80s. During its second season, the show achieved a 50 share.

"The classic game titles were once new shows too," Friendly says of the revival trend. "[*Hollywood Squares*] has enormous awareness and history with both young and old adults. We'd like to see this program [attracting] a younger audience."

The hybrid approach of *Hollywood Squares* reflects a transition in the genre, says Katz Media's Carroll. "There is a yearning from stations for diversity, which has caused the commitment to *Hollywood Squares*. *Wheel* and *Jeopardy!* are pure games. *Newlywed* and *Dating* are relationship-based games. *Hollywood Squares* is a comedy and celebrity show. I've heard some people refer to it as the *Love Boat* of the 2000s."

Carroll says that a *Hollywood Squares* failure could "set the genre back five years." Others, however, believe that since syndication is cyclical by nature, game shows could come back into vogue.

"There is a lot of room out there for game shows, especially with cable," says Columbia TriStar's Krasnoff. "The Game Show Network gives us the chance to develop content, further exploit titles and genres, and basically try new things."

Scotti says that cable attracts a younger audience for game shows. As for syndication, the payoff may be a few years away.

"We have to be willing to take small steps right now and learn to walk," he says. "But if we can achieve the right mix of time slots, we'll be able to run." ■

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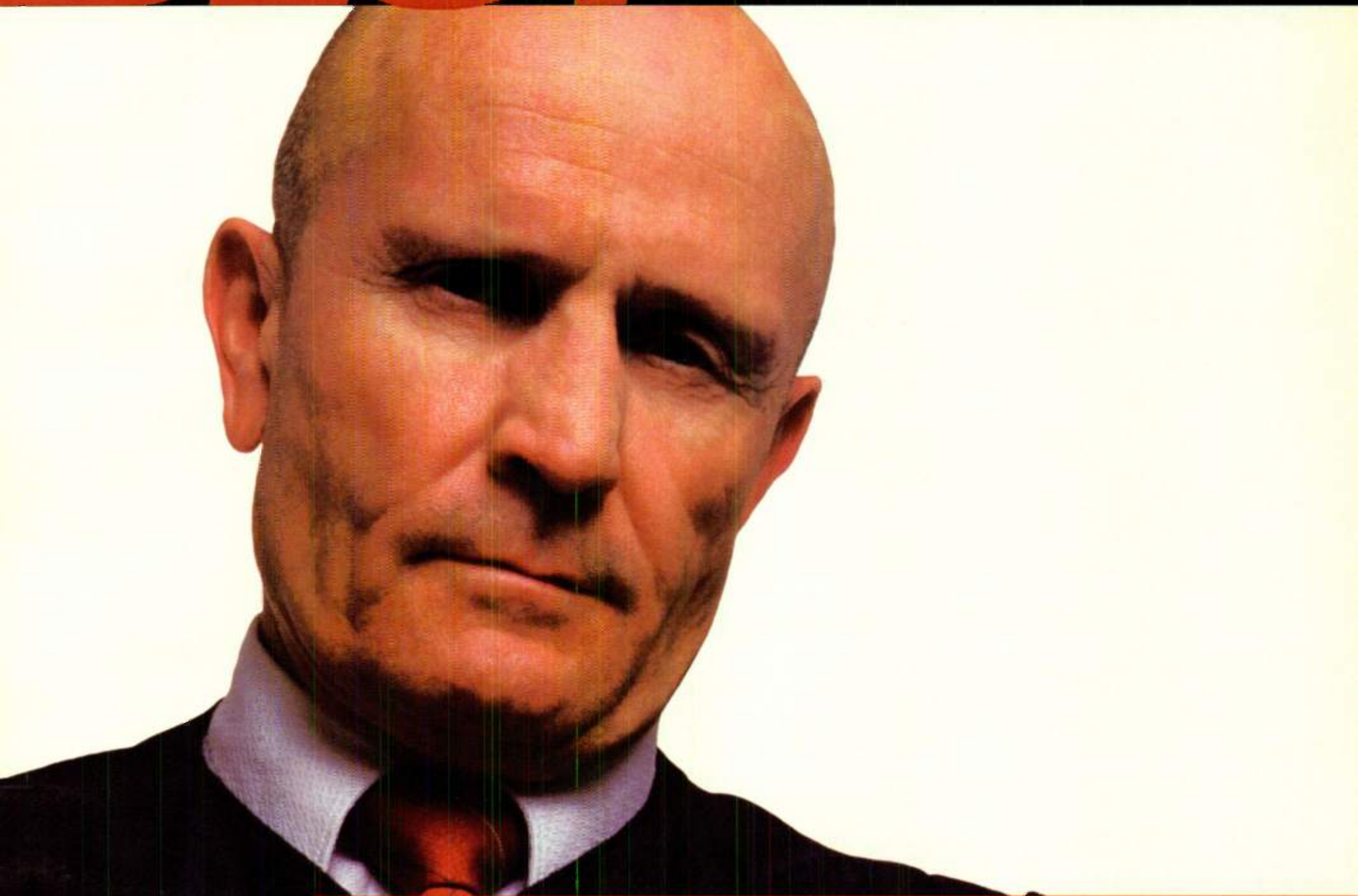
After the verdict is announced, viewers will visit Judge Lane to hear his inner thoughts and the reasoning that guided him to his decision.

Executive Producers
Bob Young and John Tomlin

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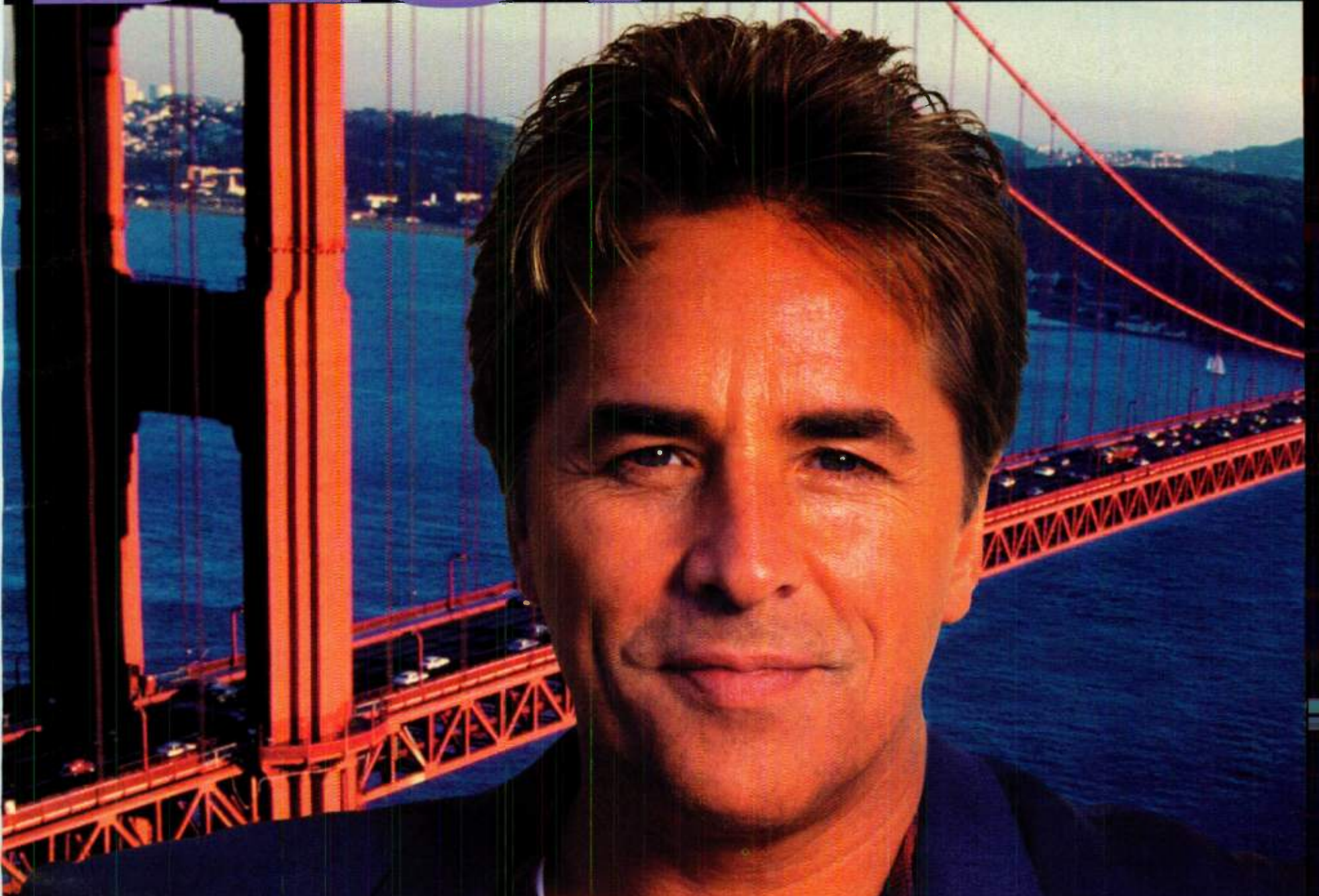
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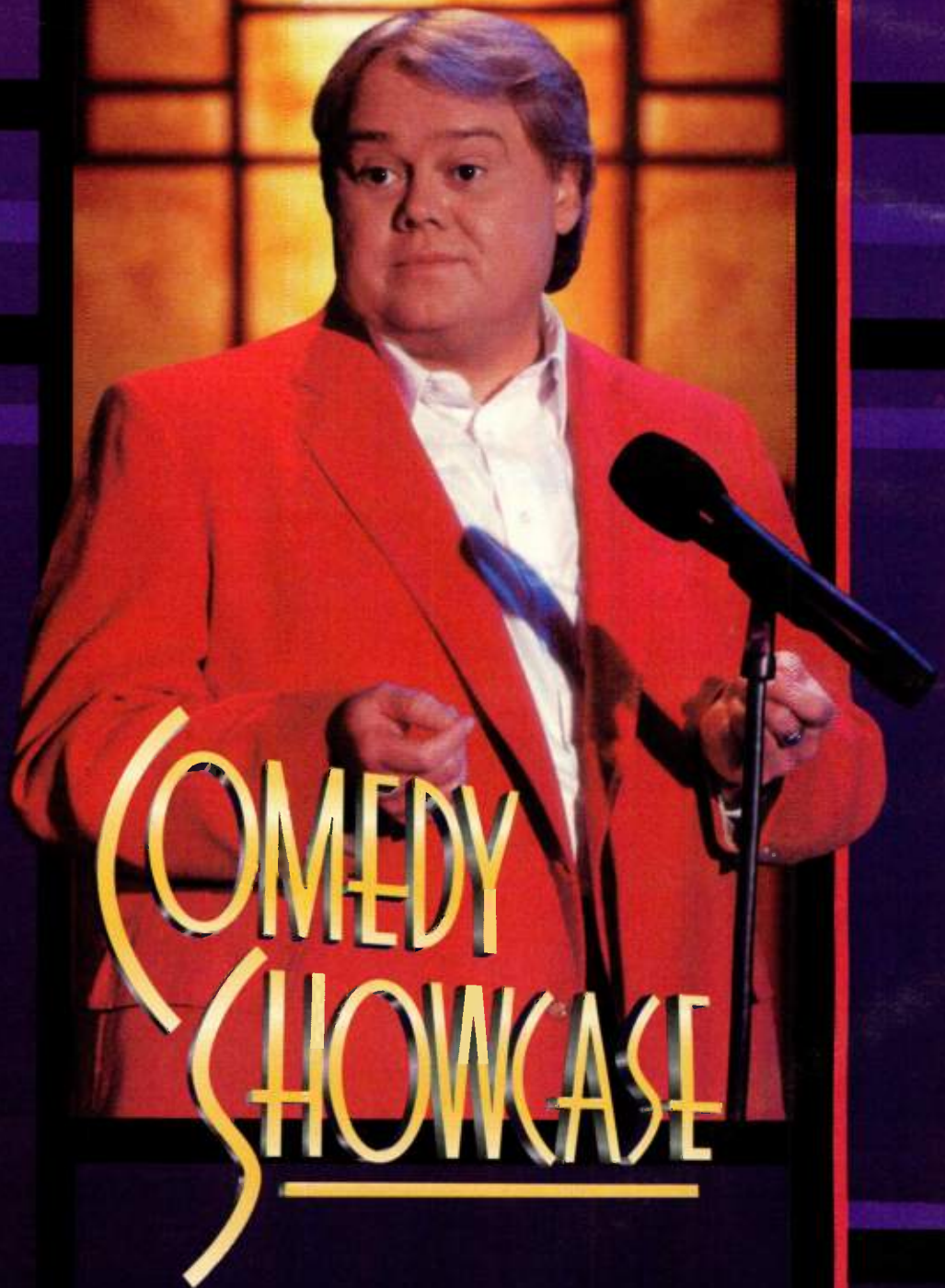
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ENTERTAINMENT

Old favorites 'Jeopardy!,' 'Wheel' look for new edge

King World wants its winners to stay that way

By Eric Olson,
B&C correspondent

Harry Friedman has a problem. But it's "a high-class problem," he says, "a good problem to have." The producer of King World's *Jeopardy!* and *Wheel of Fortune*, the juggernaut duo seen on 231 stations in syndicated access, says the shows face a generation gap.

Game shows traditionally skew toward an older audience, and today's younger viewers have less interest. But these two shows, as leaders in the genre, have a chance to bridge the gap, Friedman says.

"We have a format that people have come to love," he says. "We want to broaden and build on these basic concepts."

Keeping the programs fresh



There are plans to give 'Jeopardy!' a younger look.

is the first consideration, and changes are in the works. Following on the success that *Wheel* has enjoyed with location shooting, *Jeopardy!* was taped on location (in Washington) for the first time in October.

"The kind of renewal we

have is a tremendous vote of confidence in the continued success of the show, but it also gives us the chance to do some planning," Friedman says.

There are plans to give *Jeopardy!* a decidedly younger look. And a kids version of the show,

JEP!, is in development for the Game Show Network. For the parent program, there will be new categories and more audio and video clues, as well as tie-ins with *National Geographic* and *Seventeen*. This year's College Tournament will offer clues sponsored by Cliff Notes Study Aids. The category: Literature in Synopsis. The approach is not meant as a backhanded stab at the state of higher education, Friedman says, but is an attempt to attract younger viewers.

Wheel also will enjoy new twists on familiar themes. New puzzles will include such categories as Show Biz, Headlines and Around the House. They will feature more two-part puzzles, in which contestants solve the puzzle and then answer a question. Location shooting also will increase. "Location



'Wheel' will feature more location shooting.

shooting is a lot of work, a lot of money, but well worth it," Friedman says. "It is very exciting to play in a city where people come out and get close to the game."

As for competitors, Friedman says he welcomes new game shows into the fray.

"It's a big marketplace," he says. "And it is healthy to have new forms of validation for the game show genre. When we hear about new shows coming back, we support it." ■

Quirky game shows find niches on cable

Genre, while inexpensive to produce, can brand a network

By Stuart Miller, B&C correspondent

Cable networks have breathed new life into game shows not only by creating newer, more outrageous variations on old themes but by inventing shows that appeal to niches targeted by channels.

"Game shows have certainly been very good for us," says Kevin Kay, vice president of development at Nickelodeon, which scored its first game show hit with the revolutionary *Double Dare* in 1986. "*Double Dare* changed the way people think about what game shows could be."

The game show is flexible—anything with contestants and competition fits in the category—and cable game shows feature unusual concepts. The chef racing the clock on *Ready, Set, Cook* cooks up a contestant's recipe on the Food Network. Speechwriter/actor/lawyer Ben Stein, host of Comedy Central's *Win Ben Stein's Money*, competes for his own money on the quiz show, which is also built for laughs (with categories like "Chewed in Italy but Liechtenstein" and "Pull My Finger and Inherit the Wind"). A young dancer answers yes-and-no questions from youthful panelists before an equally fresh-faced audience on Nickelodeon's *Figure It Out*, where talented kids win prizes if their interrogators fail to guess the kids' area of expertise. (The Game Show Network also is on cable, featuring all game shows all the time. See page 41.)

From *Remote Control*, a hit for MTV in the 1980s, to Comedy Central's trio of *Ben Stein's Money*, *Whose Line Is It Anyway* and *Make Me Laugh*, "there's a track record for the genre in cable," says Eileen Katz, Comedy Central's senior vice president of programming.

Game shows appeal to cable networks searching for original programming that is affordable and popular.



'Ready, Set, Cook' is one of the top five shows on the Food Network.

"Cable game shows achieve economies of production that make the bottom-line people happy," says Bob Boden, vice president of development and production for FX and an amateur game-show historian. Boden says most game shows, with minimal production and relatively low-wattage talent, cost only about \$125,000 for a weekly strip.

Beyond the cost, game shows are popular with cable networks because they can help brand a network and attract new viewers. Most shows on the Food Network are inexpensive to make, but the network needed "to broaden its audience base and find new ways of looking at food," says Eileen Opatut, senior vice president of programming, production and operations. *Ready, Set, Cook*, of which 180 episodes have been produced, is based on the British show *Ready, Steady, Cook*. The American version, which even goes on the road, is one of the top five shows on the network, Opatut says, and has proved "an excellent branding tool." The show earns high ratings for its weekday dayparts (4:30 p.m. and



'Supermarket Sweep' earns high numbers for Lifetime.

11:30 p.m.) and in prime time on weekends (Saturday-Sunday, 8 p.m.). It features fast-paced action (compared with the network's other shows) and brings in nearly as many men as women, a healthy addition for the network.

Figure It Out not only gave Nickelodeon a 30% ratings boost for its 6 p.m. time period during the show's first few weeks, the show also inspired 2,000 kids a week to write in requesting a shot on the show, Kay says. Although the network is looking for unique talents, like a stilt dancer, most letters describe skills such as armpit farting. (The show will feature a kid who recites the entire alphabet during one prolonged belch, says an impressed Kay.)

Additionally, while game shows historically skewed older—in part, because they were on during the day—Boden says cable networks have been successful in attracting younger audiences. He was vice president of daytime programming at The Family Channel last year when it produced five game shows: *Shop Till You Drop*,

Shopping Spree, *Wait Till You Have Kids*, *Small Talk* and *Family Challenge*. The fast-paced shows, particularly *Shop Till You Drop* and *Shopping Spree*, which were brought back for a second season, successfully established a young audience base in the afternoon, he says. However, Fox, new part-owner of The Family Channel, is remaking the channel, and game shows will be replaced.

Lifetime's veteran *Supermarket Sweep* is earning a 1.2 rating, and newcomer *Debt* is posting a 1.1 and climbing—strong numbers for original programming, says network president Doug McCormick. The shows draw the network's core women 18-49 demo—*Sweeps* with its "frenetic, action-based" style and *Debt* with its pop culture-oriented categories. (Contestants on *Debt* need to know such things as the names of the three Brady girls and Joni Mitchell tunes.)

But as much as network executives love game shows, they know how difficult it is to find one that will work. Even Nickelodeon, which has created many successful action-oriented competitions and other game



'Figure It Out' gave Nickelodeon a 30% boost for the show's time period.

shows (*Legends of the Hidden Temple*, *Family Double Dare*, *Nick Arcade*, *Wild and Crazy Kids*), "develops a lot of games that don't work," Kay says. "We didn't do any new ones for a couple of years because we didn't have any that took us to the next level."

Kay says that in focus groups, kids caught Nickelodeon copying itself: One potential program, *Morph Sports*, resembled *Guts* too closely. But Kay does have several possibilities in development, including a hidden-camera game show and the conversion of *Gamefest Kids*—a special with kids competing in four countries—into a series.

Both Comedy Central and Lifetime are developing shows, but because most networks are wary about running too many game shows, newcomers will serve as backups. "They are more for replacement than expansion," McCormick says. But at the Food Network, the success of *Ready, Set, Cook* has whetted Opatut's appetite for more game shows: "We're actively looking for another one." ■

Game Show Network is playing for keeps

Sony and Michael Fleming are betting enough viewers want to play

By Stuart Miller,
B&C correspondent

Imagine heaven for Chuck Barris: all game shows, all the time. That's the Game Show Network, the Sony-owned cable channel seen in 12 million households.

The question, of course, is whether the rest of America will welcome this niche network. While GSN President Michael Fleming acknowledges that sports, news and music may generate ratings and revenue more easily than game shows do, he points out that game shows attract 20 million unduplicated viewers a day and that 70 million households will watch at least one game show in the next week.

While there were skeptics among media buyers when the network launched three years ago, Fleming says GSN encountered no more resistance than any other start-up network.

The bigger issue was carriage, since Sony does not own any cable systems or a broadcast network to give it retransmission leverage. And the network's timing was awful. Just after GSN launched in 1995, Congress limited rate increases for cable operators, reducing their incentive to add more channels. "The cable industry ground to a halt," Fleming recalls.

After struggling for two years, executives "were concerned by how much the business had changed. But there was never any wavering of support, [even though] Sony has had three management teams in the past three years. We [just] adapted our thinking," Fleming says.

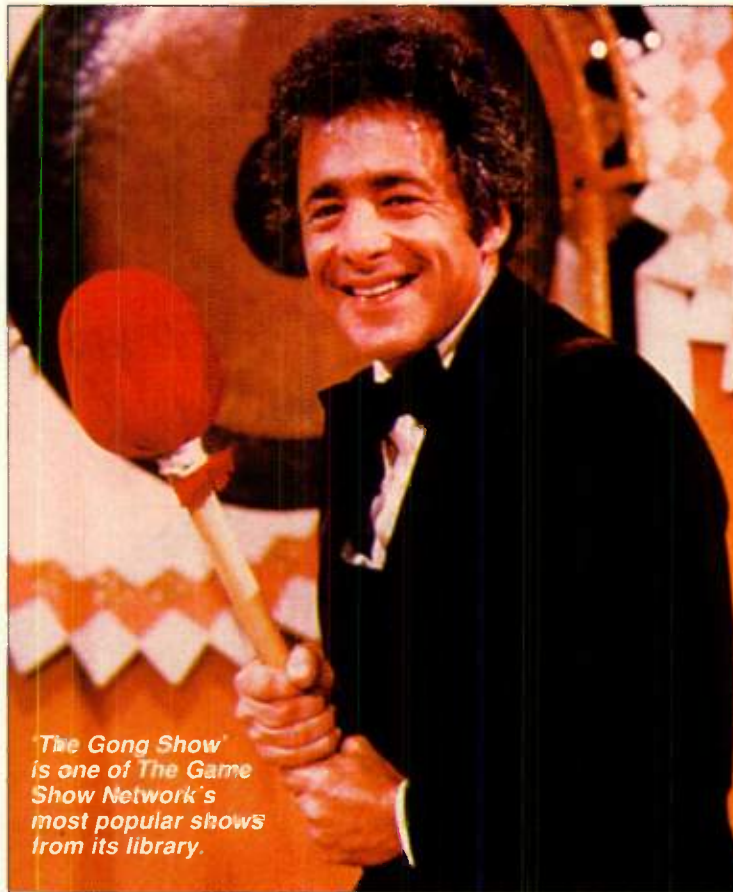
The network began 1997 with fewer than 5 million subscribers, well below its original goal. But the climate has

become more favorable, and GSN now reaches 12 million, according to Fleming. And with deals being signed by 15 of the top 20 MSOs, Fleming expects the network to hit 20 million by summer. (GSN also is launching an aggressive promotional campaign, starting with a 70-second trailer that will run in Sony's Loews movie theaters and several smaller chains.)

A cable channel, however, needs to reach 30 million—35 million homes to break even, says Jeffrey Flathers, media analyst for Paul Kagan Associates. With channel capacity increasing slowly, and at least 20 major and 30 minor networks looking for space, he adds, "competition is hot." Still, Flather believes that with its monopoly of the niche and a deep-pocketed owner, GSN has "as good a shot as anybody."

GSN has a well-stocked library, with access to 50,000 game show episodes stretching back nearly 50 years, including the collections of game show icons Merv Griffin and Mark Goodson. (Goodson, who died five years ago, was an original partner in the network.) The library includes powerhouses *Wheel of Fortune* and *Jeopardy!*, both Sony properties, and runs the gamut from *The Dating Game* to MTV's current series *Singled Out*.

One of the most popular shows from the archives has been *The Gong Show*. Its success "certainly has us scratching our heads," Fleming says. He is trying to figure out if audiences are responding to wacky humor or to reminders of a bygone era so that the network can replicate it. (Several other shows—*Joker's Wild*, *Card Sharks* and *The Newlywed*



'The Gong Show' is one of The Game Show Network's most popular shows from its library.

Game—that were initially considered "placekeepers" until fresher programming was ready, also have surpassed expectations, Fleming says.)

But the long-term problem remains. "Is there a significant enough audience," Flathers asks, for game shows around the clock, year-in, year-out? "Probably not." (In addition to questioning the long-run potential of *Joker's Wild*, Flathers points out that television viewing is declining slightly in the U.S., even as the number of competitors increases.)

But even if GSN is on target, and people will watch repeats of game shows, executives know that to flourish in today's cable environment means creating

original programming, especially one or two signature shows that can help brand a network.

"We've begun to focus on original programming to distinguish us in the marketplace," Fleming says. The 1,200 hours of original programming that GSN has acquired or produced since April is geared toward impressing both cable operators and viewers.

The lineup is a mix of new concepts and variations on old themes. *Wheel 2000* and *JEP!* are extensions of popular brands, revamped for younger, hipper demographics. (There are no plans for a 1990's *Gong Show*.)

The network also created *Gameworld*, a *Talk Soup*-like clip show of each day's game

shows and behind-the-scenes peeks—without the parody employed by *Talk Soup*. *Gameworld* "isn't the most-demanded product form," Fleming acknowledges, but the show is important for branding if the network wants to "be all things games." Fleming also says a comedy-based game in development, *Just for Laughs*, has the potential to fulfill the network's hope for a signature show.

But when Sony was looking for an idea for a new network, it selected the genre not only because of Sony's extensive library but also because executives believed that the interactive age would create opportunities for game shows. The network has introduced several interactive shows, such as *Trivia Track* and *Super Decades*.

At this time, home viewers can compete only via the touch-tone phone, and programming is limited by the data that can be handled by telephone lines. But Fleming says he has been pleasantly surprised by the fact that GSN fields 100,000 calls a day. Fleming expects the technology to improve rapidly in the next few years.

Not everyone is so optimistic about the future of interactive TV. Ed Hatch, media analyst for UBS Securities, says: "Television will remain a passive medium. It's hard for me to foresee a large commercial audience for interactive games."

Fleming says GSN will never be dominated by interactive shows and it won't be the only network offering them. Just as people think of ESPN when they think cable sports—even though they watch most of their sports elsewhere—"we want to be thought of as the place for games." ■

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Market	VIBE	Jay Leno	David Letterman	Politically Incorrect	Conan O'Brien	Keenen Wayans	Later	Tom Snyder
New York	4.3	2.1	1.5	1.1	1.6	2.6	0.9	0.2
Chicago	3.3	2.8	1.5	1.1	1.6	2.6	0.7	0.4
Philadelphia	3.0	1.8	2.8	1.5	2.0	2.2	0.3	0.7
Wash. D.C.	2.7	2.1	2.1	1.6	1.2	2.4	0.1	0.1
Atlanta	4.9	1.6	1.0	0.3	1.7	3.5	0.8	0.2

Source: NSI SNAP, Nov. 1997

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Daytime Talk Shows
Nov. '97

HH W25-54

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Kathie Lee
Rank

5/23 3/24
#1 #1

Jerry Springer	5/15	3/20
Sally Jessy Raphael	3/14	2/18
Maury Povich	3/13	2/13
Martha Stewart	3/12	2/14
Montel Williams	3/12	2/15
Leeza (NBC)	2/11	1/12
Jenny Jones	3/10	2/13
Geraldo	2/8	1/9
Gayle King	2/8	1/8
Ricki Lake	2/6	1/7
Home Team w/Terry Bradshaw	1/3	-/3
Arthel & Fred	1/2	-/2



Source: NSI as dated; weighted average rating, all daytime (8A-3P) occurrences ranked on HH share.

THE KINGS

Who'll stop the reign?

What looked like a potential down year for syndication's dynamic duo may turn out to be their best ever

It was supposed to be the year of diminishing returns for King World Productions, the syndication powerhouse run by the indefatigable Roger and Michael King. Competitors whispered that its highly rated perennials—*Jeopardy!* and *Wheel of Fortune*—were tired and vulnerable, Oprah was threatening to quit her lucrative talk show, and it hadn't produced any new hit shows in a while.

But as it turned out, 1997 was the year the brothers demonstrated that they intend to stay at the top of the syndication heap. They renewed *Wheel* and *Jeopardy!* through 2001-2002 on more than 150 stations.

In April the brothers formed King World Kids, built around two of children's programming's top names, Vanessa Coffey and Jim Ballantine (among their credits: *Little Mermaid*, *Rugrats* and *Ren and Stimpy*), who will be developing shows for syndication and for cable and broadcast networks.

In September, with Wall Street and the media waiting to lower the boom on the company, the Kings pulled another rabbit from their hat. Oprah Winfrey, who until this season accounted for 40% of King World's revenue, announced she would continue to host and produce her highly rated daytime talk show for two more seasons. The news touched off a sharp rise in the company's stock price.

The Kings announced plans for a new talk show with Roseanne; without ever shooting a pilot they quickly signed on 80% of the nation for two seasons starting in fall 1998. And they cut an out-of-court settlement with Sony Pictures Entertainment that enables King World to distribute a new version of *Hollywood Squares*. Even though the shows are still in their formative stages, *Squares* and *Roseanne* finished second and third in BROADCASTING & CABLE's most-likely-to-succeed survey of TV station executives.

The Kings also promise details next week on yet another new show, an early morning talk show along the lines of *Regis & Kathy Lee*. Add to that a television film deal with Barbra Streisand and it becomes hard to dispute Michael and Roger's claim that it was the company's best year ever.

King World today is sitting on a small mountain of money (\$800 million in cash, \$1.8 billion in receivables on its balance sheet) and is looking to do some shopping.

In Michael's West Los Angeles office, Roger and Michael talked shop with BROADCASTING & CABLE's Joe Schlosser as they head into NATPE.

Were you prepared for life after Oprah?

Roger: Oprah is going to go forever. But if she doesn't, King World is very much prepared to go on. Absolutely, we are an ongoing entity. Nothing could replace *Oprah*, but the time periods will be replaced, and we are working on TV shows to do that now.

Was *Roseanne* brought in specifically to replace Oprah?

Roger: It was never brought in looking over her shoulder, but if *Oprah* had decided to go away it would have replaced her in several markets.

Several?

Roger: Many markets, but we really didn't want that. It wasn't just for the money; we wanted to develop *Roseanne*'s show so that in the second, third and fourth seasons we can capture that real late-afternoon fringe time period that we would like to have.

Why *Roseanne*? What does she bring to the table?

Roger: She thinks funny. She is funny. *The Roseanne Show* is going to be unique, like *Oprah*. She is not going to be a *Rosie O'Donnell*. She's certainly not going to be a

Jerry Springer. She's going to have her own style, and we are going to play to her comedic strength.

Was this your best year ever?

Roger: Absolutely. But more important, we didn't have a pilot for *Roseanne*. We had a tape presentation. We didn't have a producer. We had a star. And we've launched that show in 90 percent of the country. In September, we launched [sales of] *Hollywood Squares*. We didn't have a producer. We didn't have a host and we had nobody for the show. Just a format. The broadcast community said "Oh, King World, we know their quality." I'm proud that we have built King World on quality. It is expensive. Quality is expensive. Most broadcasters want quality. When they buy a show from King World, they know they are going to get a quality television show, and they will know we did everything humanly possible to make it a big success.

Michael: And *Inside Edition* won the Polk Award. It was the first time it has gone outside the networks. We have had another dozen awards. We went up against Chrysler, which had a faulty lock on its latch on a door for cars for young families. We went up against a \$24 billion company. They said, "If you broadcast this report, we will sue you for billions." We went forward with the report. The U.S. government insisted they recall every minivan from 1984 until this past year. There were 4 million of them. It was, like, \$100 per van. That was a \$400 million thing. You know something, if it helps save

one child, it is a great, great accomplishment. Most people would have thought, "They are game shows and they are talk. Where do they get off thinking they can produce and distribute a news magazine?"

Roger: I remember back in 1989, one of the questions from broadcasters was whether King World was a newsgathering operation: "They're not a studio. They can't produce news. They got lucky with *Wheel* and *Jeopardy!*" We've proven now that it wasn't luck.

Is there anything you guys couldn't sell?

Roger: I couldn't sell crap. One of the nice things about working with my brother Mike and King World is that we have developed top shows and have put every nickel into the shows. We don't save anything. We put every single nickel into the show to get every viewer into the show. So I can't sell crap, but I could sell top quality. I could sell it forever.

Michael: Quite honestly, my brother has changed television. You wouldn't have *Star Trek: The Next Generation* or a lot of the other shows if you didn't have the success of *Wheel of Fortune* and *Jeopardy!*. Both in license fee and barter. That enabled us and all the other major companies—Paramount, Time Warner—to come up with programming that was never even thought of in syndication and could only go to network television. And now every conceivable show you can imagine can be produced in the first-run arena. Not only that, but it can be produced and distributed all over the world. I





Craig Mathew

shows, like *Geraldo*. What do you think he grossed—\$350 million, \$400 million in his lifetime? *Geraldo* is not the number-one first-run show in America and never has been. Yet, if you were to compare the license fees to that over the run compared to what an off-network show gets per episode, you would find that even some of the smallest first-run shows do better than off-network shows.

The attempts to sell the company to New World and then Turner Entertainment: What is going on? Are you still setting the company up for a sale? Are you still looking to acquire something?

Roger: We were looking back two or three years ago for a different strategy. The company wasn't for sale per se. But we were up trying to find different strategies to hook up with all the changing of the [FCC] laws and rules. So we looked at Turner, we met with him, talked to him. There was never a deal on the table. He is an innovative guy and subsequently he was sold. And, yes, we did talk to [New World Chairman] Ron Perelman, but we never came back to the board with an offer. We had talked to them for several months, and we came to the conclusion there was no deal there. And I might add, they were cool.

King World is sitting in a great spot. We have tons of money. We have hit shows—new ones, aged ones. We are really firing on all cylinders. So our company is not for sale. We have \$800 million in the bank, in cash and after taxes, \$1.8 billion in receivables. We are definitely looking to expand our company through acquisitions. We are only going to buy the right thing.

What happened in your attempt to acquire Tele-mundo two months ago? It wound up going to Sony, but is that the kind of product you want to get your hands on?

Roger: It was overpriced. You can quote me. We never even put a bid in. It was selling for \$26 a share. We figured it would be \$29 to \$30 a share, and it went for \$44. I can tell you one thing: King World is never going to overpay for anything. I don't think that is good business. We're looking at every single area you can find—small, big, gigantic. We don't have any level we are not looking at. We are going to turn every rock and stone over to find a good deal. I can tell you one thing, I'm not going to go in and hock myself up to the eyeballs and not be able to make my payments on anything I buy.

You have made initial moves to get into children's programming, have made an agreement with Barbara Streisand to do television movies. Where is King World programming headed?

Michael: If you look at our company and at some of the numbers, it is very difficult to say how can you take a company that has 50 percent of the actual time periods in America and expand on that. How can you have 40-some percent of the marketplace and easily expand on that? But if you look at the marketplace we are not in, you start saying, well, King World is really in three areas: game, talk and magazine. How many other forms of television are there? There are a variety of forms of children's programming, but let's just take cartoons. If you get a hit in animation, it could go on for 100 years. If I put a children's show against *Oprah*, am I competing against *Oprah*? If I put a children's show against a game show, am I competing with that? No, I'm expanding my business—and that's what we are really looking to do.

What else besides kids?

Michael: King World is going to expand into the scripted television business. You are going to see us in the sitcom business. You are going to see us in the dramatic series business. That is all very exciting. And, again, it doesn't compete with anything we are doing. To me it is really sort of simple. When you start looking at what the other companies do, I could see King World in sports. Am I going to do the NFL? No. That is already beyond me. The fact is that this company has been able to build itself into this really successful company without using any of its balance sheet; we haven't used any of our receivables. We haven't used any of the retained earnings. When you start thinking in terms of building the company without acqui-

sitions, you've got to think of CapCities/ABC. Where would CapCities be without acquisitions? They would be one little TV station up in Albany. People are starting to say, "Hey, Roger and Michael King really have done the impossible. They started the company only through hits and not using any of the leverage of the balance sheets." We are going to take our expertise; we are going to take our time, use all of our resources and hire the best people. And that is what we have really done all the way, step by step, since we started out of that cellar in Berkeley Heights, New Jersey.

You said sitcoms. When?

Michael: I don't think you will see us in the sitcom business next year, but I think you could see us in the scripted network business, and that could happen in the next year or two.

You've just announced the production of two more Little Rascals films. Is King World going to get even more involved in theatricals?

Michael: The movie business per se is not a great business. The made-for-TV business is probably an easier business to keep the costs in line, and it probably can be more profitable. The theatrical business—if I had a property like the *Little Rascals* or *Topper*. *Topper* is actually another film we are going to do, and we are going to do that through John Davidson's company. "Topper" is a movie that Cary Grant starred in in the '30s. It worked as a book, worked in television and film. We own the rights to that property, and I think it is another property we'll turn into a film. There might be some others, but King World is not going to produce and finance theatrical movies. You need to go through a distributor. The \$800 million we have, we could go through it like that [snaps fingers] in the motion picture business.

How about Hollywood Squares? Where do you stand with the show?

Michael: We might sign our executive producers soon. It might be shocking, and some might say these guys are the deans of comedy. It is just one more step in what King World does. We are thinking outside the box. These people are not real game-show people. *Hollywood Squares* is a great comedy show, and it needs great comedians in there. This thing is going to be produced in two ways. One, we have some of the finest people in the business that can produce the game aspect, but the really important thing is to make sure that we get the biggest and the funniest people in the business. Which is going to make it more enticing to get major movie stars and major prime time stars and rock stars and sports stars. And that becomes the self-fulfilling prophecy. My brother and I are not arrogant enough to think that we can do it all by ourselves. Those people are the ones that usually crash and burn. We know what we know, and we also know what we don't know. And when we don't know something, we try to get absolutely the best in the field.

Are you looking to buy stations?

Michael: We wouldn't buy TV stations. That's not our thing. I think they are too expensive. You need to have them in a lot of markets to really have any impact. We are going to be primarily a programmer. And I think that is a very, very exciting part of our business. I don't want to be in the hardware business. If we moved all of our programming to the King Channel or a national channel, it would be one of the most successful channels in America. But right now, we are in the programming business.

Is there an intimidation factor within King World? People say they are intimidated by you guys.

Michael: Does this look like an intimidating place? Have you seen people when you walk through here who look like they are nervous and scared? The people we do business with, there is a lot of respect involved and they know how hard we work for them. We expect to be paid. We participate in their success; as their ratings go down, our revenue will go down too. Our track record is very, very strong. ■

have to say I'm proud of the fact that we were able to sell all our shows in 154 countries. We think the world is our oyster. We think we can do anything.

Roger: In the early '80s, first-run shows were sold for low dough. They weren't respected, and everything off-network went for very high license fees—*M*A*S*H* and others. *The Joker's Wild*, the *Donahues* and *Tic Tac Dough* were relatively cheap. Cheap to produce and buy. We've changed the thinking on buying first-run shows. It is critical to put that in there; otherwise it sounds like we are on an ego trip, and we're not.

Michael: The license fees for *Family Feud* were number one; they were a little over \$20 million. And if you look at the budget on some of these action hours in syndication right now—22 of them at \$1.5 million an episode. That couldn't have been done in the early '80s. You couldn't afford it. But when you see shows doing hundreds of millions of dollars in license fees along with the barter, it gives you the opportunity to produce anything that is on network television. That was really unique. And that is what Roger and King World are changing. Taking those license fees in the first-run arena and taking them up to what the off-network series were getting and then higher.

Roger: *Oprah Winfrey* is the number-one biller of all time, bar none. Compared to any off-network or anything. It has been the most successful grossing television show in syndication history.

Michael: You can even take some of the smaller first-run

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World Radio History

Where the action is at NATPE

Action hours were a big story at last year's convention, and syndicators are looking to write a new chapter

By Joe Schlosser

Last year was the year of the action hour at NATPE. Big concepts, top names and lots of money.

Hollywood film producers and directors including John Landis, Francis Ford Coppola and Jerry Bruckheimer were trying their hand in the weekly syndication act. Many of the big action hours, like Rysher's *Soldier of Fortune*, claimed budgets of more than \$1 million per episode. Tribune Entertainment introduced *Gene Roddenberry's Earth: Final Conflict*, and Eyemark Entertainment had *Pensacola: Wings of Gold*.

Plus, there were weekly dramas such as MGM's *Fame L.A.* and Buena Vista's *Honey I Shrunk the Kids*. Over a dozen new weekly hours in all came to NATPE a year ago, not including the celebrated off-net hours from Twentieth Television: *The X-Files* and *NYPD Blue*.

It was a year after Universal's syndicated action hours *Xena* and *Hercules* had caught the national spotlight, and other Hollywood studios went looking for hits of their own. But through the November sweeps, only *Earth: Final Conflict* can be labeled a hit. A few others are hanging tough, but the majority of last year's crop are just trying to stay afloat.

With a number of off-network hours coming and a handful already in secured time slots for next season, syndicators have generally taken a wait-and-see approach to the genre. But the shows that are coming seem to be following along the same lines: big budgets, big stars and a number of TV adaptations of top box office films.

"We are certainly going to have less than we had last year, and for good reason," says Dick Kurlander, vice president and director of programming at Petry Television. "The industry can't support those programs. We will see five or six, and that'll be about right."

Already announced for fall 1998 are Warner Bros.' TV adaptation of the popular video game *Mortal Kombat*, Columbia TriStar's Pamela Lee action thriller *V.I.P.* and Pearson All American's *Kick Boxer and the Kid*. PolyGram has two film spin-offs, one for this season and another for 1999. *The Crow: Stairway to Heaven* will launch next fall, and a TV version of the Arnold Schwarzenegger box

ONE-HOUR SYNDICATED PROGRAMS THAT DEBUTED IN 1997

1. Gene Roddenberry's *Earth: Final Conflict* (Tribune Entertainment) 4.1 rating
2. *Honey I Shrunk the Kids* (Buena Vista) 3.4
3. *Pensacola: Wings of Gold* (Eyemark) 3.3
4. *Nightman* (Tribune Entertainment) 3.1
5. *Team Knight Rider* (Universal) 2.5
5. *Wild Things* (Paramount) 2.5
7. *Police Academy* (Warner Bros.) 2.4
8. *Soldier of Fortune* (Rysher) 2.2
9. *Conan the Adventurer* (Western International) 1.7
10. *Fame L.A.* (MGM) 1.6
11. *Due South* (PolyGram) 1.4
12. *Ghost Stories* (All American) 1.3
13. *Mike Hammer: Private Eye* (MG/Perin) 1.1

Sources: NSS PocketPiece, household ratings from premiere through Dec. 14, 1997; Nielsen Media Research



Left: 'Earth: Final Conflict' is the top-rated syndicated hour from the 1997 class.

Above: 'Kick Boxer and the Kid' is one thriller that debuts in the fall.

office champion "Total Recall" has been put on hold until 1999.

Pearson All American has announced the launch of a series based on the Mel Gibson film "Air America," with film and TV star Lorenzo Lamas as the lead. Also heading into syndication is MGM's *Stargate SG-1* series, which debuted on Showtime in 1997. Richard Dean Anderson stars in yet another TV adaptation of a theatrical release.

A number of action shows already developed or in development have yet to receive the green light from their distributors. Projects include a spin-off of the *Highlander* series from Rysher Entertainment. *Highlander: The Raven Chronicles* features a female lead and is reportedly in the mold of the

Hercules/Xena relationship. Rysher executives would not comment.

Tribune Entertainment also has an action hour in the works with former *A-Team* producer Steven J. Cannell. The project, currently titled *Jordan Chance*, will star Lucky Vanous, the Diet Coke-commercial hunk. NBA Hall of Famer Kareem Abdul Jabbar has been cast as Vanous's co-star in the action/adventure series.

Film director Oliver Stone is also reportedly working on an action hour with Warner Bros. Warner Bros. executives would not comment on the show, but sources say Stone has developed a series based on the comic book series *Witchblade*.

"The headline shows will probably do fine," says Bill Carroll, vice president and

director of programming at Katz Media. "The big syndicators will get their big shows launched. The question is, will the smaller guys find time slots in a crowded marketplace? I'm not sure."

What's new for 1998

Columbia TriStar got things rolling a month ago with the announcement that the 22 Fox owned-and-operated stations had picked up *V.I.P.* for next fall. *V.I.P.*, which stars Pamela Lee as a private investigator who specializes in celebrity cases, marks Columbia TriStar's first action project.

"Pamela is coming from a show that is the biggest success in syndication history [*Baywatch*], both domestically and internationally," says Barry

Walker. *Texas Ranger* producer Rick Husky has developed Pearson All American's *Kick Boxer and the Kid*. Husky's credits include *T.J. Hooker* and *Tour of Duty*. *Kick Boxer* follows the adventures of a former U.S. marshal and martial arts expert who plays "a man for hire."

PolyGram President Bob Sanitsky calls *The Crow: Stairway to Heaven* "rocked by an angel." PolyGram, the Dutch entertainment conglomerate that is heavy on the music side, is putting together a soundtrack for the show.

Ed Pressman, who wrote and produced the film, is the executive producer of the TV adaptation. "The TV series will be going back to its roots with the character played by Brandon Lee," Pressman says. "We are using the original film as a starting point and working with-in it."

A look at last season's crop

Tribune Entertainment's first attempt in the weekly drama business has been a memorable one. The one-hour sci-fi series *Gene Roddenberry's Earth: Final Conflict* has established itself in the ratings, garnering a 4.1 household rating to date, according to Nielsen Media Research.

"It would seem to me that the class of the class of 1997, by any evaluation, is *Gene Roddenberry*," Carroll says. "After

that there are few shows that could be listed as successful, and the rest are questionable as far as coming back next season."

Following *Earth: Final Conflict*'s lead is *Honey I Shrunk the Kids*, at a 3.4 rating, and Eyemark Entertainment's *Pensacola: Wings of Gold*, a close third with a 3.3 rating.

Tribune's other action series launched in 1997, *Nightman*, has held its own in the ratings as well. *Nightman*, which was adapted from the Dark Horse Comics cult hit, has averaged a 3.1 rating since its fall debut.

Universal's spin-off of the talking-car show from the '80s, *Team Knight Rider*, has scored a 2.5 rating in its first four months on the air. Paramount's *Wild Things*, a one-hour reality show, also has averaged a 2.5 rating. ■

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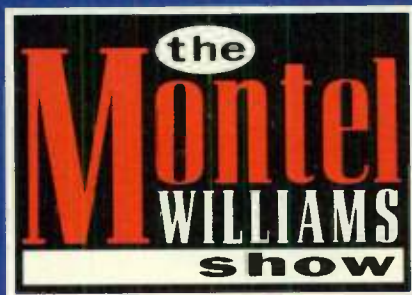
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A young mother is killed by a drunk driver with three prior convictions. The judge lets him off when the arresting trooper shows up late for court. Only one show exposed the injustice and got the DUI rearrested.

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World Radio History



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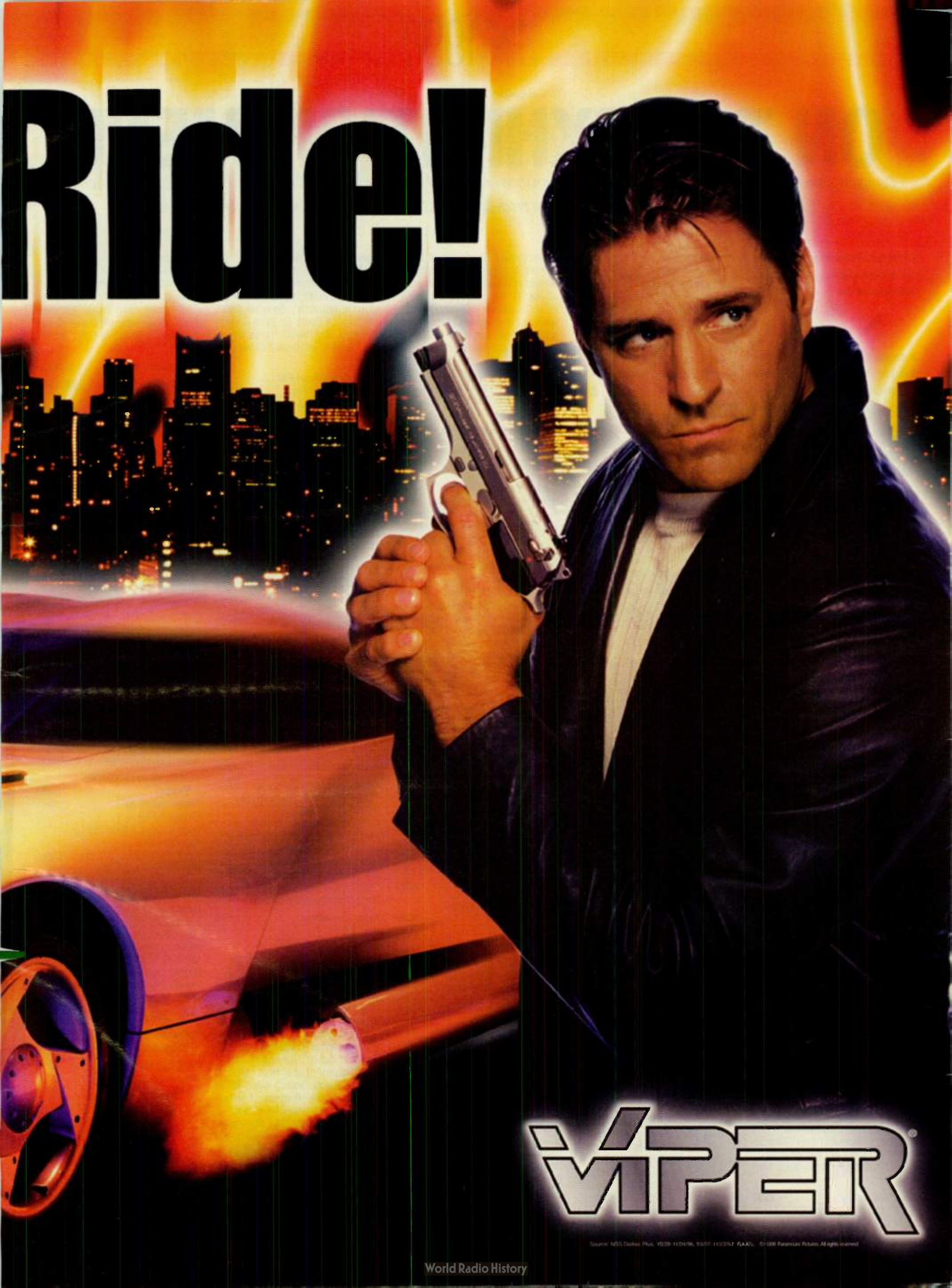
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Source: NBC Dallas, TX, 10/28/11 11:04 AM, 10/27/11 10:35 AM, 10/27/11 10:35 AM. © 2001 Paramount Pictures. All rights reserved.

BIG

-YEAR-



BIG

- S U C C E S S -

In 1997, more talk shows came and went, yet, after 15 years **Sally** continued to experience steady growth. With her special brand of warmth and compassion, Sally Jessy Raphael keeps on bonding with viewers while making big gains, year after year. In fact, **Sally** was last year's fastest growing, issue-oriented talk show. And, with even bigger numbers this season, she proves, when it comes to success, bigger is definitely better.



Sally

BIG

-NUMBERS-

The only word that describes the **Jerry Springer Show** is... "Wow!" This season has been phenomenal with Jerry scoring red-hot numbers -- up an incredible 69% over last year. His unique brand of talk continues to attract young adults, making him this year's #1 growing talk show. In fact, this November, in every metered market where they go head-to-head, Jerry beat *Rosie O'Donnell* and *Oprah*. It's a crazy world, and if 1997 is any indication, Jerry's definitely having fun with it.

Source: NSS 9/9/96-12/8/96 vs. 9/15/97-12/7/97
Source: NSI, WRAP 10/30/97-11/26/97



JERRY
Springer
show

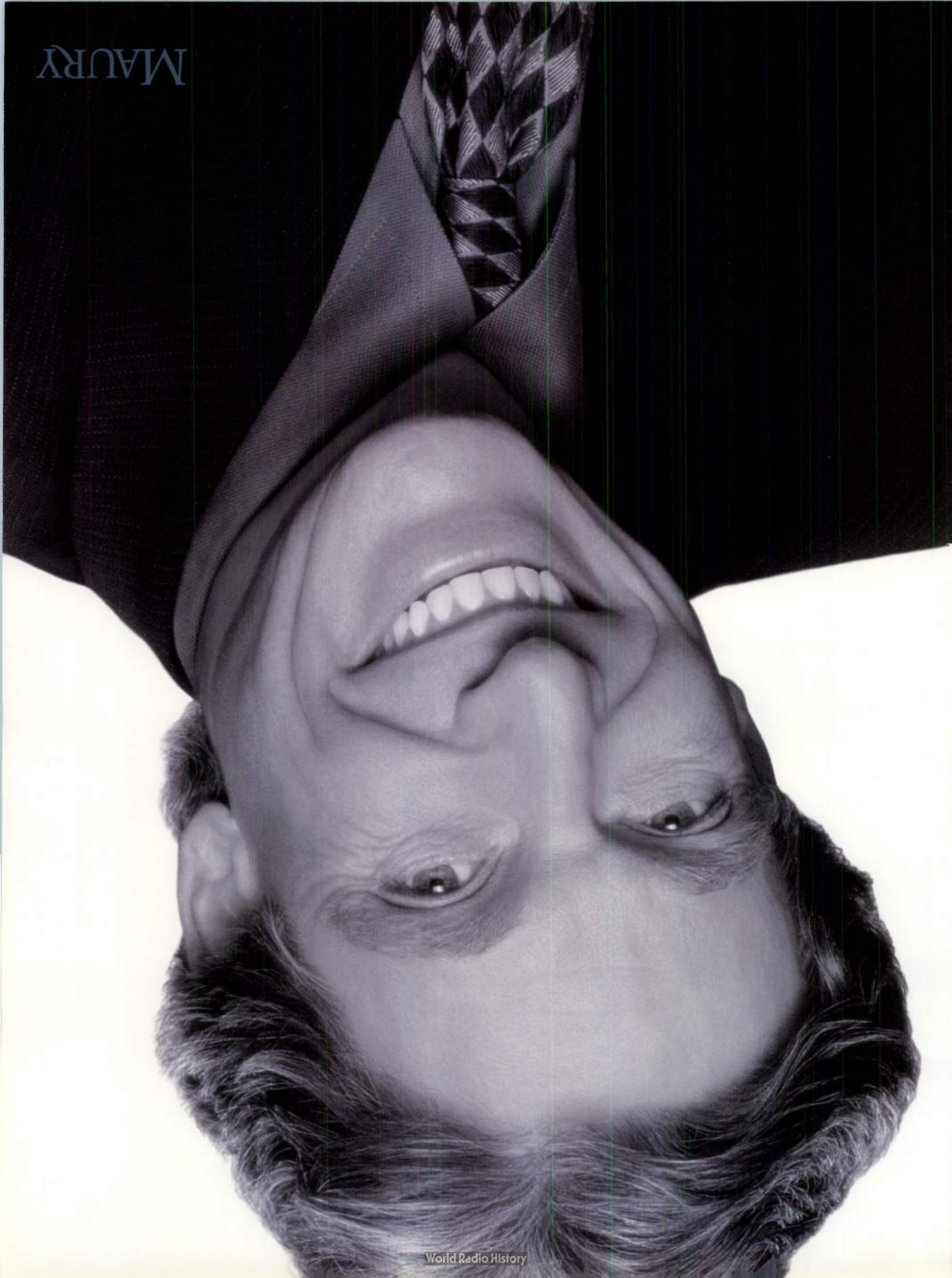
World Radio History

BIG

- NEWS -

The big news for us in 1997 was signing Maury Povich to our team. With his six years of rock-solid numbers, **Maury** brings consistency and proven performance to Universal Television. And now that he's sold in nearly 90% of the U.S., we're sure he's going to continue performing, sweep after sweep, for many years to come. We're proud to premiere **Maury** Fall 1998. Now more than ever, Talk is Universal.

MAURY



BIG

- S T A R S -

Xena: Warrior Princess and **Hercules: The Legendary Journeys** are the shining stars among action hours. With their awesome power to attract viewers from all key demos, they're the uncontested top two first-run hours in syndication. Among all their competitors in a crowded weekly landscape, they continue to knock off the pretenders. No one can match the one-two combination of brains and brawn of Xena and Hercules.

Source: NSS 9/1/97-12/7/97 AA Ratings



HERCULES
THE LEGENDARY JOURNEYS

XENA
WARRIOR PRINCESS

TRK



- ACTION -

Building on the great *Knight Rider* franchise, **Team Knight Rider** red-lined the adrenaline in its premiere this past October and shows no signs of slowing down. TKR features a cast of five highly-skilled government operatives and their corresponding high-tech crime-fighting vehicles. **Team Knight Rider** follows in the tire tracks of KITT and Michael Knight with pulse-pounding action, explosive adventure, and witty, wise-cracking dialogue. Get ready to ride with TKR.





-ATTITUDE-

With the toughest and coolest detectives on television, action doesn't get any hotter than this. From Dick Wolf, the award-winning creator of *Law and Order* and *Players*, comes this gritty weekly hour depicting city life and urban crime. After its' successful run on FOX, **New York Undercover** comes to off-net syndication, Fall '98 to cop some attitude and some major results.

**NEW YORK
UNDERCOVER**

BIG

- FUTURE -



grams: Syndication/sales; Nascar; children; outdoor programming.

Bank-On-It Productions 3460
4152 W. Blue Heron Blvd., Suite 107
Riviera Beach, FL 33404
516-848-6710

Staff: Emma Banks, Clotee Banks, Edward Gigante, Georgia Jacoviello, Leonard Maxwell, Rouby Lamy, Yashe-ma Chiquetta Mack. **Programs:** *Our Future Generation Teen Talk Show—Smoking; Breaking The Rules; The Environment; Racism; Substance Abuse; Raving; Talkative Kids; Kids Coping with Asthma; Peer Pressure; Community Heroes; Gifted Kids; Teenagers and Birth Control; Ritalin-Is it Good or Bad?; Rich Kids; Kids Who Want to Be Celebrated; Adoption; Dress Code; Mutilation.*

Baruch Entertainment 3149
1129 20th St., N.W. Suite 400
Washington, DC 20036
Phone: 202-833-1777

Staff: Ed Baruch, Steve Smallwood, Valerie Cooley-Elliott, Angela Wilson. **Programs:** Features/Packages—African Heritage Network, movie of the month; African Heritage Prime Time Network. Specials/African-American—*African-American Masters of Invention; African Portraits; An African-American Salute to the Academy Awards; A Great Day in Harlem; Black Collegiate Talent Showdown; Bridgebuilders; Colored Comedy Then, Urban Comedy Now; Holiday Gospel Music Event; The Sixth Annual Caribbean Music Awards; Success Through Education: A Salute to Black Achievement; The 8th Annual Black History Year-in-Review; Where to Black America?: An Education Crisis; Zero to Hero. Specials/Hispanic-American—Hispanic America 1997: The Year in Review.*

Bavaria Film International 2911

BBC Worldwide Americas 1511D
247 3rd Ave., 7th Fl.
New York, NY 10017
212-705-9300

Website: www.bbc.co.uk

Staff: Emilia Nuccio, Mayra B. Bracer, Paulette Bensussen, Candace Carlisle, Julius Cain. **Programs:** Drama—*Nostromo, Pride and Prejudice. Science—Horizons, Future Fantastic. Documentaries—American Vision, Great Crimes and Trials of the Twentieth Century, Great Romances of the Twentieth Century. Nazis: A Warning From History. Music/Arts—Diego Rivera—Revolutionary with a Paintbox.*

Becker International 3361

Behavior Distribution 3436
2221 Yonge St., Suite 400
Toronto, Ontario M4S 2B4
416-480-0453

Staff: Natalie Osborne, Catherine Donohue, Meyer Schwartztein. **Programs:** *Hollywoodism: Jews, Movies and American Dream; J'en Suis; Cosmos; Siege de L'ame.*

Behr Entertainment 3446

75 Cherry Lane
Monsey, NY 10952
914-368-1281

Programs: *The Flavors of Italy, The Flavors of France, Inn Country USA, Historic Hotels, Tony O'Connor—Experience the Magic, Laff-Movie, Anne's International Kitchen, Flavors of the World, Elliot & Friends, Think Fast, Finding Lost Worlds, Gourmet Getaways.*

Betafilm GmbH 2911

Beyond Distribution 1741

Big Events Co. 2821

Biznet/U.S. Chamber of Commerce 2942

BKN Kids Network 2375

41 Madison Ave.
New York, NY 10010
212-213-4675

Website: www.bknkids.com

Staff: Allen J. Bohbot, George Baratta, Kaaren Lee Brown, Elisa Feney, John Hess, Tom Akers, Jennifer Pitts, Susan Colsant, Denise Feeney, Michelle Craig, Mark Staub, Marci Cohen, Nadia Nardonnnet, Leslie Nelson. **Programs:** *Jumanji, Extreme Dinosaurs, Pocket Dragon Adventures, Sonic Underground, Princess Gwenevere and the Jewel Riders, Extreme Ghostbusters, The Mask.*

BKS/Bates 2867

Blair Television 361

1290 Avenue of the Americas
New York, NY 10104
212-603-5000

Staff: Timothy McAuliff, Leo MacCourtney, Floyd Gelini, Jack Poor, Garnett Losak, Dale Kendall-Browne, Edward Johnson, William Boos, Lisa Heimann.

Services: Station representation

Bloomberg Television 2610

499 Park Ave.
New York, NY 10022
212-318-2200

Staff: Frank Traynor, Jeff Stevens. **Programs:** *Bloomberg Interactive Television, Bloomberg Forum.*

The Blum Group 3444

Bonded Services Inter. 2961

The Box Worldwide 3169

Breakthrough Entertainment 731

Bridge Entertainment 3301

Bridgestone Multi. Group 2981

Brimstone Entertainment 270

Brite 1819

British Columbia Film 280

British Pathe 2223

60 Charlotte St.
London W1P 2AX
44 0171 323 0407

e-mail: pathe@enterprise.net

Staff: Robert Jackson, Chris Davies, Andy Goodsir. **Programs:** *Fabulous Fortunes*, Royal Lovers*, The Firm*, Twentieth Century Hall of Fame*, Classic Century*, Queen Elizabeth—The Golden Years, The Prince of Wales—A Century of Scandal*.*

British Pav. Comm. 1511

Broadcast 1511-08

Broadcast Info. Bureau 425

Broadcasting & Cable 3143

1705 DeSales St., N.W.
Washington, DC 20036
202-659-2340

Website: www.broadcastingcable.com

Staff: Mark Lieberman, Peggy Conlon, Don West, Harry Jessell, Gary Rubin, Mark Miller, Doris Kelly, Randi Schatz, John Eggerton, Steve McClellan, Joe Schlosser, Chris McConnell, Craig Hitchcock, John Higgins, Rick Higgs, Dave Borucki, Estrella Diaz, Sandra Frey, Millie Chiavelli, Yvonne Pettus, Julie DesRoberts, Stacie Mindich, Rob Payne, Richard Life, Maureen Oxley, Craig Mathew, Rick Rowell. **Services:** *Broadcasting & Cable, TV Fax, Cableday, TV Europe, TV Asia, TV Inter-*

national

Buena Vista International 575

3 Queen Caroline Street
Hammersmith
London W6 9PE
44 181 222 2593

Staff: Herbert A. Granath, Etienne de Villiers, Joe Ahern, Bettina Bose, Sally Davies, Diane Digit-Rebouche, Sophia Evans, Michael Dragotto, Simon Kenny, Keith LeGoy, Orest Olijnyk, Elton Simoes, David Snyder. **Programs:** *Dolphin: Tribes in the Sea; Long Journey Home: The Irish in America; Tales From The Tomb: Lost Sons of the Pharaoh; Disney's Hercules; Sonic Underground; Style and Substance. Specials—Adventures with the Duchess; All-Star T.G.I.F. Magic; Champions of Magic II; I Survived a Disaster 3; The Online Adventures of Ozzie the Elf. TV Movies—Angels in the End Zone; Any Mother's Son; Convictions; Flash; Garbage-Picking, Field-Goal Kicking, Philadelphia Phenomenon. TV Movies—My Date with the President's Daughter; Oliver Twist; On the Second Day of Christmas; Rodgers & Hammerstein's Cinderella; Ruby Bridges; Toothless; Tower of Terror.*

Buena Vista Television 575

500 S. Buena Vista St.
Burbank, CA 91521
818-560-1000

Staff: Walter Liss, Mort Marcus, Janice Marinelli Mazza, Mike Shaw, Sandra Brewer, Francie Calfo, Tom Cerio, Michael Davies, Helen Ricketts Faust, Kimberly Harbin, Jim Hedges, Mary Kellogg-Joslyn, Jimmy Lee, Don Loughery, Peter Martin, Meredith Momoda, Teri Owen, Jim Packer, Suzy Polse-Unger, Sal Sardo, Hayma (Screch) Washington, Lloyd Komesar, John Rosenberg, Tina Hamilton, David McLeod, Steve Orr, Jed Cohen, Laurie Jantz, Chris Oldre, John Bryan, Jared Goetz, Rod Winterrowd, Curtis Pace, Jim Engleman, Norman Lesser, Howard Levy, Noreen McGrath, Eddie Meister, Irv Schulman, Cathy Thomas, Daniel Cohen, Bill Rogers, Thanda Tin, Barry Blumberg, Tom Ruzicka. **Programs:** *Off-net series—Home Improvement, Boy Meets World, Nurses, Golden Girls, Empty Nest, Dinosaurs, Blossom, Quack Pack. Animation—Disney's Hercules, Disney's Doug, 101 Dalmatians, Ducktales, Mighty Ducks. First-run series—Disney's Honey I Shrank the Kids: The TV Show, Siskel & Ebert, Win Ben Stein's Money, Make Me Laugh, Debt, Disney Presents Bill Nye the Science Guy. Magazine/talk—The Keenen Ivory Wayans Show, Live! With Regis & Kathie Lee, The Robert Ulrich Show*

Bulbeck & Mas 3273

Button Comm. Group 1511-06

BWP Ltd. Network Ireland Television 1511-40



Cable Ready Corp. 3068

One Dock St., Suite 502
Stamford, CT 06902
203-425-2136

e-mail: GLCoCblRdy@aol.com

Staff: Gary Lico, Virginia S. Egan, Paula Lovallo. **Programs:** *Animal/Nature—At the Zoo. Children—Cappelli & Company; Cooking with Cartoons; Betty's*

Voyage; Cape-to-Cape Challenge*; Dangerous Knowledge; Fear and Counting in Las Vegas*; Frank Lloyd Wright's Last Dream*; Great American Rivers*; Medical Detectives; A Run Unto the Sea; Samantha Smith*; This Was America; The Torture Trail*; Wildlife Cop*; Windscale*. Entertainment/Music—The Art of Tripping*; J'Accuse*; Guitar Planet*; Laugh? I Could Have Cried!*; Music From New Orleans; New Orleans Jazz Funerals...From The Inside*; New Orleans Voodoo...From The Inside*; Rob Mathes Holiday Collection*; How-To—The Acme School of Stuff; American Muscle Car*; At Home For The Holidays; Circle of Golf; Cookin' Cheap; Cooking With Soul; Free Wheelin'; The House Doctor; Inquiring Minds; International Recipe Collection*; It's Cookin'...But it Ain't!; Made To Order; New England Kitchen; Oriental Rugs Et Al.; Our Idea Of A Good Time; Waste Not. Magazine/Talk—Authors at Harbourfront; Imprint; Historic Traveler; Inside the Actors Studio; The Real New Orleans; Working Woman.*

Cafe Productions 1511-41

Cambium Releasing 3031
Canal-Plus Distribution 1931

Staff: Belinda Menendez, Pascal Diot, Chantal Girondin, Alix Goldschmidt, Pierre Weisbein, Ida Diaz, Gilles Meunier, Emmanuelle Castro. **Programs:** *Fantomette's Mysterious Adventures*, The Pirate Family*, Born Free*, Animal Rescue Kids*, Stephen King's Night Flier*, Tangier Cop*, La Dame aux Camelias*.*

Canamedia Productions 3366

1670 Bayview Ave., Suite 408
Toronto, Canada, M4G 3C2
416-324-9190

e-mail: canamed@ibm.net

Staff: Les Harris, Michael Shepard, Michele C. Craig. **Programs:** *Alien Obsession, Sky High, Flightpath, Skier's World, Foodessence, Jazz Cabaret, Oceans of Mystery, The Great Outdoorsman, Performances, The Complete Angler, The Joy of Dogs.*

Capricorn Programmes Ltd. 1511-30

Hithercroft Court
Wallingford OX10 9BT England
+44-1491-838888

e-mail: sales@capricornprogs.co.uk

Staff: Emily Cripps, Valerie Bourke. **Programs:** *The American Chart Show*; The Album Show*; Cybernet*; Cinema Cinema Cinema*; Movies, Games & Video*.*

Caracol Television 181

2100 Coral Way
Miami, FL 33145
1-305-285-4804

Staff: Mabel Garcia, Carmen Pizano, Patricia Tellez, Juan Francisco Tamayo, Beatrice Boegli. **Programs:** *El Mundo Para Julius*, La Mujer del Presidente*, Prisioneros del Amor, Leche, Las Ejecutivas, Cara a Cara.*

Carlton TV 1819

Carrere Television 2780
50, avenue du President Wilson La Plaine Saint Denis, 93214 France
33-1-49-37-7800

Staff: Anne Evrard, Axel Carrere. **Programs:** *Princess Sheherazade; Buddy-Buddy, Red Beard, Jungle Show, Alix, Dad 'X, Carrot Top.*

Carsey-Werner Distribution 1975

4024 Radford Ave., Bldg. 3

Studio City, CA 91604

818-760-5332

Staff: Marcy Carsey, TWerner, Stuart Glickman, Joseph D. Zaleski, Bob Dubelko, Dirk W. van de Bunt, Frank G. Flanagan, James Anderson, Susan Austin, Bret Sarnoff, Linda Desiante, Jerry Leifer, Dan Weiss, Bob Lloyd, Dina Wahlert, John Attebery, Belinda Palmer, Alison Sheehan, Stephen Knowles, Paul Schreiber, Gary Perchick, Michael Chinery. **Programs:** *3rd Rock from the Sun, Cosby, Cybill, Roseanne, Grace Under Fire, The Cosby Show, A Different World, Men Behaving badly, Townies, Damon Wayans, Dirty Rotten Scoundrels.*

Castle Hill Productions 231

1414 Avenue of the Americas
Suite 1502

New York, NY 10019

212-888-0080

e-mail: castlejls@aol.com

Staff: Julian Schlossberg, Mel Maron, Milly Sherman, Barbara Karmel, Arthur Schweitzer, Taylor Reinhart. **Programs:** *Volume V—"Brilliant Lies," "A Business Affair," "Cannibal Woman in the Avocado Jungle of Death," "Concrete War," "A Day in October," "Far Harbor," "Fatal Bond," "The Fence Finch," "Going Overboard," "Grind," "Gross Misconduct," "The Heist," "Innocent Sleep," "I Love NY," "Ordinary Magic," "The Perfect Bride," "P.L. & The Kid," "Puppetmaster," "A Reason to Believe." Volume IV—"Across the Tracks," "Alan & Naomi," "A Climate for Killing," "Desire & Hell at Sunset Motel," "The Hawk," "Honor Among Thieves," "Matewan," "Rider on the Rain," "The Secret Rapture," "The Seventh Coin," "Shaking the Tree," "Shoot," "Sweet Justice," "Tim," "Who Shot Pat?." Volume III—"An American Summer Comedy," "Control," "Defense Play," "Double Edge," "A Fine Romance," "The Imagemaker," "Innocent Victim," "In the Spirit," "Iron Maze," "Julia and Julia," "Paper Mask," "Prayer of the Rollerboys," "Primary Motive," "Voyager," "White Light."*

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416-533-6767

e-mail: distribution@catalystdistribution.com

Staff: Charles Falzon, Kevin Gillis, Jill Keenleyside, Stephen Kelley, Michel Hefferon, Angus Wright, William Harris. **Programs:** *Britt Allcroft's Magic Adventures of Mumfie; Thomas the Tank Engine and Friends; Sean Connery—Close Up; Reel Entertainment; Hollywood Hall of Fame; Naked Frailties; Remote Possibilities; Wonders of the Sea; Exposure: Environmental Links to Breast Cancer; Crime Tech; Minds, Machines and Mystery; Mystic Lands; On the Loose in Wildest Africa; Wonders of the Sea; Outdoors Limited; Eden; Why Shoot the Teacher?; The Raccoons; Punch Me in the Stomach; SCTV: Second City Television; Bizarre.*

Catholic Communication Campaign 2973

United States Catholic Conference

3211 4th St., N.E.

Washington, DC 20017

202-541-3237

Website: www.nccbuscc.org

e-mail: Pgarcia@nccbuscc.org

Staff: Pat Ryan Garcia, Ellen M. McCloskey. **Programs:** Public service announcements*; broadcast documentaries*; *Answering God's Call: The Experience of Priesthood; Celebrating Christ's Splendor* (Easter Special); *John Paul II: A Light for the Nations; A Different Path; A Place to Belong: Catholic Schools Today; Creativity: Touching the Divine; Living With AIDS: An Occasion of Grace; States of Faith: A Look of Religion in America; Beyond the Dream* (Catholic Immigration to America). Series—*Take Two: 26 Half Hours.*

CBC International Sales 1440
PO Box 500, Station A
Toronto, Ontario, Canada M5W 1E5
416-205-3500

e-mail: thowe@toronto.cbc.ca

Staff: Thomas Howe, Susan Hewitt, Michelle Payne, Janice Russell, Randi Rose, Dina Vangelisti, Veronique Verges, Katherine Kaufman. **Programs:** "White Lies," *Big Life, Artifacts, The Stratford Collection.*

CBN-The 700 Club 3394

CBS Broadcast International 975

51 W. 52nd St.

New York, NY 10019

212-975-8585

Staff: Rainer Siek, Scott Michels, Sonja Mendes, Yuet-fung Ho, Stephanie Pacheco, Anne Hirsch, Neil Donovan, Bill Kunkel, Judy Bass, Ken Ross, Allison Schwartz. **Programs:** *Kids Say the Darndest Things**, *People of the Century: The Time 100**, *Miss Universe Pageant**, *Miss USA Pageant**, *Miss Teen USA Pageant**, *Murder at 57 Birch**, *Brooklyn South**, *Pensacola: Wings of Gold**, *The Gregory Hines Show**, *Public Eye with Bryant Gumbel**.

CBS Cable 975

250 Harbor Dr.

Stamford, CN 06904

203-965-6000

Staff: Geoffrey Darby. Group W Network Services (GWNS)—Barry Fox, Topsy McCarty. **Services:** Telenoticias. GWNS—W NET Caption (new closed captioning management and distribution system.)

CBS News Archives 3378

524 W 57th St.

New York, NY 10079

212-975-2875

e-mail: Neil@cbsnews.com

Staff: Neil Waldman, Dan DiPierro.

Programs: Stock material*.

CDC United Network 801

Staff: Alexandre Lippens, Maximilian Weiner. **Programs:** *The Triplets, Sandokan, Romance Peligroso, Grizzly Mountain, Strong Man, Going Wild.*

Central Park Media 2789

250 West 57th St.

Suite 317

New York, NY 10107

212-977-7456

Website: www.centralparkmedia.com

Staff: John O'Donnell, Masumi O'Donnell, Joe Cirillo. **Programs:** *Armored Trooper Votoms, Patlabor the Mobile Police, Battle Arena Toshinden, Voltage Fighter Gowcaizer, Black Jack, Peacock King, Takegami, Poltergeist Report, Grappler Baki, Darkside Blues, Iria: Zeiram the Animation, M.D. Geist, M.D. Geist II: Death Force, Art of Fighting, Battle Skipper, B.G. Wars, Demon City Shinjuku, Dominion Tank Police, Genocyber, Legend of Lemnear, Yotoden: Chronicle of the Warlord Period.*

Century Productions/Comcast 2492

Channel 4 Int. 1511-34

Channel One Network 1930

China Beijeng TV Station 2791

China Central TV Station 2791

China TV Program Agency 2791

Chip Taylor Comm. 3477

Chrysalis Distribution 1511/42

The Chrysalis Building

Bramley Road

London W10 65P

171 221-2213

Programs: *Breakers*, Wavelength*, Midsomer Murders*, The Broker's Man, Airport, Body & Soul, Beck, For One Night Only-Tom Jones, Samson Super-slug, Wilderness, Trip Trap.*

ChumCity International 330

Cinar Films 731

Cine-Group 731

Cinema Source/Clayvard 2778

3639 Midway Dr., Suite B-265

San Diego, CA 92110

619-523-1500

e-mail: cbayly9@idt.net

Staff: Christine Bayly, Georgia Johnson, Lawrence Deneatt Jr. **Programs:** *A Tale of Two Kitties, Once Upon a Time, The Seven-Mile Sneakers, Seven Days in Africa.*

Cinequanon Pictures Int. 525

8057 Beverly Blvd., 2nd Fl.

Los Angeles, CA 90048

e-mail: www.cinequanon.com

Staff: Dan Sales, Jennifer Peckham, Erik Jensen, Tatyana Joffe, Frederic Demey. **Programs:** *Tiger Moth, Love Is All There Is, The Last Rider, Second Wind, Woundings, I Woke Up Early the Day I Died, Facade, Lost Valley, Kiwi Safari, The Treat, The Dark Side of the Sun, She's Too Tall, Dilemma.*

City of Cologne 2910

Claster Television 1361

9630 Deereco Rd.

Timonium, Md. 21093

410-561-5500

Staff: Sally C. Bell, Peggy Powell, Stu Doris, Ann Burke, Dana Feldman. **Programs:** *Mummies Alive, Beast Wars, All Dogs Go to Heaven: The Series.*

Clever Cleaver Productions 161

968 Emerald St., Suite 51

San Diego, CA 92109

619-488-2327

e-mail: cleavercook@aol.com

Staff: Lee N. Gerovitz, Steve Cassarino, Clinton Ford Billups, Jr. **Programs:** *Kitchen Cut-Ups!*

CLT-UFA Int. 1939

CMT International 905

1 Gaylord Way

Nashville, TN 37214

615-327-0110

Staff: Karl Kornmeyer, Mark Floyd, Jane Grams, Ellen Lewis, Cecilia Walker, Camille Rojas, Cindy Wilson, Todd Avenarius.

CNDP 911

CNN Newsource Sales 2175

Cobra Film 2911

Columbia TriStar Television Distribution 1590

Sony Pictures Plaza

10202 W. Washington Blvd.

Seventh Fl.

Culver City, CA 90232

310-244-4000

Staff: Barry Thurston, Russ Krasnoff, David Mumford, Richard Frankie, Steve Mosko, John Moczulski, Francine Beouger, Melanie Chilek, Steve Coe, Alan Daniels, Paul Frank, Doug Roth, Jim Dichte, Craig Smith, Andy Teach, Ed Connolly, Lori Coro, Elise Keen, Susan Law, Therese Gamba, Eric Marx, Matt Maier, Deborah Norton, Greg Poppen, Dick Roberts, Zackary Van Amburg. Los Angeles—John Weiser, Mark Wurtzel, Marti Rider. New York—John Rohrs Jr., David Ozer, Jeff Wolf, Teri Luke. Chicago—Stuart Walker, Tom Warner, Matt Cullen, Dennis Dunphy. Atlanta—Joe Kissack, Steve Maddox, Mark Major. Dallas—Dirk Johnston, Mark McKay. Advertiser sales—Barry Thurston, Chris Kager, Bo Argentino, Ken Ripley, Dennis Dunphy, Gary Davidson, Lynn Caldwell, Helen Cavallo, Shari Young, Kristin O'Grady, Susan Tobin, Diane Oldham, Dick Burris, Brian Joyce, Bob McPhee. **Programs:**—First-run series: *Donny & Marie**; *The Newlywed/Dating Hour*; *Ricki Lake*; *Vibe*; *V.I.P.* Off-network comedies: *227*; *All in the Family*; *Archie Bunker's Place*; *Barney Miller*; *Benson*; *Bewitched*; *Burns & Allen*; *Carson's Comedy Classics*; *Carter Country*; *Dennis the Menace*; *Designing Women*; *Diff'rent Strokes*; *The Donna Reed Show*; *The Facts of Life*; *The Farmer's Daughter*; *Father Knows Best*; *Fish*; *The Flying Nun*; *Gidget*; *Good Times*; *Hazel*; *I Dream of Jeannie*; *The Jeffersons*; *Mad About You*; *Married...With Children*; *Maude*; *The Monkees*; *The Nanny*; *One Day at a Time*; *Parker Lewis*; *The Partridge Family*; *Punky Brewster*; *Sanford*; *Sanford & Son*; *Seinfeld*; *Silver Spoons*; *Sledge Hammer*; *Soap*; *Square Pegs*; *That's My Momma*; *The Three Stooges*; *What's Happening Now*; *Who's the Boss*. Off-network dramas: *Charlie's Angels*; *Crazy Like a Fox*; *Family*; *Fantasy Island*; *Father Murphy*; *Hardcastle & McCormick*; *Hart to Hart*; *Here Come the Brides*; *Hunter*; *Iron Horse*; *Naked City*; *Party of Five*; *Police Story*; *Police Woman*; *Route 66*; *S.W.A.T.*; *Starsky & Hutch*; *T.J. Hooker*; *Walker, Texas Ranger*. Features/packages—Columbia Gold, Columbia Showcase II, Gold II, Pegasus II, Pegasus III, Showcase III, Volume IV.

Columbia TriStar International Television 1461

10202 W. Washington Blvd.

Culver City, CA 90232

Website: www.spe.sony.com

Staff: Michael Grindon, John McMahon, Lauren Cole, Florent Gaignault, George Leitner, William Pfeiffer, Larry Smith, Dorien Sutherland, Leslie Tobin Bacon, Mary Ann Russo, Rachel Wells, Ludwig Zu Salm, Mishka Chen, Nathalie Civrais, Jack Ford, Paul Gilbert, Peter Iacono, Steve Kent, Kimberly LaPadula, Don Meek, Marck O'Connell, Simon Pollock, Paul Presburger, Mark Santo, T.C. Schultz, Armando Cortez, Suzanne Austin, Martha Eberts, Liz Harker, Larry Hess, Tom Keeter, Christopher Law, Kevin MacLellan, Christine Mason, Jeff Meier, Martin Borowski, Octavio Da Silva, Nelson Duarte, Sarah Hamilton, Todd Miller, Maria Ines Moane, Salete Stefannelli, Noemie Weisse. **Programs:** *AXN**, *Donny & Marie**, *V.I.P.**, *Ask Harriett**, *Between Brothers**, *Dawson's Creek**, *Head Over Heels**, *The Kellys**, *Michael Hayes**, *Sessions at West 54th**, *The Simple Life**, *Significant Others**, *Sleepwalkers**, *Vibe**, *Wheel of*

Cromasoma 1331-J

Cromwell Productions 1511-12

Crystal Pictures Inc. 3461

CS Associates 626

102 E. Blithdale Ave.

Mill Valley, CA 94941

415-383-6060

e-mail: programs@csassociates.com

Staff: Charles Schuerhoff. **Programs:** *Naked to the Bone**, *Dreams of Tibet**, *A Whale of a Business**, *The Last Battle of the Gulf War**, *A Paralyzing Fear**, *The Chariot Races**, *Ashes**, *Nordic Sagas**, *Fender Philosophers**, *Wayfinders: A Pacific Odyssey*, *Computer Illusions*, *Alchemy in Light*, *We Love You Like a Rock*, *Umm Kulthum*, *A Leap of Faith*, *Secret Daughter*, *Riding the Rails*, *Baseball*, *America in the Fifties*, *Frank Lloyd Wright.*

Competitive Media Reporting 2100

11 West 42nd St., 12th Fl.

New York, NY 10036

212-789-1400

e-mail: cmr@vnumis.com

Staff: Felice Arden, Carl Dickens, Bob Hyland, Alan Kraut, David Peeler, Richard Radzik, Jane Smerglia, Steve Walsh, Maureen Zoumot. **Programs:** Commercial monitoring systems for 12 media.

CTE 1819

11145 N.W. 1 Place

Coral Springs, FL 33071

954-345-1620

Staff: Philip Jones, Louise Sexton, Anthony Utley, Clare Alter. **Programs:** Family movie—*Canterville Ghost**. Documentary—*World's End**. Children's Animation—*Timbuctou**.

CTVC, Hillside Studios 1511

Merry Hill Road

Bushey, Herts., WD2 LDR, U

0181-950-4426

e-mail: salcs@actv.co.uk

Website: www.ctvc.co.uk

Staff: Ann Harvey, John Cowlig. **Programs:** *Traders of the Lost Scrolls*, *Heavenly Voices*, *Heavenly Stories*, *The Way of Sorrows*, *Away in a Manger*, *The Jesus Conspiracy.*

CTW Inter. Television Group 3316

One Lincoln Plaza

New York, NY 10023

212-595-3456

Staff: Emily Swenson, J. Baxter Urist, Steven B. Miller, David Jacobs, Dolores N. Morris, Dana Kuperman, Michelle Manno. **Programs:** *Sesame Street*; *Problem 13*; *Mathmatazz*; *Big Bag*; *Dragon Tales*; *The New Ghostwriter*; *Mysteris*; *Elmo Saves Christmas*; *Open Sesame*; *Risky Numbers*; *CRO*; *Ghostwriter*; *Square One TV*; *3-2-1 Contact*; *The Wish that Changed Christmas*; *Sesame Street Jam—A Musical Celebration Special*; *Sesame Street's All-Star 25th Birthday: Stars and Street Forever*; *Sesame Street Stays Up Late: A New Year's Eve Celebration*; *The Lion*, *The Witch and The Wardrobe.*

Curb Entertainment Int'l Corps 1939

3907 West Alameda Ave.

Burbank, CA 91505

818-843-8580

e-mail: curbfilm@earthlink.net

Staff: Christina Melin, Carrie Lyons. **Programs:** Thriller—*Little Boy Blue*. Romantic Comedy—*The Souler Opposite*. Comedy—*Kitchen Party*. Drama—*Home Before Dark, Sunday.*



D&D Film Gmbh 2910

D'Ocon Films Productions

2840

c/Calaf 3

08021 Ba rcelona Spain

32-3-414-34-08

e-mail: docon@docon.es

Staff: Antoni D'Ocon, Tony Church, Jose Salcedo. **Programs:** *Enigma*, *Herlufs*, *Little Witches*, *Spirou*, *Sylvan*, *Problem Child*, *Basket Fever*, *Chip and Charly*, *Delfy and His Friends*, *The Fruit-ties*, *The Aurons*, *Dad*, *Pocket Dragons*, *Fix and Foxi*, *The Woodkeeper.*

Dandelion Distribution 1511-39

Programs: Movie Showcase*, *Beyond the Truth**, *Combat in the Air**, *Dragon Chain*, *Oceana.*

Daniel Hernandez Prod. 2884

Daro Film Dist. 131

David Finch Associates 1511-46

P.O. Box 264 Walton-on-Thames

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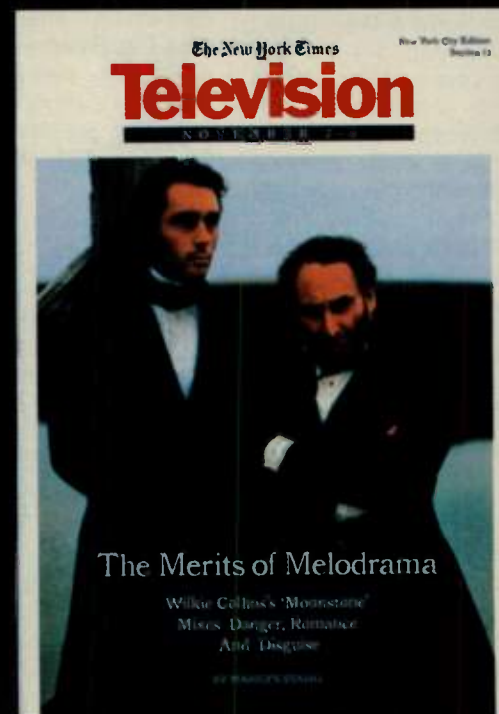
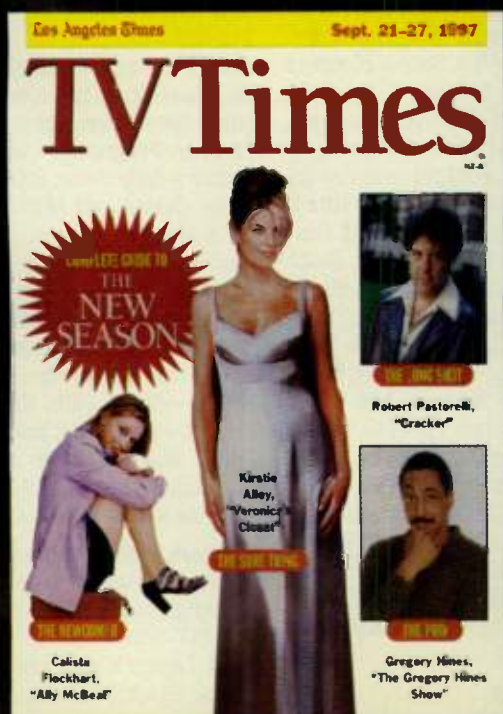
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KT12 3YR. UK
44 193 288 2733
Staff: David Finch. **Programs:** *The World's Wackiest Animal*, *Jules Verne's World Voyager*, *London Legends*, *The Spice Girls: Behind the Scenes*, *Really Caught in the Net*, *Totally Fishing*, *Travelling Tales*, *The Wings of Boredom*.

Dawa Movies 2898

Decisionmark Corp. 3180

Deutsche Welle 3111

DIC Entertainment, L.P. 575
303 North Glenoaks Blvd., 4th Fl.
Burbank, CA 91502
818-955-5696
Staff: Andy Heyward, Robby London, Dene Stratton. **Programs:** *Sonic Underground*.

Discovery Communications 1761
Staff: Louise Brown, Steven Patscheck, Judy Adelizzi. **Programs:** *The Italians*, *On the Brink: Doomsday*, *Battleship*, *Primates*, *Wild Discovery*.

Distraction 1231
5225 Berri Street, Montreal, Quebec
Canada H2J 2S4
514-273-4251
Staff: Michael Rodrigue, Jacques Bouchard, Sari Buksner, Arabelle Pouliot. **Programs:** *Hot Pepper*, *Lingo*, *Family Secrets*, *The Quiz of the Century*, *Love Bugs*, *Taxi*, *The Quirky Clan*, *The 24 Hour City Race*, *Trivial Pursuit*, *Hidden Talents*.

Distribution Cine Tele-Action 1231

DLT Entertainment 638
31 W. 56th St.
New York, NY 10019
212-245-4680
Staff: John Fitzgerald, Don Taffner Jr., Jeff Cotugno, Nigel Emery, Arlene Gross, Bruce Rabinowitz, Tim Burke. **Programs:** Animated—*Animated Family Classics*, *Count Duckula*, *Danger Mouse*. First-run series—*Hollywood People*, *Power Play*, *The Wanderer*. Off-network series—*Check It Out*, *Three's Company*, *Too Close for Comfort*, *The Ropers*, *Three's a Crowd*. Children—*Wind in the Willows*. Features/packages—*Dick Francis Mysteries*, *The Saint*, *The Saint in Manhattan*. Comedy—*Benny Hill*, *The Russ Abbot Show*. Specials—*Benny Hill Specials*, *Benny Hill: World's Favorite Clown*, *Benny Hill's World Tour: New York*, *Cristina Presents: Latin Lovers of the 90's*, *Dame Edna's Work Experience*, *Mary Pickford: A Life on Film*, *Mothers and Daughters*, *Mystery Magician*, *Power Play*, *Remagen*, *Rhythm of Life: The Event*, *Right in Your Own Back Yard*, *Russ Abbot*, *the Saint*, *The Saint in Manhattan*, *The Secret of the Phantom of the Opera*, *Secrets Revealed*, *The Secret World of Dreams*, *Shirley*, *Shirley: The Celebrity Interviews*, *Shocktrauma*, *Talkabout*, *Tandarra*. International formats—*As Time Goes By*, *Bloomin' Marvellous*, *Check It Out*, *Executive Stress*, *The Ropers*, *Three's Company*, *Too Close for Comfort*, *Secrets Revealed*, *Talkabout*, *Your Number is Up*, *Whose Baby?*

DMB Film Und Videoproduction 2911

Doc & Co. 911

Dom Inc. 3380

Dorling Kindersley Vision 1511-01
62 Chandos Place
Covent Garden
London WC2N 4NG England
0171-836-5411
Website: www.dk.com
Staff: Catriona MacGregor, Simon Jaccands. **Programs:** *Creatures Fantastic**; *PB Bear**; *Amazing Animals 3 & 4**; *Baby Animals**; *Amazing Animals 1 & 2*; *Dig & Dug*; *Eyewitness 1, 2, 3*; *Fantastic Rainy Day*; *Help*; *Hullabaloo*; *Mammoth Movies*; *My First*; *The Really Horrible Show*; *See How They Grow*; *The Way Things Work*; *Ultimate Sex*; *You & Your Cat/Dog*.

Double Vue 2131

Dramavision 731
5225 Berri Street
Montreal, Quebec, Canada H2J 2S4
514-273-4251
Staff: Sari Buksner. **Programs:** *Paparazzi*, *Platinum*, *Emergency Call—Hospital Code 66*, *Lobby*, *Jasmine*.

DTG Entertainment, Inc. 630
15840 Ventura Blvd. Ste., 310
Encino, CA 91436
818-386-2323
Staff: Arthur Newberger, Ellen Yee, Elaine Newberger, Tara Spencer. **Programs:** *Beyond Bizarre*, *Natural Wonders*, *Treasure!*, *UFO Diaries*, *Miracles & Other Wonders*, *Animal World*, *The*

tosh: A Modern Man, *Cinema Europe: The Other Hollywood*, *Destination America*, *Harold Lloyd: The Third Genius*, *Holiday World*, *Hollywood*, *Killiam Collection*, *Nature Watch*, *Revival at the Desert*, *The World at War*. Specials—*The Last Show on Earth*. Variety—*Andrew Newton's Hypnotic Experience*, *Harrowsmith Country Life*, *Inside Country*, *The Magic of Animals*, *Mystery Magician*, *Right in Your Own Back Yard*, *The Ronn Lucas Show*. International Distribution—*Across the Rhine: 1944*, *Alex: Life of a Child*, *America's Funniest People*, *Animated Classics*, *Aquaventure*, *As Time Goes By*, *Battle of the Bulge*, *Benny Hill's World Tour: New York*, *Bloomin' Marvellous*, *Capitol*, *Cash and Company*, *Charles Rennie Mackintosh: A Modern Man*, *Christmas with Flicka*, *Cinema Europe: The Other Hollywood*, *Cristina Presents: Latin Lovers of the 90's*, *Dame Edna's Work Experience*, *Deathcheaters*, *Dick Francis Mysteries*, *Gift of Love: A Christmas Story*, *Great Tales of Asian Art*, *Harrowsmith Country Life*, *Harry Anderson: The Tricks of his Trade*, *Inner Space*, *Inside Country*, *Kokoda: The Bloody Track*, *Linehan*, *Love on a Branch Line*, *The Magic of Animals*, *Mary Pickford: A Life on Film*, *Mothers and Daughters*, *Mystery Magician*, *Power Play*, *Remagen*, *Rhythm of Life: The Event*, *Right in Your Own Back Yard*, *Russ Abbot*, *the Saint*, *The Saint in Manhattan*, *The Secret of the Phantom of the Opera*, *Secrets Revealed*, *The Secret World of Dreams*, *Shirley*, *Shirley: The Celebrity Interviews*, *Shocktrauma*, *Talkabout*, *Tandarra*. International formats—*As Time Goes By*, *Bloomin' Marvellous*, *Check It Out*, *Executive Stress*, *The Ropers*, *Three's Company*, *Too Close for Comfort*, *Secrets Revealed*, *Talkabout*, *Your Number is Up*, *Whose Baby?*

Big Four, *Wildlife Adventure*, *Animal Odyssey*, *Great Leaders*, *Great Events*; *Great Nations*, *Marlene*, *Family Theater*.

Duke Int. Sales 1511-19

Dune 911

Dutch Pavilion 2961

Staff: Annemies Broekgaarden, Patty Geneste, Hans Grossouw, Tom Okkerse, Koos Backx, Ge van Leeuwen, Loes Koot, Joyce Drehmanns, Marion Renders, Sabine Hofmans. **Exhibiting companies:** Absolutely Independent, Bonded Services, European Media Support/EMS Productions, RTL/Veronica, The Holland Media Group S.A., NIS Film Distribution Holland, NOS Sales, Palm Plus Produkties, Telescreen Distribution.



E! Entertainment Television 1921

5670 Wilshire Blvd.

Los Angeles, CA 90036

213-954-2727

Website: www.eonline.com

Staff: Chris Fager, Jon Helmrich, Karen Kaufman, Dan Hoskins, Dorothy Crompton, Anne Mialaret, Jenny Benidit, Mark Rosch, Louise Rasha. **Programs:** *Celebrity Profile**; *Mysteries & Scandals**; *The E! True Hollywood Story*; *Model*; *News Daily*; *E! News Feed*; *In Focus*; *Behind the Scenes*; *Extreme Close-Up*; *F.Y.E! For Your Entertainment*; *The Gossip Show*; *The Gossip Weekend Show*; *Coming Attractions*; *E! Special Events*; *Live Premieres*.

Eagle Rock Ent. British Pavilion 1511-11

Eagle House, 22 Armouryway

London, SW18 1E2

+44 (0) 181-870-5670

e-mail: mail@eagle-rock.com

Staff: Geoff Kempin, Greg Roselli, Lesley Evans, Emma Schwgtzer, Alex Fraser, Michael Lopez, Jolene Victor, Tara Tullardadd. **Programs:** *Elite Forces—The World's Ultimate Warrior**; *The Fury and the Flames**; *Ancient Civilizations*; *The Brit Award '98**; *The Spice Girls—Live In Istanbul**; *Joe Cocker—Live In Berlin**; *Opera Italiana**; *Petshop Boys—Somewhere**; *Wet Wet Wet—Live at Celtic Park Stadium.**

Eagle Video Corp. 3474

Earth Communications 901

Eaton Films 1715

10 Holbein Mews

Lower Sloane St.

London SW1W 8NN

0171 823-6173

Programs: *State Coroner*, *The Last of the Ryans*, *Global Bears Rescue*, *Putting on the Ritz*, *Edward & Mrs. Simpson: Going, Going Gone*.

Edge Entertainment Group 1915

Egyptian Radio & TV Union 3445

Electric Sky 1511-23

Elliot and Friends 3344

2126 Arlington St.

Sarasota, FL 34239

e-mail: ElliotOne@aol.com

Staff: Debi McNabb, Jeannette Kravitz, Anne-Marie Burns. **Programs:** *Elliot and Friends* is about the magic of childhood, where anything is possible and children learn that individually they can make a difference. License for *Children's Clothing* granted to First Foot Forward, Oakland, CA.

Ellipse Programme 1931

Ellis Enterprises 3354

1300 Yorge St., Suite 300

Toronto, Ontario M4T 1X3

416-924-2186

e-mail: sales@ellisent.com

Staff: Stephen Ellis, Bailey Daniels, Danielle Iversen. **Programs:** *The Magic of Baby Animals**, *Bear Attack**, *Claws**, *Camouflage*, *Beauties and the Beasties*, *Life on the Edge*, *Animals of the Rocky Mountains*, *Mother Nature*, *Buck Staghorn's Animal Bites*, *Profiles of Nature*

Emerald Pictures 3357

Encore Enterprises 2680

25510 Avenue Stanford, Suite 101

Valencia, CA 805-295-0677

Staff: William Hutten. **Programs—***The Chucklewood Critters*, nine holiday half-hour animated specials.

Endemol Entertainment 1939

Energy Park Entertainment 3434

Enoki Films USA 2675

16501 Ventura Blvd. #306

Encino, CA 91436

818-907-6503

e-mail: RICKIEFU@aol.com

Staff: Yoshi Enoki, Ricki Ames, Miyuki Ishihara, Takashi Sakurai, Masato Takeda. **Programs:** Animation/Children—*Monkey Magic*, *Fortune Quest*, *The Slayers*, *Classic Masterpiece Collection*.

Envoy Productions 1345

ESPN 1811

605 Third Ave., 11th Fl.

New York, NY 10158-0180

212-916-9200

Staff: David Zucker, Jacques Kremer, Minard Hamilton, Bernard Stewart, Richard Stone, Mark Reilly, Alexander Brown, Richard Lefler, Ben Nicholas, Michelle Markides, Tim Bunnell, Mike Fox, Alessandra Durstine, Marco Madaloni, Christina Seckinger, Jean Sanchez, Pepe Irusta, Guillermo Tabanera, Julio Bartolo, Wilma Maciel, Juan Carlos Tapia. **Programs:** *Amazing Games: The Series*, *Amazing Games: Edited Montages*, *Extremely Amazing*, *100 Amazing Sports Minutes*, *Unbelievable Sports*. American football—College football, regular season, conference championships, postseason all-star bowl games, college football bowl games. Athletics—Australian track tour, men's college basketball, regular season, preseason tournaments, conference championships. Bloopers—ESPN's Sports Bloopers Series I, Series II, Series III, Series IV, ESPN's Extreme Bloopers Series I, Series II, Series III, Series IV. Boxing—Superbouts. Football—Brazilian National Championship Football, Paulista League Football, Dutch Division I football, Dutch League, Dutch Amstel Cup and Super Cup, Brazil World Tour, Torneos De Verano, Dallas Cup. Golf—PGA Tour, LPGA Tour, Senior PGA Tour. Hockey—NHL Hockey, NHL All-Star Weekend, NHL Power Week. Horse racing—The Triple Crown, Kentucky Derby, Racing Across America. Motorsports—FedEx Championship Series, NASCAR Winston Cup. Winter sports—1997/98 World Pro Ski Tour. Extreme sports—ASA World Tour, B3, 1998 Summer X Games, Asian Summer X Games Qualifiers, Winter X Games.

Etccetera Group 1736

Europe Images 911

European Media Support 2961

European TV Enterprises 2821

Eva Entertainment 2674

7A Langley St.

Covent Garden, London WC2H 9JA

44 0171 836 3000

Staff: Mikael Shields, Steve Walsh, Lucy Ellson, Chantal Keast. **Programs:** *Eugenio**, *Waldo's Way**, *Flatworks**, *Charlie's Christmas**, *My Little Planet**, *Nature Knows Best**, *Romuald the Reindeer.**

Evergreen Entertainment 185

Evergreen Releasing 731

Expand Images 911

Explore Int. 1931

7 Stratton St.

Mayfair, London W1X 5FD

44 171 493 5055

Staff: Helen Grattan, Jennifer Buzzelli, Paola Cunsolo, Samantha Russell. **Programs:** *The Coming Disasters**, *Escape from Earth**, *Nuclear Sharks: Cold War Submarine Adventures**, *The Sci Files**, *Man-Eaters of India**, *Realm of the Great White Bear**, *Rat**, *Inside NFL Films: The Idol Makers**, *Africa Unbottled**.

Eyemark Entertainment 975

10877 Wilshire Blvd.

9th Fl.

Los Angeles, CA 90024

310-446-6000

Staff: Ed Wilson, Bob Cook, Marvin Shirley, Barry Wallch, Joe DiSalvo, Sid Beighley, Nancy Cook, John Holdridge, Sean O'Boyle, Peter Preis, Frances Manfredi, Brian Fleming, Kevin O'Donnell, Steve Paul, Kathleen Polett, Phillip Seigenfeld, Brian Wexler, Robb Dalton, Jim Dauphinee, Jon Hookstratten, Elaine Bauer, Joanne Burns, Sam A. Cue, Suni Deskin, Peggy Ellis-Burkhardt, Bob Finkel, Mary Beth McAdaragh, Andi Sporkin, Shannon Clark, Jeff Gillette, Pamela Littky. **Programs:** *Martha Stewart Living**, *The Gayle King Show*, *Pensacola: Wings of Gold*, *Psi Factor: Chronicles of the Paranormal*, *Bob Vila's Home Again*, *The George Michael Sports Machine*, *Wild Wild Web*, *Caroline in the City*, *Early Edition*, *Everybody Loves Raymond*, *Brooklyn South*. Movie packages—Treasury V.

Eyemark Media Sales 975

51 W. 52nd St., 14th Fl.

New York, NY 10019

212-975-4400

Staff: Dan Cosgrove, Liz Koman, Patricia Brown, Scott Collins, Norma Taylor, Stuart Zimmerman, Cathy Szulc, Brian Faulkner. **Programs:** *Psi Factor*, *Prevention's Body Sense*, *Bob Vila's Home Again*, *Coast Guard*, *High Tide*, *Could It Be a Miracle*, *Flipper*, *The George Michael Sports Machine*, *Extremists*, *Discovery's Animal Planet Presents*, *The Gayle King Show*, *Hallmark Entertainment Presents*, *Marquee VII*, *Kinnevik Movie Package*. Children's series—*Richie Rich*, *Chucklewood Critters*, *Popular Mechanics for Kids*, *WMAW Masters*, *Oscar's Orchestra*, *Enchanted Tales*, *Mr. Men*, *Zoing*, *News for Kids*.

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Fox Lorber Associates 437

419 Park Ave. S.
New York, N.Y. 10016
212-686-6777

Staff: Richard Lorber, Sheri Levine, Johanna Samuel, Cynthia Banach, Ed Galton, Kerry Novick, Richard DeCroce.
Programs: *Mob Law: A Portrait of Oscar Goodman**; *Fast, Cheap & Out of Control**; *The Gunfighters**; *Shoot to Thrill**; *Ayn Rand: A Sense of Life**; *Extreme Disaster**; *Leslie Nielsen's Golf Series*; *The Soccer Explosion*; *Quest*.

France Television Distribution 911

1 Boulevard Victor
75015 Paris France
33-01-44-25-01-01

e-mail: ftd@france2.fr

Staff: Marc Bonduel, Herve Poirson, Pierre-Francois Gaudry. **Programs:** Drama—*The Magnificent Azeracs*, *The Ice-Makers*, *The Woman in White*. TV—*"The Yankee au pair"*, *"All Men Are Liars"*, *"Disgrace"*, *"Urgent: Love Wanted"*. Documentaries—*Off the Beaten Track*, *Flea Zone*.

Frecuencia Latina Network 260

Av. Sn. Felipe 968. Jesus Maria.
Lima 11. Peru
511-471-3389

Staff: Cecilia Gomex De La Torre, Sandro Gomez, Samuel Winter, Ricardo Guzman. **Programs:** Soap Opera—*Escandalo**; *Torbellino**; *Boulevard Torbellino**; *Malicia*; *Obsesion*; *La Noche*; *Todo Se Compra*, *Todo Se Vende*. Comedy—*Pataclaun**. Talk Show—*Maritere*. Miniseries—*Caligula*, *Pirinitas*, *El Negociador*.

Freemont Prod. 3389
The Fremantle Corp. 130

660 Madison Avenue
New York, NY 10021
212-421-4530

Staff: Paul Talbot, Josh Braun, Julie Zulueta-Corbo, Keith Talbot. **Programs:** Series—*Royal Canadian Air Farce*; *Split Screen*; *Baywatch-Series I-VIII*; *Van-Pires*; *Frost's Century*; *Fire Rescue*; *The Anti-Gravity Room*; *Entertainers With Byron Allen*; *BET Jazz International*; *Save Our Streets*; *Warriors Of Wrestling*; *Candid Camera*; *Russia's War: Blood Upon the Snow*; *Chinese Cuisine Seasoned With Laughter*; *Swiftly Seasoned*; *The Galloping Gourmet*; *The New Adventures of Black Beauty*; *The Campbells*; *Ramadan in Indonesia*; *Mysterious Island*; *The Cold War Diary*; *Sir David Frost Presents Inside The Cold War*; *Little Orphan Annie's Very Animated Christmas*; *Strong Against Crime*; *Strong Kids*

Against Crime, *Baryshnikov's Nutcracker*; *A Word From Our Sponsor, II & III*; *The Tony Awards*; *The Kennedy Center Honors*; *The All-Star Christmas Concert*; *American Comedy Awards*. Day-time Drama—*The City*; *Loving*. Television Movies—*Cat on a Hot Tin Roof*; *The Last Days of Frank and Jesse James*; *Visions*. Latin American Movies—*"Her Costly Affair"*; *"Unabomber"*; *"Runaway Car"*; *"Borrowed Hearts"*; *"A Child's Christmas In Wales"*; *"The House of Angelo"*. Latin American Series—*"PSI Factor: Chronicles of the Paranormal"*; *"The Adventures Of Sinbad"*; *"My Life As A Dog"*; *"White Fang"*. Brite Catalogue-China Only—*Prime Suspect*; *Jewel In The Crown*; *London's Burning*; *Poirot*; *Cracker*.

Fresh Creations 3490
Fuji Creative Corp. 627
FUNimation Productions, Inc. 2775

6851 N.E. Loop 820, Suite 247
Ft. Worth, TX 76180

e-mail: funimation@aol.com

Website: www.funimation.net

Staff: Gen Fukunaga, Cindy Fukunaga, Daniel Cocanougher, Barry Watson, Robert G. Brennan. **Programs:** Animations—*Dragon Ball*, *Dragon Ball z*, *Cyboards*, *The Adventures of Zak*, *Inner Universe Adventures of I-Man*.

Future Media Corp. 3287
Fox Lorber 1138

30, avenue Charles de Gaulle
92200 Neuilly, France
33 1 46 43 21 34

Staff: Mickie Steinmann, Thomas Kornfeld, Remi Jacquelin, Christian Charret, Marc du Pontavice, Marla Ginsburg, Christine Camdessus, Donna Redier Linsk, Magdalena Pedreira. **Programs:** *Oggy and the Cockroaches**, *Tune of the Moon**, *Violent Earth**, *The Magician**, *Space Goofs**, *Denis**, *Ideal Parents**, *Love in Disorder*, *Child of the White Fields*.


Gadfly Productions 2839

Box 7482, Charlottesville, VA 22906
804-975-1652

e-mail: april@gadfly.org

Staff: John Whitehead, Nisha Mohammed, Jenny Rowe, April Murrie, Jayson Whitehead. **Program:** *Grasping for the Wind**.

Galaxy Film Corp. 280
Galaxy Int. 3497
Gaumont 1138
Gay Entertainment Television 3069
GB Productions 911
Global Entertainment Media 2411
Global Programming Network 2619

1725 Camino Palmero, Suite 420
Hollywood, CA 90046

Staff: Dick Schory, Mike Fenwick, James Makawa, Rich Grove, Neil Dunn, Richard Hammer, Richard Jackson, Larry Sealander, Bruce Boro. **Programs:** *Egoli-Place of Gold*, *Blue Diamonds*, *The Secret Adventures of Jules Verne*, *Tough Target*.

Global Sourcing 2351
Global Telemedia 3068
Globo Media 1331-M
Globo TV Network - Brazil 2360

RVA Pachecoleao 256

22460-030 Rio De Janelro - RJ Brazil
5529-592-2244

Staff: Jorge Adib, Roberto Filippelli, Geraleo Case, Robert Campbell, Marise Caetano. **Programs:** *Novela—A Indomada (La Indomable)**, *Anjo Mau (Angel Malvado)**, *Por Amor**, *Comedia de Vida Privada**. TV Movies—*Roberto Carlos**, *Sombrasil-Eus Regina**.

GMTV Int. 1511-20
Goldbar Ent. 270
Goldcrest Films Int. 1511-20
Golf Ventures 2888
GoodTimes Entertainment 2964

16 E. 40th St.

New York, NY 10016

212-951-3003

Staff: Andrew Greenberg, Seth Willenson, Catherine Branscome, Dayna Lustig. **Programs:** *Greatest Heroes and Legends*, *Camelot—The Legend*, *Animated Classics Libraries I, II and III*.

Grandolph/Juravic Enter. 2410

R.F.D. 1680 Bordeaux Lane

Long Grove, IL 60047

847-537-4007

Staff: Gary Grandolph, Dennis Juravis, Bob Horen, Jennifer Jones, Mark Eaton. **Programs:** *Game Warden D.N.R.**, *Young America Outdoors*, *Parenting Life**, *Created By You*.

Granit Film GmbH 2911
GRB Entertainment 2324

12001 Ventura Pl., Suite 600

Studio City, CA 91604

818-753-3400

e-mail: info@grbtv.com

Staff: Gary Benz, Mike Rose, Michael Branton, Kim Relick, Paula Hawes, Ute Cichocki, Reed Shelly, Todd Barasch. **Programs:** *Impact TV*, *The World's Craziest Daredevils*, *Anatomy of Disaster I & II*, *What Went Wrong?*, *Storm Warning!*, *World of Wonder*, *Undersea Adventures with Alexandra Cousteau*, *Micro Invaders*, *Kaboom!*, *Hollywood's Greatest Stunts*, *Movie Magic*, *Mega Movie Magic I & II*.

Great Chefs Television 431

PO Box 56757

New Orleans, LA 70156-6757

504-581-5000

e-mail: great.chefs@worldnet.att.net

Staff: Joan Shoup, Frank Liebert, Linda Nix, Cybil Curtis, Gloria Moore. **Programs:** *Great Chefs of the World*; *Great Chefs of America*; *Great Chefs of the Caribbean*; *Great Chefs of Hawaii*; *Great Chefs of the South*; *Great Chefs of the East*; *Great Chefs of San Francisco*; *Great Chefs Seasonal Specials*; *Great Chefs-Great Cities*; *Great Chefs of the West*; *Great Chefs: Louisiana New Garde*; *Great Chefs of Austria*; *Great Chefs of New Orleans*; *Great Chefs of Chicago*; *Chocolate Passion*; *Chocolate Dreams*; *Chocolate Edition*; *Desserts*; *Appetizers*; *Oriental Obsessions*; *Mexican Madness*; *Great American Inns*; *A Southwest Thanksgiving*; *An International Holiday Table*; *A New Orleans Jazz Brunch*; *Great Chefs: The Women*; *A Seafood Sampler*; *Great Chefs Cook American*; *Great Chefs Cook Italian*; *Great Chefs Halloween Treat*; *Great Southern Barbecue*; *Great Chefs, Great BBQ*; *Great Outdoor Cooking*; *Down Home Cookin'*; *Great French Fest*.

Great North International 2600

Suite 012 11523-100 Ave.

Edmonton, Alberta

403-482-2022

e-mail: gnr@greatnorth.ab.ca

Staff: Sandra K. Green, Elaine Scott, Keely Booth, Karen Tomlinson, Nola Wuttunee. **Programs:** *The Rat Among Us*, *Strangers In The House*, *Once Upon a Hamster*, *The Orange Seed Myth*, *Journey to the Sea of Ice*.

Gullane Pictures 1030

1351 Third Street Promenade

Santa Monica, CA 90401

310-451-5111

Staff: Charles Falzon, Britt Allcroft, Deborah Strichartz, Cindy Bernstein, Angus Wright, William Harris. **Programs:** *The Blob*, *Spaced Invaders*, *Cubely and the City Kid*, *Bert and Cedric's Wacky Website Adventure*, *Captain Pugwash*, *Origins*, *Pet Net*.


Hallmark Entertainment 2631

1325 Avenue of the Americas

21st Fl.

New York, NY 10019

212-977-9001

Staff: Hallmark Entertainment—Robert Halmi Jr., Peter von Gal, Joel Denton, Erik Pack, Bonnie Low, Liz Sheppard, Donna Cornwell. Hallmark Entertainment Network—George Stein, Martha Strauss, Charles Morgan, Richard Buchanan, Mark Grenside, Joel C. "Jodie" McAfee, Marilyn Saint-Veltri, Portia Berrey. Hallmark Home Entertainment—Steve Beeks, Glenn Ross. **Programs:** Miniseries—*Merlin**, *Moby Dick**, *Only Love**, *Ken Follett's The Third Twin**. Made-for-TV-movies—*The Long Way Home*, *Flood: A River's Rampage*, *Baby Dance*, *Free of Eden*, *Holiday in Your Heart*, *Saint Maybe*. Children's programming—*Crayola Kids Adventures*, *Bad Baby*.

Hamdon Entertainment 2911

12711 Ventura Blvd., Suite 300

Studio City, CA 91604

818-753-6363

Staff: Stephen J. Davis, Gary Goldberger, Michael Appleby. **Programs:** *Oprah Winfrey Presents: The Wedding*, *Oprah Winfrey Presents: Before Women Had Wings*, *A Town Has Turned to Dust*, *A Father's Betrayal*, *Change of Heart*, *Narrow Escape*, *The Disappearing Act*, *Desert Gamble*, *Murder in a College Town*, *The Lottery*, *Indecent Seduction*, *After the Silence*, *Victim of the Haunt*, *Family Rescue*, *Race Against Time*.

Happy Face Entertainment 2911

Harmony Gold 343

7655 Sunset Blvd.

Los Angeles, CA 90046

213-851-4900

Staff: Frank Agrama, Colleen Morris, Alan Letz, Joanne Hoffman, Elisa Abelleira. **Programs:** Series—*Rin Tin Tin*. Miniseries—*The Lost World*, *Return to The Lost World*, *The Man Who Lived at the Ritz*, *Confessional*, *Sherlock Holmes & The Leading Lady*, *Sherlock Holmes: Incident at Victoria Falls*, *King of the Olympics: The Lives and Loves of Avery Brundage*. Animation—*Robotech*, *The Adventures of Rainbow Pond*, *Casshan: Robot Hunter*.

Headbone Interactive 2784

3104 Western Ave.

Seattle, WA 98121

e-mail: television@headbone.com

Website: www.headbone.com

Staff: Susan Lammers, Scott Hudson, Grant Asplund, Susan Quinn, Robert Menna. **Programs:** *Elroy Hits the Pavement*, *Headbone Soup*, *Fidget-*

more Academy, *Totally Doggone*, *12 and Auggie*.

Harrington, Righter & Parsons 2350
HDO Atelier-Betriebgesellschaft
GmbH
2910
Hearst Entertainment 661

235 E. 45th St.

New York, NY 10017

212-455-4000

Staff: Bruce L. Paisner, William E. Miller, Glenda Grant, Roberta J. Corona, Steve Weiser, Bob Mahlman, Chad Lapp, Tom Devlin, Michael Doury, Jerry Diaz, Rick Karo, Stacey Valenza, Laurie Tritini, Gerald Bixenspan, Stan Sagner, Cynthia Hudson-Fernandez. **Programs:** *Secrets of the Animal Kingdom**, *Popular Mechanics for Kids**, *B. Smith with Style**. Features/packages—*Marquee VIII*, *Hallmark Entertainment Presents*. International: Features—*Fifteen & Pregnant*, *Final Justice*, *When Husbands Cheat*, *The Hired Heart*. First-run series—*World's Greatest Magic IV*. Features—more than 250 films and miniseries. Animated—*The Legend of Prince Valiant*, *All New Popeye*, *Original Popeye*, *Popeye & Son*, *Phantom 2040*, *The Magical Adventures of Quasimodo*, *Cool McCool*, *Beetle Bailey*, *Barney Google & Snuffy Smith*, *Krazy Kat*, *Defenders of the Earth*, *G-Force*, *The New Adventures of Flash Gordon*, *Animated Flash Gordon*, *Adventures of the Galaxy Rangers*, *Animated Specials*, *King Kong Comics*. Series—*Original Blondie*, *Original Flash Gordon*, *The Veronica Clare Collection*, *Perspectives on Greatness*, *Brewster Place*, *What Happened?*, *Essence of Life*, *In the Name of Love*, *Intimate Portraits*, *Rivals*. Domestic animated—*Phantom 2040*, *All New Popeye*, *Popeye & Son*, *Cool McCool*, *Beetle Bailey*, *Barney Google & Snuffy Smith*, *Krazy Kat*, *Flash Gordon*, *The Magical Adventures of Quasimodo*. Off-net series—*Original Blondie*, *Original Flash Gordon*, *Brewster Place*. Features—*Marquee VII*. Other—*Hearst Reports*, *Time Capsules*. Specials—*Harley Davidson: The American Motorcycle*, *Made in the USA*, *Fantasies of the Stars*, *World's Greatest Magic*, *World's Greatest Magic II*, *World's Greatest Magic III*, *Houdini: Unlocking His Secrets*, *The Hidden Secrets of Magic*, *Lance Burton: Master Magician*, *Lance Burton: The Encounter*, *Smithsonian Exhibition Specials*, *Short Story Cinema*, *Portraits of Courage*, *Politics & the Games*. Other—*Creature Features*, *Hearst Reports*, *Hearst Magazine Video* (80 half hours).

Heart of Texas Productions 2783
Henninger Media Dev. 2860

2601-A Wilson Blvd.

Arlington, VA 22201

Website: www.henninger.com

Staff: Steven Schupak, Brian Kelly. **Programs:** Documentaries—*Secrets of the Warrior's Power*; *In the Grip of Evil*; *Exorcism: Dealings in the Dark-side*; *Space Tech: From Science Fiction to Fact*; *Legends of the Lens: The Stories Behind The World's Greatest Photographs*; *The Invisible War*; *Loners on Wheels*; *Birds Like Us*; *Famili Di Potere (The Families of Power)*; *Situation Critical: U.S.S. Forrestal*; *Food for Thought*; *Castles of Worship*; *Digital Zone*; *Beyond the Wall*; *The Story of Top Gun*; *Bridges*; *Pole Position*; *Halloween: Legends, Ghosts and Goblins*; *Carrier Wars*; *Stealing the Bomb*; *Portraits in Horror*; *Mending Ways: Canela Indians of*

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High Point Films 1511-01

Hit Entertainment PLG 1431

Holiday Family Production 2788

Holigan Group 1961

Holland Presents 2961

Hollywood Reporter 2935

Home Improvement TV Net 1802

3441 Baker St.
San Diego, CA 92117
619-273-0572

Staff: Bruce Lamb, Paloma Glass, Barry Cook, Justin Woodard. **Programs:** *American Home Repair.*

The Hollywood Reporter 2935

5055 Wilshire Blvd.
Los Angeles, CA 90036
213-525-2000

Horizon Quebec 1231

3898 Berri Street
Montreal, Quebec H2L 4H1
514-994-1702

e-mail: jean.bouchard@sympatico.ca
Staff: Jean Bouchard, Maryse Rouillard, Michael Rodrigue, Louise Bailargeon. **Products:** Drama, documentaries, variety, comedy, movies, animation, sitcoms, formats.

Huschert Filmtrickatelier 2910

HVD Entertainment 2939



I.G. Productions 2688

IBM 3079

IBOPE International 1810

650 Avenue of the Americas

New York, NY 10011

Staff: Teddy Reynolds, Michele Duron, Paul Donato, Paulo Pinheiro. **Services:** TV ratings.

IFM Film Associates, Inc. 2219

1541 N. Gardner St.

Los Angeles, CA 90046

213-874-4249

e-mail: IFMfilm@aol.com

Staff: Antony I. Ginnane, Ann Lyons.

Programs: *Agent Orange**; *Bull Dance**; *Danger Games**; *The Emisary**; *Fiela's Child**; *Hot Times at Montclair High**; *Hold My Hand, I'm Dying**; *Private I**; *Witness In the War Zone**; *Maneuvers**; *Wild Maneuvers**; *War Requiem**; *Encounters**; *Sex Is a Four-Letter Word**; *Get Away, Get Away**; *Solstice**; *Elsinore**; *Swimsuit: The Movie**; *Color Me Dead**; *Mind Lies**; *Raising Heroes**; *Road To Nowhere**; *Torment**; *Second Sight**.

Iguana Productions 3439

Ilce 2461

Illusions Entertainment Corp. 731

Image Television 3448

Imagen Satelital S.A.

Imagineasia 2686

IMC **British Pavilion**

Staff: Ken Gray. **Programs:** *Healthy Living Series**, *Short History of Scotland.**

In-Fit Enterprises 3440

Institut National de L'Audiovisuel 911

Incline Productions 3476

Independent Television Network 2111

747 Third Ave.

New York, NY 10017

Staff: Tim Connors, Martin Waters.

Instituto Mexicano de

Cinematographia 2461

Intel Corp. 2336

Interactive Television 560

100 Wilshire Blvd. #2000

Los Angeles, CA 90401

310-319-0110

Staff: Ivan Solvason, Carlos Zalve,

Klaus Aamann. **Programs:** *Throat & Neck in Sheepheaven, Hugo the TV Troll, Animation Mask System, IM4U.*

Intermedia Games Ltd. 2761

International Teleproduction 624

Society 624

527 Maple Ave. East

Vienna, VA 22180

Website: itsnet.org

Staff: Joyce Summers, Liz Pham. **Programs:** Association membership,

international monitor awards, educational program, educational program.

International Travel Films 1901

224 North Rossmore Ave.

Los Angeles, CA 90004

213-461-9994

Staff: Doug Jones. **Programs:** *Travelog, Travelog Shorts, The Travel Show With Doug Jones.*

Interpannonia Film Ltd. 2682

Intersound 443

8746 Sunset Boulevard

Los Angeles, CA 90069

310-652-3741

e-mail: admin@intersound.com

Staff: Kent Harrison Hayes, Garry Morris. **Programs:** Post-production

Intraroyal 2861

Irdeto Consultants 3074

Itel 1819

48 Leicester Square

London

WC2H 7FB

UK

44 171 491 1441

e-mail: iteluk@itel.co.uk

Staff: Andrew Macbean, Joe Kennedy,

Chris Fletcher, Glen Hansen. **Programs:** *Stomp Out Loud**, *Landmines: Hidden Assassins**, *The Truth About Women**, *Wet Wet, Wet—Access All Areas**, *Real Women**, *Adlaalook: The Big Stranger.*

Ivanhoe Broadcast News 1739

2745 W. Fairbanks Ave.

Winter Park, FL 32789

407-740-0789

e-mail: mthomas@ivanhoe.com

Staff: John Cherry, Chad Rose. **Programs:** *Smart Women**, *Health News Daily**, *Crackdown on Crime, Today's Breakthrough: Tomorrow's Cures.*

IVL 3434

IVN Entertainment 3482



J&M Entertainment 1511-38

Joseph Gora 3363

404-355-3398

Website: www.avpc.com

e-mail: jgora@america.net

Staff: Joseph Gora, David Henshaw,

Donna Whitlock. **Programs:** *Higher Ground, Golden Foods, Through The Tunnel and Beyond, Inside You & Up Close.*

K

Kanto Productions 3279

Katherine O'Brien 461

Katz Television 631

125 W. 55th St.

New York, NY 10019

212-424-6000

e-mail: cfader@katz-media.com/rkitson@katz-media.com

Website: www.katz-media.com

Staff: Tom Olson, Jim Beloyianis, Jim

Murtagh, Ellen Fader, Michael Hugger,

Michael Spiesman, Chris Jordan, Swain

Weiner, Bruce Kallner, Bill Carroll, Ruth

Lee Leaycraft, Bill Hall, Jim Curtin, Greg

Conklin, Lisa Hollaender, Chickie

Bucco, Regina Kitson, Lisa Ballou,

Laura Treanor

Keller Entertainment Group 3039

14255 Ventura Blvd.

Sherman Oaks, CA 91423

818-981-4950

Staff: Max A. Keller, Cord Douglas,

Francois Lesterlin, Cecile Evrard. **Programs:** *Ramses**, *Conan*: The Adventurer**, *Mr. Steele**, *Grizzly**, *The Sam Hill Chronicles**, *It's Showtime at the Apollo**, *Tarzan: The Epic Adventures**, *Acapulco H.E.A.T. III**. Series—*Tarzan.*

Telefeatures—*Swimsuit; For Love of a Child, Tarzan in Manhattan, The Secret Life of Kathy McCormick, Women Of Valor, Dreams Of Gold: The Mel Fisher Story.*

Kelly News & Entertainment 261

8075 West 3rd St., Suite 402

Los Angeles, CA 90048

213-634-7777

Staff: Alan Winters, Ted Baker, Mary

Markarian, Bob Olson. **Programs:** *Better Living With Carrie Wiatt**, *Rebecca's Garden, Save Our Streets, Click, Peer Pressure.*

Kid Concoctions 3453

Kid Sense 3454

Kids Matter 3442

KidScreen 2876

366 Adelaide St. West, Suite 500

Toronto, Ontario M5V 1B9 Canada

416-408-2300

Staff: Ken Faier, Nicole London, Theresa Dillon, Kimbirly Orr.

King Feature Prods. 2974

King World Productions 2031

12400 Wilshire Blvd., Suite 1200

West Los Angeles, CA 90025

310-826-1108

Staff: Roger King, Michael King, Jules

Haimovitz, Diana King, Fred Cohen,

Michael Speissbach. **Programs:** *The Roseanne Show**, *Hollywood Squares**, *Wheel of Fortune, Jeopardy!, The Oprah Winfrey Show, American Journal, Inside Edition, Mr. Food.*

King World Media Sales 2131

1700 Broadway, 32nd Fl.

New York, NY 10019

212-315-4747

Staff: Steven Hirsch, Michael Auerbach,

Anthony Fasolino, Kevin Brown,

Patrick Collins, Robin King, Dale Casterline,

Kimberly Wright, John Chu, J. Stuart

Stringfellow, Jacob Weisbarth, Andy

Friendly, Jonathan Birkhahn, Moira Farrell,

Merrill Karpf, Robert King, Steven

A. Locascio, Donald Prijatelj, Arthur

Sando, Patsy Bundy, Leonard Spilka,

Lee Leddy, Fred Petrosino, Lee Villas,

Randall C. Hanson, Larry Hutchings,

Michael Stonello, Lee Keirsted,

Christopher Rooke, Jim Farah, Stephen

N. Hackett, D. Kevin Frady Jr. **Programs:** *Wheel of Fortune, Jeopardy!, Inside Edition, American Journal, The Oprah Winfrey Show, The Roseanne Show*, Hollywood Squares*, It's Showtime at the Apollo, Soul Train, Soul Train Special, Filmleader 6.*

Kitchen Productions 3349

KMG/Seagull Entertainment 715

345 Park Ave. South, 2nd Fl.

New York, NY 10010

212-779-6600

Staff: Henry Siegel, Tony Intelisano,

Lance Thompson. **Programs:** *Merlin: The Magic Begins**, *Team Xtreme**, *Dream Team**, *Academy Awards Preview**.

Koan Inc. 3281

Kushner-Locke Co. 3261

11601 Wilshire Blvd., 21st Fl.

Los Angeles, CA 90025

504-670-5223

Staff: Peter Locke, Donald Kushner,

Pascal Borno, Marvinia Anderson, Chris

Perry-Melish. **Programs:** Family

films—*Possums; Magic Adventures*

series, including *Samurai Six**, *Teen*

*Knight**, *The Excalibur Kid**, *Musketees 2000**, *Sleeping Beauty and Kid*

Charming, Kid Z. Hollywood After Dark,

including *Femalian II, Hotel Exotica,*

Insatiable Nights, Erotic Confessions,

Erotic House of Wax, Lolita 2000. Feature

films—“Basil,” “Bone Daddy,”

“Double Tap,” “Legion,” “One Man's

Hero,” “Snitch,” “Thick and Thin.”

La Cinquieme 911

La Sept/Arte 911

Lacey Entertainment NA

1414 Avenue of the Americas

New York, NY 10019

212-754-5482

Programs: *America's Dumbest Criminals**, *Oscar's Orchestra**, *Just Imagine**, *WMAC Masters, Shelley T. Turtle Show, Mega Man, Street Fighter.*

Lain International 706

Lakeshore International 3102

Landensanstalt fur Rundfunk 2910

Larry Harmon Pictures 2361

LDS Church Public Affair 3342

15 E. South Temple St.

Salt Lake City, UT 84150

801-240-4397

Staff: Don Russell.

Ledafilms S.A. 1145

Legends of Entertainment 3379

Leonard Carroll Associates 831

Les Films De La Perrine 911

Les Films Du Village 911

Les Productions Carefour 1231

Lesea Broadcasting 2960

Letter Excellence 3301

Liberty International 3131

Link Entertainment 1511-33

Litton Syndications 2618

Litton Towers, 2nd Fl.

2213 Middle St.

Sullivan's Is., SC 29482

803-883-5060

e-mail: Litton@pc-tech.com








Staff: David L. Morgan, Tim Voit, Nancy

B. Smeltzer, Dale Synder, Peter Sniderman,

Bill Reishtein. **Programs:** *Jack Hanna's Animal Adventures; Just Image; Gravy, USA**; *Knows It All; The Sports Bar; Thea Vidale**; *Grizzly Mountain**; *Jacks Are Wild**; *Shaka Zulu**; *Desperate Passage Movie Package**; *Birth of a Super Power**



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 <p>American Tower Corp.</p> <p>\$125,000,000 Senior Credit Facilities</p> <p>June 1997</p> <p>Syndication and Administrative Agent BankBoston, N.A.</p> <p>Arranger BancBoston Securities Inc.</p>	 <p>Citadel</p> <p>\$100,000,000 10.250% Senior Subordinated Notes Due 2007</p> <p>\$100,000,000 Exchangeable Preferred Stock</p> <p>July 1997</p> <p>Co-Manager BancBoston Securities Inc.</p>	 <p>\$500,000,000 Reducing Revolver, Term Loan and Acquisition Revolver/ Term Loan Facilities</p> <p>July 1997</p> <p>Syndication and Administrative Agent BankBoston, N.A.</p>	 <p>CAPSTAR RADIO BROADCASTING PARTNERS, INC.</p> <p>\$200,000,000 Reducing Revolving Credit Facility</p> <p>August 1997</p> <p>Managing Agent BankBoston, N.A.</p>
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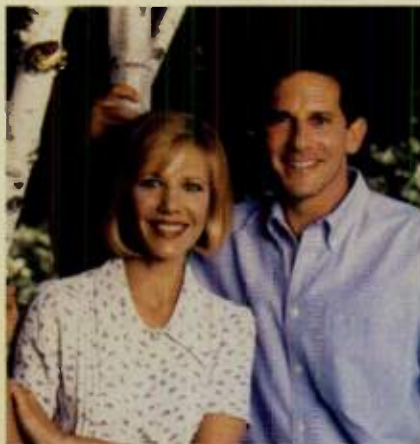




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 Place du Marche
 13 Rue Madeleine Michels
 92200 Neuilly Sur Seine, France
 331 464 02800
Staff: Claude Berthier, Thierry Berthier, Julie Fox, Maureen Sery. **Programs:** *The Fabulous Adventures of Jacques Cousteau, Caius the Roman, Princess of the Nile, The Last Reservation, Little Hippo, Mr. Men, Dog Tracer, Ladybird, Gulliver's Travels, Tintin and the Calculus Affair, Tintin, The Forgotten Friends, Tintin and the Mystery of Shark Lake, Mary of Nazareth.*

Martial Fitness U.S.A. 3486
 23643 Mill Valley Road
 Valencia, CA 91355
 805-254-8917
Staff: Nancy Vizcarra, Charlie Shin, Betsey Carlson, Dave Carlson. **Programs:** Children's TV programs*.

Marubeni Corp. 2790
Maxima Film Corp./BidMax 3243
 P.O. Box 81589
 1057 Steele Ave. West
 Toronto, Canada M2P 3X1
 416-736-9800
e-mail: Johntsoneman@sympatico.ca
Staff: J. Gary Gladman, Howard Biderman, Sharon Citron, Judith Gladman. **Programs:** *Danger in The Sea*, The Living Sea*, The Ocean World of John Stoneman.*

Mayfair Television 1301
Mazzarella Communications 3355
Media Advisors 1039
Media Auction 3274
Media Freight Services 1511-26
Mediacast 3120
Mediametrie-Eurodata-TV 911
Mediaset Spa 907
Mediaworks 2882
Medios/CNCA 2461
Mega Entertainment 241
Megatrix Productions Music 2467
Mel Giniger and Associates 2260
 11110 Ohio Ave., Suite 102
 Los Angeles, CA 90025
 310-575-1965
e-mail: mg_and_a@earthlink.com
Staff: Mel Giniger, Jose Luis Cano, Vilma Trinidad. **Programs:** Family Series—*Dog's World**. Animated—*Tico and Friends*. Package of new feature films.

Memex Software 3139
Mentorn Barraclough Carey 1511-04
Mervyn Films 2910
MG/Perin Inc. 2165
 21 East 40th St.
 New York, NY 10016
 212-447-5600
e-mail: MGPERIN@worldnet.att.net
Staff: Marvin Gri eve, Richard Perin, Sean Deneny, Candace Fisher, David Campbell, Joe Kiselica, Carol Jarob, Ellen Ladd. **Programs:** *Homer's Workshop*, News of the Weird*, America's Black Forum*, Mike Hammer—Private Eye; Coast Guard; Mi Gente! My People!; Star Power 1; Prevention's Body Sense; The Extraordinary; "Could It Be a Miracle"; Nash & Zollo's Offbeat Sportsbeat; The Chucklewood Critters; Story of the*

Christmas Toys; Tubby The Tuba; Cicero, The Queen's Drum Horse; Hispanic Americans—The New Frontier; Tribute to the Stooges; The Gathering Story; Churchland and the Generals.

MGM Worldwide TV Group 3221
 2500 Broadway Santa Monica,
 CA 90404 310-449-3000
Staff: International Distribution—Jim Griffiths, Richard Phillips, Dea Shandera, Jessica Algazi, Simon Sutton, Mina Patel, Jeffrey Lippman, Jeffrey James, Suzanne Rainey, Susan Silverman. Paris—Gilberte de Turenne, Francois Poirier, Carolyn Stalins, Sylvie LeBosse, Joe Patrick. Sydney—Jim Hurlock. MGM Gold Networks Asia—Steve Smith, Lanny Huang. MGM Entertainment Library (Series)—*All dogs Go To Heaven, American Gladiators, Fame L.A., In the Heat of the Night, LAPD: Life on the Beat, The Magnificent Seven, National Enquirer Presents..., The Outer Limits, Poltergeist: The Legacy, Stargate SG-1, thirtysomething, The Young Riders, The Pink Panther, James bond Jr., Robocop, Evidence of Blood, The Escape, Escape Clause, The Limbic Region, Marshal Law, The Spree, 12 Angry Men.* Features—*All Dogs go to Heaven 2, Bio-dome, The Birdcage, Fled, Get Shorty, goldeneye, Hoodlum, It's My Party, Larger Than Life, The Man in the Iron Mask, Red Corner, Rob Roy, Species, Species 2, Speechless, Tomorrow Never Dies, Wild Bill.* Frank Capra Films—*A Hole in the Head, Pocketful of Miracles.*

MGM Domestic Television Distribution Advertiser Sales 3221
 1350 Ave. of the Americas New York,
 NY 10019-4870 212-708-0300
Staff: Marcy Abelow, Michael Daraio, John Kearney. Chicago—John Wettersten. **Programs:** *Stargate SG-1, The Outer Limits, Poltergeist: The Legacy, Fame L.A., LAPD: Life on the Beat, Robocop, The Lionhearts*

Mickey Corcoran Productions 3469
Midnite Express 2001
Millenium Television Network 3149
Minotaur International 1511 GG
 17-19 Maddox St.
 London W1R 0DN
 00 44 171 629 6789
e-mail: general@minotaur.co.uk
Staff: Jane Lighting, Kathryn Rice, Emma William. **Programs:** *The Ambassador, Playing the Field, A Respectable Trade, Wildside, Zot the Dog, Boy Hero, Tibet, A Moment in Time, The Craftsman, No Limits, Round the World Jules Verne Challenge.*

Miracle Pictures 227
Miragem 2681
MN Film & TV Board 3434
Monarch Film Inc. 3456
Mondo TV 185
 6464 W. Sunset Blvd. #920
 Los Angeles, CA 90028
 213-467-9002
Staff: Orlando Corradi, Ricky Corradi, Walter Sabatinelli, Prasan Patel, Andrea Zangla. **Programs:** *Zorro, Jesus: A Kingdom Without Frontiers, Pocahontas, The Great Book of Nature, The Super Little Fanta Heroes, Cinderella, Simba the King Lion, The Black Corsair, Simba & the N.Y.C. Zoo to the World Cup.*

Monte Carlo TV Market 625
Moonstone Entertainment 1939
 335 North Maple Dr., Suite 222

Beverly Hills, CA 90210
 310-247-6060
Staff: Ernst "Etchie" Stroh, Yael Stroh. **Programs:** *When Justice Fails, McCinsey's Island, The Only Thrill, Jungle Boy, Hardball, Midnight Heat, Spill.*

Motion International 2931
 465 McGill St.
 Montreal H2Y 4A6
 514-844-3542
e-mail: hwyer@grosicent.com
Staff: Stephen Greenberg, Heather Wyer. **Programs:** *Giraffes*, Big Comfy Couch*, Hello Mrs. Cherrywinkle, Omerta, Eccehomo, Spinning Tales, Z'ark*.*

Motion Pictures, S.A. 1311-D
MMT Sales 464
 885 Second Ave.
 New York, NY 10017
 212-319-8008
e-mail: TURNERS 5@aol.com
Staff: Jack Oken, David Pleger, Cynthia Turner, Kris Goff. **Programs:** Station representation.

MTG Media Properties 1839
 805 Third Ave., 8th Fl.
 New York, NY 10022
 212-755-4742
Staff: Joseph E. Kovacs, Steven Nurkin, Almira Malyshev. **Programs:** *Harrison Bergeron*, The Arrow*, Thunderpoint*, Midnight Man*, One Man's War*, Fatherland*, The Late Shift*, Pirates*, The Wraith*, Dune*, Ragtime*, The Dead Zone*.*

MTV Networks 861
 1515 Broadway
 New York, NY 10036
 212-258-8762
Staff: Donald Silvey, Eduardo Braniff, Caroline Beaton, Christine Roman. **Programs:** *Live from the 10 Spot*, Austin Stories*, Fleetwood Mack: The Dance*, Bryan Adams Unplugged*, Babyface Unplugged*, Cartoon Sushi*, Jenny McCarthy Show*, The 1997 MTV Video Music Awards*, The 1997 MTV Movie Awards*, 1997 MTV Europe Music Awards, Daria, Beavis & Butt-Head, Fashionably Loud, Road Rules I,II,III,IV, The Real World I,II,III,IV,V,VI. Formats—Loveline*, Singled Out, Road Rules, Real World. **VH1—VH1 Pop Up Video*, Behind the Music*, Storytellers*, The 1997 VH1 Fashion Awards*, The 1997 VH1 Honors*, The Midnight Special, VH1 Duets, The Rupal Show, Emporio Armani: A Private Party, An Evening of Music and Style.***

Muller Media 1839
 11 E. 47th St.
 New York, NY 10017-1919
 212-317-0175
Staff: Robert G. Muller, Daniel E. Mulholland, Gregory Muller, Dolly Cirona. **Programs:** *Smoke Screens II (12 titles), Prime Targets IV* (9 titles), Prime Targets III, Prime Targets II, Prime Targets, The Godzilla All Stars (12 titles), Pandora Titles (49), Smoke Screens (10 titles), The Wild Ones (10 titles), Weapons (6 titles), Classic Gold (12 titles), This Day in History (365 60-second inserts).*

Multimedia Group of Canada 731
 5225 Berri Street
 Montreal, Quebec, Canada H2J 2S4
 514-273-4215
Staff: Women: *A True Story, Rainmakers, Kitty Cats, Hemisphere South, Celestin, Earthscape Wildlife, Anna Banana, Inventors' Specials, The Big Garage, Cirque du Soleil, Dear Oliver, The Goal.*



Nardaish Film & TV 3345
 Mosedalvej 14
 2500 Valby Denmark
 +4536188200
Website: www.tvformat.dk
Staff: Dorte Wiedemann, Jorgen Hgjbjerg, Eoc Neman, Lremeth Wiberg, Michael Fleisde. **Programs:** *Easy Peasy, Brigitte in Friend, Honestly.* Gameshow format, Talkshow format.

National Film Board of Canada 3351
 PO Box 6100, Station Centre Ville
 Montreal, Quebec Canada H3C 3H5
 514-283-9441
Website: www.nfb.ca
Staff: Anthony Kent, Mary Jane Terrell, Lynne Williams. **Programs:** *Barbed Wire and Mandolins, The Barrens Quest, The Battle of Vimy Ridge, Creatures of the Sun, Influenza, Kid Nerd, Lodola, Murder Remembered: Norfolk County 1950, Petticoat Expeditions, The Powder Room, Seven Brides for Uncle Sam, Sunrise over Tiananmen Square, Toutatis, Unveiled: The Mother/Daughter Relationship, You Can't Beat A Woman.*

National Sound 2014
NATPE 3315
 2425 Olympic Blvd. #550 E
 Santa Monica, CA 90404
 310-453-4440
Website: NATPE.org
Staff: Beth Braen, Brigitte Parise, Candace Kentopian, Nikki Hannah, Bonie Landau. **Programs:** Member services.

NBC Inc. 331
 30 Rockefeller Plaza
 New York, NY 10112
 212-664-4444

NBD Television Ltd. 1511-31
Nelvana 731
 32 Atlantic Ave.
 Toronto, Ontario Canada M6K 1X8
 416-588-5571

Staff: Michael Hirsh, Emmanuele Petry, Marie-Laure Marchand, Toper Taylor, Rodrigo Piza, Tom Van Wavren, Barry Levy, Sarah Maizes, Sid Kaufman, Andrew Witkin. **Programs:** *Franklin, Ned's Newt, Sam & Max, Donkey Kong Country, Rolie Polie Olie, Bob and Margaret, Dumb Bunnies, Pippi Longstocking, Anatole, Stickin' Around, Scholastic's The Magic School Bus, Redwall, Robin.*

Network Music Inc. 1731
 15150 Ave. of Science
 San Diego, CA 92128
 800-854-2075
Website: www.networkmusic.com
Staff: Ken Berkowitz, Diana Ferguson, Teresa Kerr, Evelyn Angotta. **Services:** Music and sound effects libraries.

New City Releasing 3261
 20700 Ventura Blvd., Suite 350
 Woodland Hills, CA 91364
 818-348-2500
Staff: Alan Birsteen. **Programs:** *Freeway, Stag, Double Tap, The Girl Gets Moe, Mercenary, Delta Heat, The Neighbor, Heaven or Vegas, Jack Reed IV: Killer Amongst Us, Lady Killer, Fire in the Dark, Child in the Night, To Save the Children, Father and Son, Dangerous Intentions.*

New Films Int. 2000
New Line Television 1161
 888 Seventh Ave.

New York, NY 10106
 212-649-4900
e-mail: www.newline.com
Staff: Robert Shaye, Michael Lynne, Robert Freidman, Diane Keating, David Spiegelman, Roif Mittweg, Chris Russo, Vicky Gregorian, Christine Manna, Laura Armstrong, Pat Moran, Robin Seidner, Kat Stein. **Programs:** *New Line Five (19 titles), New Line 6 (20 titles), Big Ticket (14 titles), The Hard 12 (12 titles), Powerline (12 titles), The Mask, Dumb & Dumber, Nancy Drew/Hardy Boys Mysteries.*

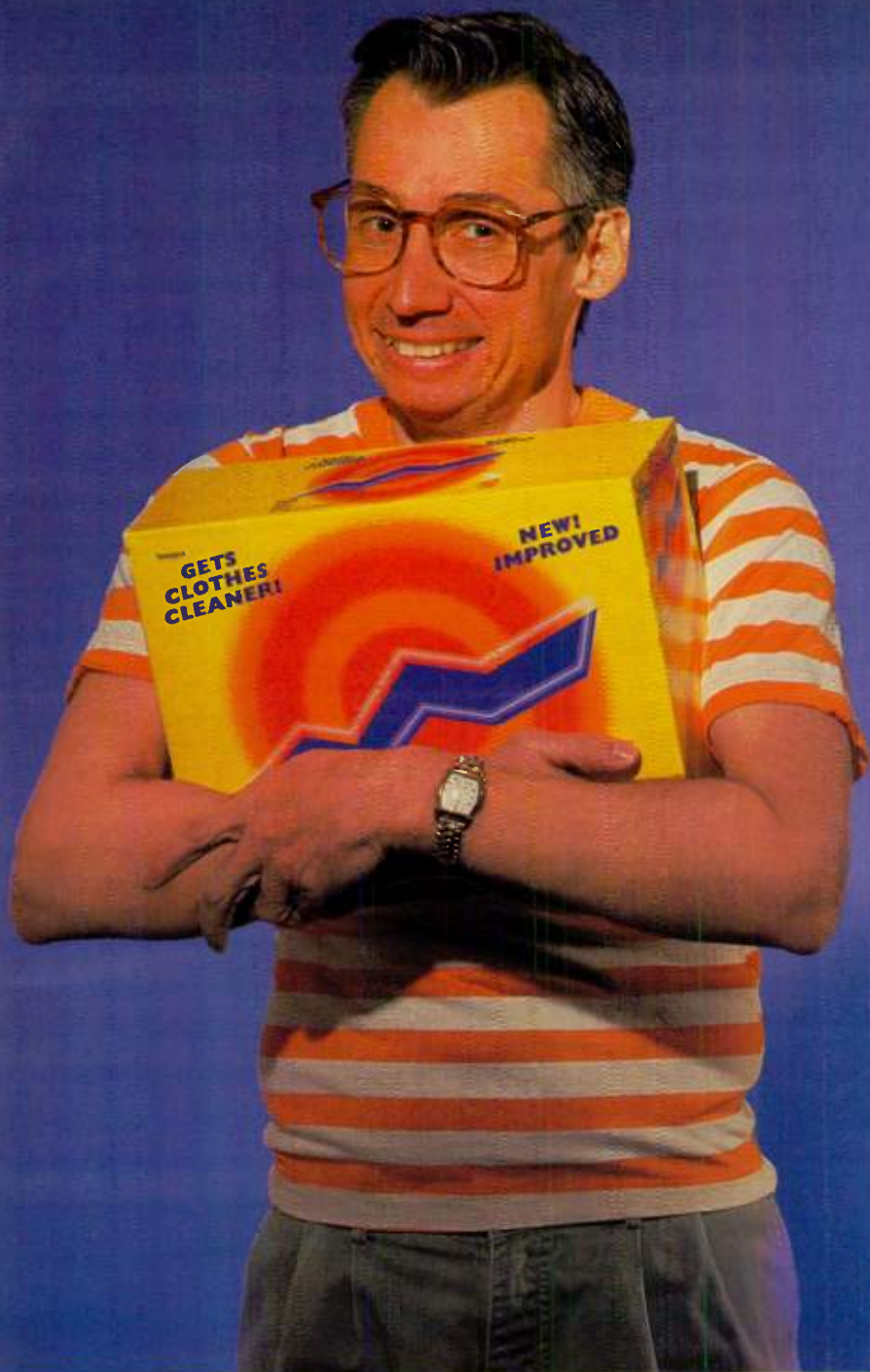
New Orleans Studios 3470
 800 Distributors Row
 New Orleans, LA 70123
 504-734-8500
e-mail: Info@neworleansstudios.com
Staff: Alec Middleton, Marcy Hatch, Marqua Brunette, Brian Fisher, Ashley Scales. **Programs:** 70,000-square-foot studio complex now in New Orleans.

New Visions Syndication, 1723
 44895 Hwy 82, PO Box 599
 Aspen, CO 81612
 970-925-2640
Staff: Rodney H. Jacobs, Jack Brendlinger, Klaus J. Lehmann, Carolyn M. Pickton, Kayla Hoffman, Linda Randel, Gregory S. Jacobs. **Programs:** *Domestic Offerings—Three Perfect Days*, The Modern Lewis & Clark Expedition*, 97/98 Mountain-Top Ski & Snowboarding Series*, Iditarod 25-A Quest for Silver*, The Laughlin Superstar Challenge II*, The Jeep Cherokee Wildlife Challenge*, Las Vegas on Ice, 4 4 Ever, Automobile Racing—The Second Century, The Acquired Art of High-Performance Driving, Eddie Hill—A Life in Drag Racing, Travelin' On—The Panoramic West, Travelin' On—The American West, Travelin' On—Southern Florida. International Offerings—World Cup '98 En France*, The World of Motorsports*, Getting the Trip—The Story of the Irish Derby.*

New World Media NA
 2551 Broadway
 New York, NY 10025
 212-252-2343
Staff: Francisco Romeo, Alex Blanco, Jose Rosado, Stephanie Bianca. **Programs:** *Comedy Fiesta, Desi Entertainment Awards, Hot TV, Legends—Hispanic Hall of Fame, Tropical Nights, Role Model Awards, Stars of Tomorrow.*

NHK Japan Broadcasting 2261
Nickelodeon 861
 1515 Broadway
 New York, NY 10036
Staff: Taran Swan, Kathleen Hricik, Debbie Back, Jennifer Liang. **Programs:** *The Journey of Allen Strange*, All That*, Hey Arnold!, Angry Beavers, Kenan & Kel, KABLAM!, Blue's Clues, The Mystery Files of Shelby Woo, Rugrats, Aaahh!!! Real Monsters, Rocko's Modern Life, The Ren & Stimpy Show, The Adventures of Pete & Pete, Clarissa Explains It All, Allegra's Window, Gullah Gullah Island, Eureeka's Castle, various formats including Legends of the Hidden Temple, Global GUTS, Nick Arcade, Double Dare.*

Nielsen Media Research 2319
 299 Park Ave.
 New York, NY 10171
 212-708-7500
Staff: John Dimling, Buzz Moschetto, Susan Whiting, Robert J. (Rusty) Targan, Susan Buchanan, David Harkness, Ed Aust, Barry Cook, Robert Lane, John



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Nippon Animation Co. 627

NIS Film Distribution 2961

Non-Stop Music 2441

915 West 100 South
Salt Lake City, UT 84104
801-531-0060

e-mail: nonstopmusic.com

Staff: Randall C. Thornston, Bryan L. Hofheins, Michael L. Dowdle, Val R. Butcher, R. Todd Roane. **Services:** Non-Stop Music Library, Non-Stop Custom Music, L.A. East Recording Studio.

Nordrhein-Westfalen 2910

Haroldstr. 4, 40190 Dusseldorf, Germany
49 211 837 02

Staff: Clark Parsons, Rainer Weiland, Wolfgang Klein, Sabine Jendritzki, Ilka Demling. **Services:** Group represents five broadcast stations and 16 production and service companies.

Norstar Ent. 731

NOS Sales 2961

Novocom 2850

5401 Beethoven St.
Los Angeles, CA 90066
310-448-2500

Website: www.movo.com

e-mail: graphics@novo.com

Staff: John Ridgway, Tami Clark, Barry Smith, Heidi Bayer, Michele Mischer, Martin Poole. **Services:** Visual effects and animation, graphic design, broadcast and multimedia branding/identities and post-production.

NRS Group 2351

NTV Int. Corp. 3452

Nu Image 1939

9145 Sunset Blvd.
Los Angeles, CA 90069
310-246-0240

Staff: Danny Dimbort, Judy Gold. **Programs:** *The Breakup*, *Sweeper*, *Shadrach*, *On the Border*, *No Code of Conduct*, *Lesser Prophets*, *Scarred City*, *Bang*, *Armstrong*.

NVC Arts 1511-27

NWN Weatherworx 3072



Oasis Pictures 1939

6 Pardes Ave. Suite 104
Toronto, Ontario Canada M6K 3H5
416-588-6821

e-mail: oasispictures.com

Staff: Peter Emerson, Valerie Cabrera, David Lowe, Gillian Oxley, Steven Murphy. **Programs:** Comedy—*My Dog Vincent*. Family Adventure—*The Climb*. Series—*Hollywood Hall of Fame*, *The Guerilla Gardener*, *Homestyle*, *Medical Breakthroughs: Weekly Report*.

Oh! My Nappy Productions 3466

Omnimusic 2742

6255 Sunset Blvd., Suite 917
Hollywood, CA 90028
213-962-6494

Staff: Scott Manaffey. **Programs:** Music library.

Omnitem Communications 911

Onyx-More Than News Productions 3289

Optimum Productions 2636

Over the Edge-TV Smilin' Productions 3285

Overseas Filmgroup 1939



P. Allen Smith Gardens 720

P. M. Entertainment Group 2760

P.M.M.P. 2683

Pact 1511-47

Paladin Global Information Technology 3301

Palm Plus Produkties 2961

Pan American Video 430

4569 Mission Gorge Pl.
San Diego, CA 42120
619-281-8870

e-mail: panam@panamvideo.com

Website: www.panamvodeo.com

Staff: Sheila McQuillen, Mike McQuillen, Teri Lane. **Programs:** Public domain movies & TV shows, stock footage, documentaries.

Panamsat 2830

Panda America Shopping Network 3496

Paragon 731

Paramount Television 160

5555 Melrose Ave.
Hollywood, CA 90038
213-956-5000

Staff: Paramount Television Group—Kerry McCluggage, Steve Goldman, Dick Lindheim, John Wentworth, Mike Melton, Trisha Dissi, Michelle Hunt, Eric Steinberg. Joel Berman, Frank Kelly, Meryl Cohen, John Nogawski, Bob Sheehan. Tom Connor, Dennis Emerson, Larry Forsdick, Bobbee Gabelmann, Karen Kanemoto, Phil Murphy, Brocuc Pottash, Dawn Abel, Lynn Casey, Clancy Collins, Helen Nesbit, David Theodosopoulos, Bill Weber. Sales—Stan Justice, Rob Wussler, John Cummings, Scott Koondel, Deborah Kuryak, Dan MacKimm, Keith J. Kaplan, Rob Friedman, Alex Fragen, Maura McDonough, Liz Firalio, Craig Smith, Carole Wells, John Corthinos, Bill Webb, Al Rothstein, John Morrow, Matt Aaron, Penny Haft, Mark Dvornik, Brooks Carroll, Richard Golden, Christo-

pher Brooks. Paramount International Television—Gary Marenzi, Joseph K. Lucas, Susan Bender, Chris Ottinger, Richard Yannich, Julie Wineberg, Eric Mueller, Stephen Tague, David Coombes, Stephen Carey, Alastair Banks, Malcolm Orme, Kevin Keeley, Bruce Gordon, Garry Hart, Tom Mazza, Tom Russo, Steve Stark, Jack Waterman, Steve Madoff, Lynn Heide, Mindy Kaplan, Reed Manville, Stephanie Morton, Perry Simon, Steve Gordon, Michele Conklin.

Programs—Series (first-run)—*The Howie Mandel Show**; *Wild Things**; *Real TV**; *Viper*; *Entertainment Tonight*; *Entertainment Tonight 60*; *Hard Copy*; *The Monel Williams Show*; *Star Trek: Deep Space Nine*; *Nick News*; *This Morning's Business*. Series (off-network)—*Clueless**; *Sabrina**; *Sister, Sister**; *Frasier*; *Andy Griffith Show*; *The Beverly Hillbillies*; *Bosom Buddies*; *The Brady Bunch*; *Brothers*; *Cannon*; *Cheers*; *Dear John*; *Diagnosis Murder*; *Family Affair*; *Family Ties*; *Gomer Pyle*. *U.S.M.C.*; *Gunsmoke*; *Happy Days*; *Have Gun, Will Travel*; *Hawaii Five-O*; *Hogan's Heroes*; *The Honeymooners*; *Jake & the Fatman*; *I Love Lucy*; *Laverne & Shirley*; *Love American Style*; *The Lucy Show*; *MacGyver*; *Mannix*; *Marshall Dillon*; *Matlock*; *Mission Impossible*; *Mork & Mindy*; *My Three Sons*; *The Odd Couple*; *Perry Mason*; *Petticoat Junction*; *The Phil Silvers Show*; *Rawhide*; *Star Trek: Voyager*; *Star Trek: Deep Space Nine*; *Star Trek: The Next Generation*; *Taxi*; *Twilight Zone*; *The Untouchables*; *Webster*; *The Wild, Wild West*. Features/packages—Family Festival, Paramount Collector's Edition, Paramount Family Theater, Paramount Plus III & IV, Passport I, The Perry Mason Features, Portfolio XV, Power Pak, Preview 6, Quick Hits I & II.

Park Entertainment 1511-15

Northlake Court
28 Sheen Lane, London SM4 8LW

Programs: *The Hunger*, *Nightmare Man**, *Going to Kansas City**.

Partners in Motion 3387

Passport International Productions 2431

10520 Magnolia Blvd.
North Hollywood, CA 91601
818-760-1500

e-mail: passport4@earthlink.net

Staff: Dante Pugliese, Jeanette Pugliese, Hadley Wood, Diana Foster, Melissa Wohl, Cheryl Blackwell, Brian Byrne, Troy Szebin, Gene Lavelle, Bette Afosin, Charlotte Sweet. **Programs:** Documentaries—*Frank Sinatra: They Were Very Good Years*, *A Century of Black Cinema*, *The Best of Hollywood*, *The Remarkable 20th Century*, *100 Years of Comedy*, *Hollywood Remembering*, *The Bond Girls*.

Pathe Television 911

Paular Entertainment/Third Wave 3463

Pavilion of Spain 1331

Paxson Communications 2211

601 Clearwater Park Rd.
West Palm Beach, FL 33401
561-659-4122

e-mail: www.pax.net

Staff: Bud Paxson, Dean Goodman, Lea Sloan, Nancy David Udell, Jim Boccock, Jay Hoker.

Peacock Films 227

3439 W. Cahuenga Blvd.
Hollywood, CA 90068

213-874-6000

Staff: Moshe Bibiyan, Simon Bibiyan, Cathy Berry, Yessie Saggeth, Roger Van House. **Programs:** *"Fredgie's Kid's Show"*; *"Tangled"*; *"Lift"*; *"In Till You Die"*; *"Double-Cross"*; *"Invisible Temptation"*; *"Pure"*.

Peaktime 3043

136, avenue Charles de Gaulle
92523 Neuilly Sur Seine, France
33 0 1464022008

e-mail: viewtime@peaktime.fr

Staff: Thierry Tacheny, Norma Carter, Yves Cresson, Lorraine Gardener. **Services:** Consulting services and software, including Viewtime program scheduling and information managing system.

Pearson Television Ltd.1311

1 Stephen St.
London, W1P 1PJ
United Kingdom
0171 691 6000

Pearson All American

1325 Ave. of the Americas

6th Fl.

New York, NY 10019

212-541-2800

Staff: Pearson Television—Greg Dyke, Roy Addison, Jamie Bennett, Alan Boyd, Andrew Brooke, Monica Galer, Doug Gluck, Gabrielle Grubanovich, Martin Gulzow, Richard Hearsey, Russell Lack, Sebastian Lenz, Michael Murphy, Robert Oswaks, Ian Ousey, Victor Tobi, Pam Usdan. Pearson All American Domestic distribution—George Back, Donald Barnett, Mike Bowman, Justine Capanna, Bruce Casino, John Ferlazzo, Joseph J. Giordano, Marc Goodman, Richard Mann, Kym Nelson, Fred Norris, Ludmilla Palasin, Louise Perillo, Jim Ricks, Scott Roth, Amy Sauertieg, Joseph J. Scotti, Bill Smither, Rand Stoll, John Storrier, Jonathan Straub, Michael Weiden, Tom Xenos, Lois Zingaretti, Phil Peters, David Jacquemin, Shari Knox, John Vinnedge, Michelle Waxman. Pearson Television International—Harris Brian, Kathleen Donnan, Adrian Howells, Aideen Leonard, Emma McCallum. Pearson Television North America—Tony Cohen, Juliet Blake, Pauline Bohm, Paul Buccieri, Annette Caggiano, Gregory Calvosa, Ruth Caruso, Stephanie Drachkovich, David Gerber, Richard Gire, Carlos Gonzales, Jean Huang, Howard Huntridge, Gaby Johnston, William Lincoln, Matt Loze, Paul Nichols, Jennifer Phillips, Peter Pinne, Myron Roth, Loren Salob, Jill Schwartz, Geoff Silverman, Syd Vinnedge, Jamie Waldron, Robert Weiss, Larry Lamattina, Catherine MacKay, Rob Stone, Jane Rimer. **Programs:** *Baywatch*, *The Adventures of Sinbad*, *Ghost Stories*, *Kickboxer and the Kid*, *Air America*, *Match Game*, *Password*. Features/packages—Filmleader 6, Filmleader Encore 5, All American Feature Theatre VII, Live Premiere Two, Star Tickets. All American-Fremantle International—*Science Times**, *Secrets of War**, *Fame and Fortune**, *Would You Believe It?**, *A Wing and a Prayer**, *Bella Mafia**, *I'll Be Home for Christmas**, *Devil Game**, *Deadly Summer**, *One-Way Ticket**, *Blood on Her Hands**, *Natural Justice: Heat, Mosley**, *Homicide: Life on the Street**, *A Mind to Kill**, *Mr. Bean**, *It's a Man's World**, *Men Behaving Badly**, *Shortland Street**, *Neighbours**, *The Bill**, *Goodnight Sweetheart**, *Birds of a Feather**, *The Adventures of Sinbad**, *Ghost Sto-*

*ries**, *Penn & Teller's Home Invasion**, *Crocadoo**, *Women Under the Stars 1998**, *Souvenirs of the Century**, *Animal Scope**, *Hollywood One on One**, *Academy Award Preview**, *Hollywood Profiles**, *Love's Leading Ladies**, *Out of this World**, *Amazing People**, *We the Jury**, *On the Line**, *Danger Zone: The World's Most Dangerous Jobs*, *Kickboxer and the Kid**, *Real Kids*, *Real Adventures**. TV movies—Volume 7—*First Do No Harm*, *All the Winters That Have Been*, *To Brave Alaska*, *Touched by Evil*, *Talk to Me*, *Vows of Deception*, *Murder in Mind*, *The Killing Secret*, *Swearing Allegiance*, *Target for Rage*. Volume 6—*Gone in the Night*, *Deadly Pursuits*, *The West Side Waltz*, *Stolen Innocence*, *Trial by Fire*, *Sweet Temptation*, *The Terror Inside*, *The People Next Door*, *Blessed Assurance*, *Deadly Family Secrets*, *A Holiday to Remember*, *The Face*, *Americanski Blues*, *Hijacked: Flight 285*, *Visitors of the Night*. Volume 6—*Love Can Build a Bridge*, *A Christmas Romance*, *Deadly Whispers*, *Death of a Cheerleader*, *The Devil's Bed*, *Robin Cook's Formula for Death*, *Freefall: Flight 174*, *Hard Evidence*, *The Lies Boys Tell*, *The Man Next Door*, *Midwest Obsession*, *Robin Cook's Mortal Fear*, *The Other Woman*, *Schemes*, *Seduced and Betrayed*, *Semi-Precious*, *Welcome to Paradise*. Volume 5—*Angel Falls*, *Final Justice*, *Against Their Will*, *Appointment for a Killing*, *French Silk*, *Going Underground*, *Scattered Creams*, *Seeds of Deceptions*, *Shattered Trust*, *Snowbound*, *Starting Again*, *Wyatt Earp: Return to Tombstone*, *The Yarn Princess*. Volume 4—*Charles and Diana: A Palace Divided*, *Dead Before Dawn*, *Death in Small Doses*, *For Their Own Good*, *In the Deep Woods*, *Lethal Lolita*, *Love Can Be Murder*, *Mother of the Bride*, *A Murderous Affair*, *Passport to Murder*, *Shattering the Silence*, *Stalking Laura*, *The Switch*, *Switching Parents*, *Vanished Without a Trace*. Volume 3—*False Arrest*, *Baby of the Bride*, *Backfield in Motion*, *Battling for Baby*, *Double Edge*, *The Entertainers*, *Fatal Love*, *The Heart of a Lie*, *Hearts on Fire*, *In a Stranger's Hand*, *Last Wish*, *A Little Piece of Heaven*, *Murder in New Hampshire*, *The Nightman*, *The Other Side of Love*, *Violation of Trust*. Volume 2—*The Great Los Angeles Earthquake*, *The Chase*, *Children of the Bride*, *Coins in the Fountain*, *Cry in the Wild*, *Earth Angel*, *Joshua's Heart*, *Lies Before Kisses*, *Murder Without Motive*, *Night of the Hunter*, *On Thin Ice*, *Opposites Attract*, *Our Sons*, *She Said No*, *Victim of Love*, *Whatever happened to...?*, *White Hot*. Volume 1—*Cross of Fire*, *Amityville: The Evil Escapes*, *Babycakes*, *Child in the Night*, *Dance 'til Dawn*, *Do You Know the Muffin Man?*, *The Great American Sex Scandal*, *Hiroshima: Out of the Ashes*, *How to Murder a Millionaire*, *The Lady Forgets*, *The Laker Girls*, *Manhunt: Search for the Night Stalker*, *My Brother's Wife*, *The Preppie Murder*, *The Reluctant Agent*, *Rock Hudson*, *Summer Dreams: The Story of the Beach Boys*, *Where The Hell's That Gold?!!* Features—*To Cross the Rubicom*, *The Colony*, *Captiva Island*, *Diving In*, *Horror Trilogy*, *Captive*, *Vietnam War Story*, *Saga of the Super Rich*, *Now You Know*, *Sherlock Holmes Jr.*, *Question Marks*, *Rituals of the World*, *The Adventures of Sinbad*, *Baywatch Nights* (season 1 and 2), *Sirens*, *Friends Forever*, *74.5 A New Wave*, *Hollywood One on One*. Docu-

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Perm-a-Press Productions 3472

Peter Rodgers Org. 1831

Peter Storer & Associates 1719

1361 W. Towne Square Road
Mequon, WI 53092
414-241-9005

Website: Stortv.com

Staff: Peter Storer Jr., Doug Knight, Jay Russell. **Programs:** The Program Manager System For Windows*, The Program Manager System.

Petry Inc. 2119

3 E. 54th St.
New York, NY 10022

Staff: Tom Burchill, John Heise, Jack Fentress, Dick Kurlander, Jennifer Getson, Jerry Linehan, Bill Hann.

Phillips Business Information 2787

Phoenix Communications Group 2930

3 Empire Blvd.
South Hackensack, NJ 07606
201-807-0888

Staff: Joseph Podesta, Rich Domich, Geoff Belinfante, Jim Scott, Chris Brande, Angela Joyce, Erin Morris. **Programs:** *This Week in Baseball*, *Pennant Chase*, various sports and entertainment specials.

Pioneer Entertainment 2810

Planet Pictures 2351

Platinum Studios NA

9744 Wilshire Blvd., Suite 400
Beverly Hills, CA 90212
310-276-2699

Staff: Scott Mitchell Rosenberg, Irvin Rustemagic, Gregory Noveck. **Program:** *Jeremiah*.

Playboy Entertainment Group 1734

PolyGram Television 375/376

9333 Wilshire Blvd.
Beverly Hills, CA 90210
310-385-4200

Staff: Bob Sanitsky, Deana Elwell, John Huncke, Matt Cooperstein, Beth Kelly, Marc Grayson, John Campagnolo, Joseph Sangillo, David Bulhack, Bill Behrens, Mark Lieber, Seth Zachary, Lori Shackel, Kristin Torgen, Lesley Hollenberg, Jyll Gartin, Betsy Braun, Phillip Dumas. **Programs:** *Motown Live**, *The Crow—Stairway To Heaven**, *Due South**, *Total Recall: The Series**, *Showcase 14**, *Showcase 12**, *Movie of the Month Network VII**.

PolyGram Television International 375/376

Oxford House
76 Oxford Street

London, England W1N OHQ
171 307-7500

Staff: David Ellender, Chris Philip. **Programs:** *Gene Rodenberry's Earth: Final Conflict**, *The Big Easy**, *Raggazine*, *Lassie II*, *Bocelli—A Night in Tuscany*.

Porchlight Entertainment 2010

11828 La Grange Ave.
Los Angeles, CA 90025
310-477-8400

Staff: Bruce D. Johnson, William T. Baumann, Michael Jacobs, Fred Schaefer, Drew Paley, Richard Lewis. **Programs:** *Adventures from the Book of Virtues*, *The Big Adventure Series*, *Undersea Explorer*, *Pappyland*, *Gerbert*, *Little Men*, *Two and Friends*, *Time Quest*, *Sail TV*.

Portman Entertainment 1511-10

167 Wardour Street
London W1V 3TA
00 44 171 468 3400

Staff: Tim Burton, Gary Mitchell, Jane Baker. **Programs:** *Coming Home*, *Mayday*, *Midnight*, *Legal Deceit*, *The Hunt for CM 24*.

Positive Programming 438

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Premier Advertiser Sales 160

Prensario TV & Cable 2602

Prevue Networks Inc. 3070

Primar Communications 3481

Primetime Entertainment 17.11

444 Madison Ave., 24th Fl.
New York, NY 10022
212-980-6960

Staff: Richard Price, Christina Thomas, Lisa Honig. **Programs:** Drama/Miniseries—*Hamish* *MacBeth*. Children/Family—*Home & Away*. Documentary—*Earth Report*, *No Limits*.

Primetime Television Associates 1711

Seymour Mews House
Seymour Mews, Wigmore St.
London W1H 9PE
+171-935-9000

Staff: Richard Price, Simon Willock, Kate Bourne. **Programs:** *Bodyguards*; *Christmas In Vienna 1997*; *Earth Report*; *In The Wild*; *Liberty*; *Liners*; *Love In The Ancient World*; *Making the Cut*; *McLeod's Daughters*; *Monk Dawson*; *Neville's Island*; *Sweet*.

Pro Gmbh 2910

Profimaz Gmbh 2910

The Program Exchange 1061

375 Hudson St.
New York, NY 10014
212-463-3500

Staff: Allen Banks, Jack Irving, Chris Hollowell, Beth Kempner, Jane Meyerson, Josephine Ho, Esther Sloane, Maura Barry, Michelle Santangelo, Christine Paciello. **Programs:** Children's Series—*The Wacky World of Tex Avery*, *The Real Adventures of Jonny Quest*, *Garfield and Friends*, *Dennis the Menace*, *The Bullwinkle Show*, *Rocky and His Friends*, *The Underdog Show*, *Uncle Waldo's Cartoon Show*, *Tennessee Tuxedo and His Tales*, *Dudley Do Right and Friends*, *Young Samson*, *Space Kidettes*, *King Leonardo*, *Dinobabies*, *Berenstain Bears*, All-Family Series—*Three's Company*, *Too Close For Comfort*, *Webster*, *Bosom Buddies*, *Dear John*, *Amen*, *Charles in Charge*, *Abbott & Costello*.

Promark Entertainment Group 1939

The Promark Center
3599 Cahuenga Blvd. West, 3rd Fl.
Los Angeles, CA 90068
213-878-0404

Staff: Jonathan Kramer, David Carson. **Programs:** *Angels in the Attic*, *Waking up Horton*, *The Legend of Pirate Point*, *Clubhouse Detectives*, *Teazy*, *Fleazy and Maddog*, *A Breed Apart*.

Protele 761

666 Fifth Ave., 2nd Fl.
New York, NY 10103
Website: www.protele.com
e-mail: lramos@protele.com

Staff: Pedro Font, Silvia Garcia, Lenda Ramos, Yolanda Jordana, Mario Domiguez, Amy Moshovos, Christina Marquis. **Programs:** *Huracan** (Hurricane); *Traviesa** (Mischievous); *Desencuentro** (The Ways of the Heart); *El Secreto de Alejandra* (Alejandra's Secret); *Esmeralda*; *El Alma no Tiene Color* (A Soul Without Prejudice); *Alguna Vez Tendremos Alas* (Someday We Shall Have Will).

Pulse Distribution 3101



Radio Television Espanola 1331-C

RAI 907

1350 Avenue of the Americas
21st Fl.
New York, NY 10019
212-468-2541

Staff: RAI Corp.—Guido Corso, Gul Wines. RAI Cinemafiction—Sergio Silva, Guiseppe Cereda, Carlo Macchitella, Carlo Brancaloni, Max Gusberti. RAI Canali Tematici—Umberto Forcella. RAI International—Roberto Morriore, Vittorio Panchetti, Giovanni Celsi, Glauco Benigni, Andrea Jengo. RAI Trade—Tino Cennamo, Sesto Cifola, Vincenzo Mosca. RAI Educational—Italo Moscati, Gianni Bellissario.

Ravensburger Film & TV Gmbh 2911

RCN Television 1038

Av. Americas #65-82
57-1-2906088
Staff: Maria Lucia Hernandez Freieri, Mauricio Calle, Gabriel Reyes. **Programs:** *Cafe Con Aroma de Mujer*, *Guajira*, *La Potra Zaina*, *Eternament Manuela*, *Hombres*, *Las Juanas*, *Mujer de Cristal*.

Real Screen 2876

Reel Media International 2638

Remodeling Today 3310

RHS Productions 2402

120 W. Madison, Suite 818
Chicago, IL 60602

Staff: Richard H. Symon, Patricia Kerivan. **Programs:** *E.C. Sports Network*, *Corinne Edwards Interviews*, *Medical Alert*, *Journey to Success**, *Cinema Romance**, *Jazz Jym TV*, *The Appetizer Caravan*, *The Catering Guy*, *Your Personal Chef*, *Your Money*, *Your Future**.

Richard Wolff Enterprises 2730

Rigel Independent 3249

2338 San Marco Dr.
Los Angeles, CA 90068
213-467-0240

Staff: John Laing, Simon Walshaw, Marina Grasic, Susan Rodriguez, Vanessa Pflueger, Bryan Hambleton, Kylie Munnich. **Programs:** *The Last*

Don, *Universal Soldier II & III**, *Robocop*, *Deep Blue*, *Pacific Blue*, *Land's End*, *Tarantella*, *Everything Relative*, *Picture Windows*, *The Laundromat*, *The Sadness Of Sex*, *The Lost Ark*, *Beyond Adventure*, *The Prize*.

Ritz-Carlton 3343

Roissy Films 911

RollerSport Challenge 2862

107 S.W. 6th St.
Fort Lauderdale, FL 33301
954-764-4141

Staff: Patrick J. Schaefer, Sharon Ress, Kimberlee Pearson, Faith Urban, Ginger Ladd. **Program:** "Roller Challenge."

Romagosa 2821

Rose Entertainment 461

Rosnay International 325

Rozon 1231

RTBF Department Des Ventes 2821

RTI-RETI Televisive Italiane 907

RTL Television 2910

RTL/Veronica De Holland Media Groep 2961

Ruhr Sound Studios 2910

Rysher Entertainment 199

2401 Colorado Ave., Suite 200
Santa Monica, CA 90404
310-309-5200

Website: www.rysher.com

Staff: Tim Helfet, Ira Bernstein, Rob Kenneally, Rick Meril, Marc Solomon, George Gubert, Paul Eagleton, Dawn Rosenquist, Cheryl McLean, Tim Mudd, Paul Danylik, Cynthia Collins, Marc Brody, Jack Steng, Frank DiGraci, Andrew Plotkin, Barbara Rubin, Cathie Trotta, George Majewski, Darrylanne Olivia, Chris Weis, Bonnie Buckner, Carolyn Way, Giannina Antola, Brigitte Schulze, Chris Chico, Dina Kalish, Keith Luttkus, Corey Silverman, Colleen Stanton, Matthew Snodgrass, Marilyn Kessel, Peggy Woop, Josh Feller. **Programs:** Strip—*Judge Mills Lane**. Series—*Soldier Of Fortune Inc.**, *F/X The Series**, *Comedy Showcase**, *USA High*, *California Dreams*, *Saved by the Bell*. Special—*Holiday Festival On Ice*. Features/Packages—*Rysher II*.



S7S Productions 731

S Entertainment 3269

434 Queen St. East
Toronto, Ont., M5A 1T5
416-363-6060

e-mail: film@s-ent.com

Staff: Barbara Bernhard, Nick Stiliadis. **Programs:** *Breakout*, *G2*, *The Undertaker's Wedding*, *Red-Blooded*.

S4C International 1511-29

Saban Entertainment 775

10960 Wilshire Blvd.
Los Angeles, CA 90024
310-235-5427

Staff: Haim Saban, Mel Woods, Lance H. Robbins, Peter Schmid, Elie Dekel, Ron Kenan, Eric Rollman, Joel Andryc, Barry Stagg, Bill Josey, Lou Bortone, Mark Pinsker, Carol Holdsworth, Stan Golden, Michel Welter, Eugenia Briseno, Tomas Arteaga, Sam Ewing, Carol Holdsworth. **Programs:** Animation—*Silver Surfer**, *Incredible Hulk**, *Princess Sissi**, *Walter Melon**, *Super Pig**, *Biker Mice From Mars*, *Spider*

Man, *Captain America*, *Iron Man*, *New Fantastic Four*, *Spider Woman*, *Submariner*, *Dungeons & Dragons*, *Robocop*, *Rude Dog & The Dweebs*, *Little Wizards*, *Dinoriders*, *Mighty Thor*. Live Action—*Ninja Turtles: The Next Mutation**, *Saban's Power Rangers Turbo**, *Saban's Beetleborgs Metallix**, *Breaker High**, *Francine Pascal's Sweet Valley High**. Television Movies—*Reckless Nights**, *One Hot Summer Night**, *Random Encounter**, *In Defense of Murder**, *Twist Of Fate**, *Men of Means**, *Kiss of a Stranger**, *Comic Shock**, *Married to a Stranger**, *False Pretense**, *Termination Man**.

Sachs Entertainment Group 930

12301 Wilshire Blvd., Suite 611
Los Angeles, CA 90025
310-820-6838

e-mail: sachs@sachsgroup.com

Staff: Barbara Schewecke, Bill Vertin. **Programs:** *The Adventure of Shirley Holmes*, *Johnny 2.0*, *The Shadow Men*, *Tag*, *New World Order*.

Saks Film & TV 2821

Salsa Distribution 2223

10 Rue du Docteur Lancereaux
75008, Paris, France

e-mail: lisalsa@worldnet.fr

Staff: Lisa Hryniewicz, Mariana Herrera-Brun. **Programs:** Children's—*Sheherazade*, *Bear in the Big Blue House*. Series—*The Red & the Black*, *The People of Mogador*. Documentaries—*European Zoological Gardens*. Light entertainment—*Money & Power*, *The Killing Fields*. Films—*The Winner*, *For Which He Stands*, *Copper Mountain*.

Salter Street Films 731

Sandy Frank Entertainment 255

954 Lexington Ave., Suite 255
New York, NY 10021
212-772-1889

Staff: Sandy Frank, Phil Oldham, Maury Shields, Sandi Spidell, Rosalie Perrone, Natalia Saletka. **Programs:** *Name That Tune*, *The Incredible World*, *You Asked for It*, *The All New Zoo Review*.

Santelmo Entertainment 3339

Science TV 1231

Scott Entertainment 2611

Scottish Television 1511-03

Screen Ventures 2821

Screenlife 731

Sebastian International 2439

105 Markham Ct.
Longwood, FL 32779
407-862-3200

Website: Reallife 101.com

Staff: Ferd Sebastian, Jan Sebastian, Tom Straszewski, Paul Hoffman. **Program:** *Real Life 101**.

Second World Summit on TV for Children 1301-A

Settel Inc. 285

40 West 57th St.
New York, NY 10019

Staff: Jack Higgins, Janeen Bjork, Lanie Richberger, Marc Berman, Judy Lyons, Adam Braun, Lashawn Johnson, Jim Murtagh, Russ White, Craig Broitman. **Services:**—Television station representation.

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11846 Ventura Blvd.
Suite 100
Studio City, CA 91604
818-752-3730

e-mail: SILVERLINE@EARTHLINK.NET
Staff: Axel Munch, Leman Cetiner, Gunter Heinlein. **Programs:** *Space Orphans, The Second Face, Conspiracy of Weeds, Hudson River Blues, Three on a Match.*

Simitar Entertainment 460

Sky Quest Television 3459

Smart Egg Pictures 3140

Snap Software 939

885 Second Ave., 26th Fl.
New York, NY 10017
212-835-2300

Website: www.snap-software.com

e-mail: snap@interport.net

Staff: Davy Rosenzweig, Kenneth Healy, Dana Moorehead, Michael Rosenberg, Alistair Thomson. **Services:** Snap Overnite*, Snip*, Snap, Snapwin, Snaptrac, Snapline.

Sol Entertainment 2738

Alhambra West 95 Merrick Way, Suite 525

Coral Gables, FL 33134
305-444-6244

Staff: Javier Marin, Amanda Ospina, Rosemarie Morales, Cristina Chediak, Miriam Gerber. **Programs:** *Fragrance of Agony, Hollywood Kids, Apple Green, It's Raining Cats and Dogs, Putty World, Magic Hands, Bamboo Bears, Moomin, Skysurfer Strike Force, DiCatcher, Miracles, Christmas with the Stars, Great Leaders, Patagonia: Discovering the Mysteries of the Past, Safari, UFO, Mozambique, Pablo Milanes, Tribe, Single Mothers, Today's Fathers, Forever Mother, Magical Christmas, Fill it Up With Love.*

Solid Entertainment 2964

Soph-Can Entertainment 3245

Sound Image 1577

Broadcast Sales
12 Ogle St.
London W1P 7L6
0-171-323-0123

Staff: Bill Hope, Noel Copley, Kristina Takkunen. **Programs:** TV Documentary Distribution—*Puzzles of the Past, Ways of the Wild, Overland to America, Animals in Danger, Animal Survivors, Lost Animals, Human Nature, Friends of the Forest, L.A. Mix, Challenge of the Sears.*

Southern Star Sales 1939

Space Monkey Productions 2689

Speer Communications 2889

SPI International 531

Sport International 2943

Sport International Building
208 Sol St.
Old San Juan, PR 00901
787-764-4585

Staff: Hector Figueroa, Juliet Giamartino, Sal Campo, Mario Gaztambide. **Programs:** *The Goodwill 1998 Games*, Wide World of Bloopers, This Day in Sports, Live World Championship Boxing, Knockouts, The Big Fights of the Decade, Greatest Rounds Ever, Boxing's Best, Tyson/Ali Comeback, Mike Tyson Specials, One-Punch*

Knockouts, Fighter of the Century.

Sportsman's Showcase 2972

Sportsworld Network 2443

SSA Public Relations 3479

16027 Ventura Blvd., Suite 206
Encino, CA 91436
818-501-0700

Staff: Steve Syatt, John Russel, Kerri Tarmey, Eva Marie Lopez, Eva Obadia, Dirk Van Tilborg. **Services:**—Entertainment publicity and promotion.

Star-Gem Productions 3498

Station Store 2399

2421 East Skelly Drive, Suite 100
Tulsa, OK 74105
918-745-1818

e-mail: statnstore@aol.com

Staff: Steve Davis, Cliff Matis, Jim Blueweiss, Karl Middleburg, Paul Wischmeyer, Tim Noonan, Mike Garner, Annette Owen-Davis, Jay Jackson. **Programs:** *Better Homes and Gardens Television*, NCAA Football "The SLant"*, Family Money*, Wethercaster*, Project 2000*, Picture This America*, Bullet Poll*.*

Steve Rotfeld Productions 531

610 Old Lancaster Rd. #210
Bryn Mawr, PA 19010
610-520-0671

Staff: Steve Rotfeld, Carol Hubmaster, Hope Kirschner. **Programs:** *Awesome Adventures*, Wild About Animals, The Lighter Side of Sports.*

Studio 8 3483

Studio Pierrot 2790

STV Corp. 2890

Sullivan Entertainment 731

110 Davenport Road
Toronto, Ont M5R 3R3

e-mail: inquire@sullivan-ent.com

Website: www.sullivan-ent.com

Staff: Kevin Sullivan, Trudy Grant, Nat Abraham, Jeff Grottick, Christina Rogers. **Programs:** *Winds at my Back, Love on the Land*, Rupert Patterson Wants To Be A Superhero, Promise the Moon, Under the Piano, Butterbox Babies, Road to Avonlea, Looking for Miracles, Anne of Green Gables, Anne: The Sequel.*

Summit Media Group 961

1414 Ave. of the Americas
New York, NY 10019
212-754-4900

Staff: Sheldon Hirsch, Thomas Kenney, Terry Berlin, Jerry Kerins, Angela Carlini, Suzanne Allaire, Lance Beitler, Doreen Page, Suzen Tran, Steven Namm, Joan Marcus. **Programs:** *Robocop, Pocket Monsters, War Planets, Dnkey Kong Country.*

Sunbow Entertainment 2868

100 Fifth Ave.
New York, NY 10011
212-886-4900

e-mail: postmaster@sunbow.com

Staff: C.J. Kettler, Andrew Karpen, Janet Scardino, Ken Olshansky, Kerry Romeo, Colin Mendoza, Rafael Manrique, Sandrine Pechels de Saint Sados, Bernadette Madlangbayan. **Programs:** Series—*Student Bodies, Deepwater Black.* Animated—*Brothers Flub, Littlest Pet Shop, G.I. Joe Extreme Heroes.* Specials—*The Ugly Duckling's Christmas Wish, The First Easter Egg, Witches In Stitches.* Educational/Preschool—*Salty's Light-house, Puzzle Place.*

Super RTL 2910

System TV 911

T.J. Sports Television 2894

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T.V.B.B. 3217

Takes On Distribution 129

Talent Dynamics 1039

Tapestry International 3373

920 Broadway, Suite 1501
New York, NY 10010
212-505-2288

Staff: Yvonne Body, Nora Maria Diaz.

Programs: *Nova: Coma, Nova: Avalanche, Nova: Super Bridge, The New Detectives, Railway Adventures Across Australia, Dinosaurs: Inside & Out, Year of the Mustang.*

Taurus Film Gmbh 2911

Tele Images 911

Telearte International 1030

Mexico 990, 2nd Fl.
Buenos Aires, Argentina
841-342-5187188

Website: www.telearte.com

Staff: Armando Sidlik, Sylvia Curutchet, Cynthia Levi, Moira McNasiara, Alberto Ali, Silvina Cremaschi, Diego Romay. **Programs:** *Telenovelas—Rich & Famous, Top Models, Sweet Anne, Little Women Forever, Angels Don't Cry, My Little Girl.* Children—*Doubly Mom, Leandro Leiva.*

Telebase Programming 3449

Telecourse People 3438

Telefe International 843

Av. Rivadavia 2358, 5th Fl.
Buenos Aires, 1034 Argentina
541-954-3670

Website:

www.telefeinternational.com

Staff: Cesar Diaz, Roberto Garcia Barros, Maria Eugenia Torregrosa, Gustavo Yankelevich, Viviana Lisanti. **Programs:** *Cartoon Family, Tiny Angels, Soccerville, My Lady: The Story Continues, Passionate Revenge, The Sign, World Cup Soccer Specials, My Brother—in-Law, Winds of Life, Wild and Unexplored Secret Places, Bloopers and Handy Camera, Black Pearl, Gypsy, Sacred Love, Romantic Collection, Celeste—Always Celeste.*

Telefilm Canada 731

Telefilms S.A. 843

Telemundo Network 340

Telepictures Distribution (See Warner Bros.)

Telerep Inc. 1447

1 Dag Hammarskjold Plaza
New York, NY 10017
212-759-8787

Staff: Steve Herson, James Monahan, Joseph Isabella, Thomas Tilson, Larry Goldberg, Andrew Feinstein, Rich Jacobs, John DeWan, James Hughes.

Telescene Film Group 731

5705 Ferrier St., Suite 200
Montreal, Quebec Canada H4P 1N3

Staff: Robin Spry, Paul Painter, Michael Yudin, Bruce Moccia, Anita Simand. **Programs:** "Action Adventure Network," "Student Bodies," "Escape from Wildcat Canyon," "The Hunger," "Thunder Point," "Nightmare Man."

Telescreen 2961

Telestar 3488

Television Business Int. 802

Television De Galacia 1331-H

The Television Syndication Co. 1915

501 Sabal Lake Drive, Suite 105
Longwood, FL 32779
407-788-6407

e-mail: CLAQ67A@PRODIGY.com

Staff: Cassie M. Yde, Robert E. Yde, John Yde, Jill Yde. **Programs:** *Reel Planet, Coots & Critter*, Backroads Of Europe, Zing, Museums Of Industry*, Field Trip, The Mechanical Universe*, Waiting for Christmas: Culture Quest*, Crossroads Cafe*, Mommy, London Calling*, Zoo Portraits*, Horses of the World, Travel Memories*, In the Name of Tradition*, Banning's Market*, The Coolwalls*, Mommy's Day, Hardbodz on Location*, Earth Revealed*, Entertainment Time Out, Hiking Adventures in America's National Parks.*

Televix Entertainment 1911

Telewizja Polska 3367

Telezign 2014

Tellus 3083

Tepuy International 2330

TF1 International 911

Third Coast Teleproductions 701

Thomas Horton Associates 229

2020 Alameda Padre Serra, Suite 201
Santa Barbara, CA 93103
805-963-3577

e-mail: Tha@shortv.com

Website: www.sharktv.com

Staff: Thomas F. Horton, Jean Horton Gardner, Kevin L. Rose. **Programs:** *Nature's Secret World*, The Shark Files, Mutual of Omaha's Wild Kingdom, Mutual of Omaha's Special Presentations, Mutual of Omaha's Spirit of Adventure, The Hunt for Amazing Treasures, Ultimate Adventures, Rogues Gallery, Storm in Shangri-La*, Dive Explore*, Flavours Tasmania*, The Liners*, Code Red—Submarine Rescue, Shadows in the Forest, Comedy Club Superstars, H30—The Series.*

Through Line Communications 1331-I

Tim Pipher Show 3467

Timberwolf Productions 943

PO Box 821
Cape Girardeau, MO 63702
573-335-5712

e-mail: twolf@ltd.net

Staff: Buck McNeely, John Fesler, L.D. McNeely, Gerard Olde Olthoff, Hal Lewis. **Program:** TV Series—*The Outdoors with Buck McNeely.* Home Videos—*The Buck McNeely Adventure Series.*

Timerite 2630

TMS-Kyokuichi Corp. 3210

Toei Animation Co. 2724

58 Yokodera-cho
Shinjuku-ku, Tokyo 162 Japan
81-3-5261-7619

Website: www.toei-anime.co.jp

Staff: Yukio Hayashi, Satoko Sasaki, Kazuhiko Uramoto, Kenji Ebato, Yasuo Matsuo, Mary Jo Winchester. **Programs:** *Dragon Ball Z, Dragon Ball, Sailor Moon, Ge Ge Ge No Kitaro*, Slam Dunk*, Saint Seiya*, Dr. Slump*, Musclemann, Fist of the North Star, Great Adventure of Dai.*

Total Control Media 1511-14

Tower Media 3458

Transcontinental Films & TV 3369

Transportation Advertising 3175

21550 Oxnard, 4rd Fl.

Woodland Hills, CA 93167

Staff: Sheldon Katz, Sue Raymer, Keith Gay. **Product:** Exhibiting for the first time this year, Transportation Advertising offers advertising space on both sides and back of 48- and 58-foot trucks over-the-road, as well as satellite tracking on each vehicle.

TransTel GmbH 3111

Raderberggurtel 50
D-50968 Cologne, Germany
49 221 3892757

Staff: Ana Maria Banolas, Stefan Bliemsrieder, Gisela Baumhauer. **Programs:** *Expedition to the Animal Kingdom, Zoo Adventure, Strategies for Trash, Sports Reports, Extreme Sports, You and Your Car, When the Century Was Young, Journeys to Art, Culture in Focus, Technology Starters, Cologne Jazz House VI, TransTel Music Live, Soko 5113—Special Squad Derrick.*

Trans World International 167

22 E. 71st St.
New York, NY 10021
212-772-8900

Staff: Barry Frank, Bob Horowitz, Hillary Mandel, Greg Carroll, Linda Lieberman, Sam Peck, Tom Kane, Bob Dudelson, Tracey Heller, Jennifer Lobo, Vanessa Revera, Lisa Yahr, Michel Masquelier, Michael Mellor. **Programs:** US Domestic Sales: Weekly Series—*TV.Com**. Series/Limited—*Images: A Century In Review**. Quarterly Specials—*Women's Health Specials**. Specials—*Golden Moments of the Winter Games, Golden Moments on Ice, Winter Celebrity Sports Spectacular, American Ski Classic, Joel Siegel's Road to the Academy Awards, Summer Film Preview, The Legend of the British Open*, Summer Celebrity Sports Invitational, Escape from Alcatraz Triathlon, AVP Pro Beach Volleyball, Celebrity Golf Classic, NFL Pre-Season Special, College Football Preview, Hawaiian Celebrity Sports Spectacular, College Bowl Preview, Images: A Year in Review 1998.* International Sales: Weekly Series—*Trans World Sport, Futbol Mundial, Whitbread Round the World Race.* Series—*Fabulous Fortunes*, High Five Series IV, International Dance Sport Federation*, Olympic Series.* Other properties available for sale.

Tribune Entertainment Co. 2374

5800 Sunset Blvd.
Los Angeles CA 90028
213-460-3854

Staff: Richard H. Askin Jr., Taylor Fuller, Jonathan L. Krobot, Jeri Sacks, David Berson, Gina Brittle Mackey, Karen Corbin, Siobhan Cummins, Adam Fishman, Richard Inouye, George NeJame, Henry Urlick. Chicago—Dick Bailey, Jeff Brooks, Rick Marker, Michael Adinamis, Carrie King. New York—Steve Mulderrig, Jon Barovick, Tim Davis, Scott Gaulocher, Mike Guariglia, Wanda Meyers, Jay Leon, Eileen O'Neill, Kimberly Ripps. Atlanta—Sam Fuller. Action/Adventure—*Gene Roddenberry's Earth: Final Conflict, Nightman.* First-run series—*Malibu, CA; Soul Train; U.S. Farm Report; The Geraldo Show.* Specials—*Live from the Academy Awards; Soul Train Music Awards; Hollywood Christmas Parade; Macy's Fourth of July Fireworks; Soul Train Lady of Soul Awards.* Advertiser sales—*The Adventures of Sinbad; Tarzan: Epic Adventures; Emergency w/Alex Paen; Animal Rescue; Bounty*

Peabody Awards Souvenir Journal

A

distinguished

A C H I E V E M E N T

Thursday, January 15, 1998 is the deadline for the receipt of entries for the 57th Annual George Foster Peabody Awards. Radio and television programs broadcast in the calendar year of 1997 (January 1 to December 31) in the following categories are eligible: News, Documentary, Entertainment, Education, Programs for Children, Public Service and Individuals/Institutions/Organizations. For entry information, contact: Barry Sherman, Director, Peabody Awards, 706-542-3787 (tel.); 706-542-9273 fax); e-mail: www.peabody.uga.edu.

The singularly prestigious Peabody Awards — administered by the University of Georgia's College of Journalism and Mass Communication — recognize distinguished achievement and meritorious public service. A universal symbol of extraordinary accomplishment, a Peabody Award is a highly coveted prize in television, radio and cable.

As part of our May 11 issue, *Broadcasting & Cable* is proud to officially present the Peabody Awards Souvenir Journal. This exclusive special section will serve as the event program at the May 11 awards gala and will also run in the May 11th issue of *Broadcasting & Cable*. A portion of your ad dollars will be donated to the Peabody Awards Fund dedicated to continued excellence in broadcasting and cable.

Special Report: 1998 Peabody Awards Souvenir Journal

Issue Date: May 11 • Ad Close: May 1

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Hunters; Sports Bar.

Trimark Television 2662

2644 30th St.
Santa Monica, CA 90405
310-314-2000

Staff: Andrew Reimer, Sergei Yershov, Marc Wuertemburg, Vivan Rankin. **Programs:** *Eve's Bayou, My Teacher's Wife, Trucks, Star Kid, The Colony, Chairman of the Board, Sometimes They Come Back for More, A Kid in Aladdin's Court, Stand Off, Eye of God, Phoenix, Box of Moonlight, Chinese Box.*

Troma Entertainment 2734

733 Ninth Ave.
New York, NY 10019
212-757-4555

Website: WW.Troma.Com

Staff: Josh Piezas, Lloyd Kaufman. **Programs:** Guns, Guns Guns (12 movies); Troma Cafe (16 comedy wrap-arounds); Troma Basement (15 movie intros); Explosive Exploitable (15 movies); Troma's Edge TV (alternative TV programming); 50th Street Films* (10 movies).

TSI-Swiss Television 2821

TSR-Television Suisse Romande 2821

TV & Video Latinamerica 2491

TV-Unam 2461

TV Azteca 2710

TV Chile 2975

Bella Vista 0990

Santiago, Chile

Staff: Ernesto Lombardi, Eduardo Tironi, Cristian Vergara. **Programs:** Soap operas, documentaries, reality shows, International Channel.

TV Data 1900

TV France Int. 900

TV Ontario 3484

2180 Yonge St.

Toronto, Ontario M4T 2T1

416-484-2886

e-mail: tvosales@tvo.org

Staff: Cindy Galbraith, Sarah Irwin, Smiljka Baljovic. **Programs:** *Polka Dot Shorts, Polka Dot Shorts Trios*, Inquiring Minds, Stuff*, Bookmice, Today's Specials.*

TV Planet 3457

TV Strategy Group 1039

TVF International 1511-09

375 City Road

London EC1V 1NA

44 171 837 3000

e-mail: int@tvf1.demon.co.uk

Staff: Cristina Lowe, Michelle Berridge. **Programs:** *20th Century Newsreels; Andy's Anytime Adventures; Bomb Squad; The Classic Age of the Steam Railway; Doctors to Be; Floyd on Africa; Tall Ship; Girls, Girls, Girls; Great Moments in Motor Racing; The History of the Royal Family; The History of Flight; The History of World War II; Innovators II, In Drake's Wake; Law Women; Trial & Error; The Nile: A River Diary; No Truckin' Holiday; Outback Investigator; A Passion for Plants; Plastic Fantastic; The River Cafe; Science & Beauty; Songs that Won the War; Water Wars.*

20th Century Fox International Television 1175

P.O.Box 900

Beverly Hills, CA 90213

310-369-1000

Staff: Mark Kaner, Marion G. Edwards, Scott Gregg, Jeff Holmes, Suzanne Kra-

jewski, Peter Levinsohn, Mark Rosen-

baum, Ritchie Yu, Tom Warne Sr.,

Richard Samuels, Elie Wahba, Gustavo

Montaudon, Michael Murphy, Paul

Sweeney, Gerard Grant, Steve Cornish,

Randall Broman. **Programs:** *Dharma*

and Greg, Ally McBeal, Buffy the Vampire

Slayer, King of the Hill, Nothing Sacred, The Practice.

Twentieth Television 1175

2121 Avenue of the Stars, Suite 2150

Los Angeles, CA 90067

310-369-1000

Staff: Twentieth Television—Rupert

Murdoch, Peter Chernin, Chase Carey,

Rick Jacobson, Greg Nathanson. Domestic

Television—Howard Green, Paul Franklin,

John MacDonald, David Shall, Cheri Vincent,

Nadine Bell, Steve Friedman, Melissa LeFante,

Matthew Pugliese, Jodie Rea, Heather Hart-

Smith, Anne Leirer. Sales—Jerry Jameson,

Steve MacDonald, Dwayne Bright, Jeff Stern,

Tannya Evans, Eddie Seslowsky, Cyndi McClellan,

Kevin Walsh, Michael Newsom, Dan Menzel,

Ken Doyle, Ken Lawson, Perry Casciato,

Cindy Augustine. Advertiser Sales—

Bob Cesa, David Barrington, Jodie Chisarick,

Jim Gronfein, Larry Vander-Beke. **Programs:** *Forgive or Forget*,*

The Magic Hour, Cops, The X-Files; NYPD Blue; Access Hollywood; Access*

Hollywood Weekend; Student Bodies; The Simpsons; Real Stories of the Highway Patrol; Doogie Howser, M.D.; America's Most Wanted Final Justice; Tales from the Crypt; America's Funniest Home Videos. Movie packages—Fox Hollywood Theater III; 20th Classics 1; Century 17; Century 16; 20th Holiday Specials. Off network—*The Practice; Pretender; Millennium; Good News; King of the Hill; Buffy the Vampire Slayer; Ally McBeal; Dharma & Greg; Dr. Quinn, Medicine Woman; Rescue 911; WKRP in Cincinnati.*

UAV Entertainment 225

UMI Unimedia 2911

Unapix Entertainment 131

200 Madison Ave., 24th Fl.

New York, NY 10016

Staff: Scott Hanock, David Fox, Herbert

Pearlman, David Lawi, Robert Miller. **Programs:** *Super Structures; Blue*

Reef Adventures; ESPU; Nova's Century of Discoveries; History's Turning Points;

Great Minds of Business; Great Minds of Medicine; Great Minds of Science;

Great Minds of American History; Great Minds of Politics; Mandela: Legend of

Africa; Star Power; Mary Pickford: A Star; Art of Selling Hollywood; Iditarod

25: A Quest for Silver; World Cup '94: They Came, They Played, They Con-

quered; Wildside Library; Animal Shorts; Max-Q: Space Robot; Young

Heroes.

Uncle Ken's Kitchen 3390

Unicel 3278

Unidad De Television Educativa 2461

United Nations 3278

Universal Studios Florida 399A

Universal International Television 399

100 Universal City Plaza

Universal City, CA 91608

818-777-1000

Staff: Blair Westlake, Armando Nunez,

Peter Hughes, Barry Chamberlain.

Atlanta—Michael Howard, Tim

Overmyer. Dallas—Cameron Hutton,

Dennis Grandcolas. Los Angeles—Bill

Trotter, Barbara Zaneri, Rich Espinoza.

Advertiser Sales—Elizabeth Herbst,

Jeanette Scalla, Cindy Donnelly, Tim

Miller. Amsterdam—Michael Brodie,

Jan Gagel, Ad Heskes. Australia—Pal

Cleary. Brazil—Wanderley Fucciolo.

Canada—Ron Suter. France—Hendrik

van Daalen. Lebanon—Kamal Sayegh.

Miami—Alejandro Garcia. United King-

dom—Roger Cordjohn, Penny Craig. **Programs:** Half-hour series—*Some-*

thing So Right; The Tom Show; Alright

Already. Hour series—*Players; Team*

Knight Rider; Timecop; Roar; Hercules: The

Legendary Journeys; Xena: Warrior

Princess; Law & Order; New York

Undercover; Sliders. Half-hour kids—

Casper; Rocky and Bullwinkle and

Friends; Savage Dragon; Woody Wood-

pecker and Friends. TV movies/minis-

eries—*House of Frankenstein; The*

Ripper; Escape from Atlantis; When

Danger Follows You Home; An Unex-

pected Life; No Laughing Matter; A Call

to Remember; Divided by Hat; Mun-

ster's Scary Little Christmas; Columbo;

Murder, She Wrote; Rockford Files.

Features—More than 2,000 feature

films. Universal Television Group/USA

Networks Inc. **Programs:** Strips—*The*

Mauri Povich Show; Sally Jessy

Raphael, Jerry Springer Show. Week-

lies—*Team Knight Rider; Hercules: The*

Legendary Journeys; Xena: Warrior

Princess. Series/off-network: *New York*

Undercover. Library: *Charles in Charge;*

Coach; Harry and the Hendersons; Kate

& Allie; Leave it to Beaver; McHale's

Navy; The Munsters Today; The New

Adam 12; The New Dragnet; The New

Leave it to Beaver; Out of This World.

Hours—*Airwolf; The A-Team; Alias*

Smith & Jones; Baretta; BJ/Lobo; Black

Sheep Squadron; The Bold Ones, Buck

Rogers, Emergency, Ironside, It Takes a

Thief, Knight Rider; Kojak; Magnum;

Marcus Welby; Quincy; Rockford Files;

Shades of LA; Simon & Simon; They

Came from Outer Space; Columbo;

McCloud; McMillan; Banacek.

Vine International Pictures 1511-21

Astoria House, G2

Shafters Bury Avenue, London W1V

7DE, UK

171-437-1181

e-mail: vine@easynet.co.uk

Staff: Marie Vine, Barry Gill. **Pro-**

grams: *The Harpist, Bloodlines, Com-*

bat De Fauves. Library package of fea-

ture films.

Virtual News Corp. 2867

Vision Films 2964 4626 Lebona Ave.

Sherman Oaks, CA 91403 818-784-

1702

e-mail: visionfilms@earthlink.net

Staff: Lise Romanoff, Stephen Rocha,

Jean Ovrum, Victoria PLummer, Kristi

Malling. **Programs:** Film Packages—

Psychological Thrillers, Sexy, Edgy

Comedies. Compelling Dramas. Docu-

mentaries, specials, series—*Alexan-*

dria: Discovering A Lost Empire, Great*

Journeys of the Middle Ages, World*

Odysseys, Health Programming*,*

Smithsonian's Great Battles of the Civil

War, The Mysterious Man of the*

Shroud, Gargoyles, Labrynth,*

Notredame; The History of..., Pathfinder:

The Race to Mars

Vista International 131

Vista Street Entertainment 3480

9831 W. Pico Blvd. #4

Los Angeles, CA 90035

310-556-3074

Staff: Gerald Feifer, Michael Feifer,

Robyn Mellin. **Programs:** *Witchcraft*

IX, Witchcraft X*, Dead by Dawn*,*

Divorce Law, Qualls*, Doublecross*,*

White Stalker, Too Good to be True*.*

Visual International 1511-24

Vital Force Entertainment 3485

Vitascope 3381

P.O. Box 24981

New Orleans, LA 70184-4981

504-884-6845

Staff: Woody Keim, Kevin Bozant, Rob

Juneau, Bernie Cyrus. **Programs:**

Funny Shorts, New Orleans After Mid-

night, The Best from the Big Easy, The

Odyssey of St. Paul.

Vivid Video International 3211

Voss Gmbh 2910

Vox Film Und Fernseh Gmbh 2910

Village Roadshow Productions 705

2121 Avenue of the Stars, Suite 1590

Los Angeles, CA 90067

310-282-5300

Staff: Greg Coote, Robert Myers, Jef-

frey M. Hayes, Kirk D'Amico, Neil

Roberts, Sherri Strain, David Rimawi,

Derek Malone, Tim Brooke-Hunt. **Pro-**

grams: *Jackie Collins' Hollywood*

Dreams, Flipper, Pacific Drive, Night-

man, Tales of the South Seas, Planet

Ocean, The Oliver Chronicles, Oz

Encounters—UFOs in Australia, Flipper

and the Mithune, Rotoons

UPN United Paramount Network 160

UTIP Home Improvement 1802

VAP Video Art Production 3121

Variety 2336

Venevision International 240

VFFV-Verband Fernseh-Film-U 2910

Video Edition 2490

Videogage International 2800

Village Roadshow Pictures 705

Wai Lana Yoga 1912

PO Box 6146

Malibu, CA 90264

805-986-3557

e-mail: info@wailana.com

Website: www.wailana.com

Staff: Sunil Khemaney, Richard Bel-

lord. **Programs:** *Wai Lana Yoga.*

Series—*3 Young Warriors, 3 Young*

Warriors, Kathy's Kitchen, Self Discov-

ery 2000.

Wall Street Journal Television 1042

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New York, NY 10281

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NIELSEN RATINGS: Top weekly program and network rankings.

FCC ACTIONS: Ownership changes, new stations, facilities changes, call-sign actions, plus a fully searchable FCC Actions database, available January 15, 1998.

KEYWORD SEARCHES OF BACK ISSUES: Missed something? You'll find it here.

EXECUTIVE PROFILES: Interviews with and profiles of industry newsmakers.

EDITORIALS: Thoughts, comments and opinions from the editors of Broadcasting & Cable.

tingcable.com

The screenshot shows a web browser window titled "Broadcasting & Cable Online". The address bar contains "http://www.broadcastingcable.com". The main content area features the site's logo, "Broadcasting ONLINE & Cable", and the date "Tuesday December 23, 1997". A "TODAY'S TOP STORIES" section highlights the headline "Tylo wins \$5 million in 'Melrose' case", with a sub-headline "A Los Angeles jury awarded actress Hunter Tylo--who asked for \$2.5 million--nearly \$5 million Monday after her attorneys argued she was wrongly fired from Aaron Spelling's *Melrose Place* for getting pregnant. Tylo--who was recruited from a daytime drama to play the character of Taylor McBride--claimed her pregnancy could have been masked by specific wardrobe or camera angles. 'We have a right to work,' Tylo said after the verdict, as reported by UPI. Spelling Entertainment general counsel Sally Suchil said she would appeal. The jury awarded Tylo \$4 million for emotional distress and nearly \$900,000 for lost pay." Other stories include "Holyfield, Lewis agree to fight" and "IDEI MAKES FORTUNE". A sidebar on the left contains navigation links like "SEARCH", "Subscribers log in here", "TODAY'S UPDATE", "Online Daily", "Today's Job Bank", "Station Sales", "People", "Policy Briefing", "Industry Calendar", "SUBSCRIBE", "THIS WEEK'S MAGAZINE", "COVER STORY NAB", and a "Contents" menu. A "SUBSCRIBE" banner at the bottom of the main content area says "There's much more! Get the rest of the story. Subscribe to our print and online editions." On the right, there are sections for "Entertainment Marketplace", "BREAKING NEWS", "TODAY'S JOB BANK", and "Stock Watch".

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dare*; Zorro*; *The Days and Nights of Molly Dodd*; *People's Court*; *Superior Court*; *Bullitt**; *R&B '98*; *Aretha Franklin: Amazing Grace*; *Ultra Chimps**; *Dukes of Hazzard: The Animated Series*; *Police Academy: The Animated Series*.

Warner Bros. International Television 2061

4000 Warner Blvd., Bldg. 170, 3rd Fl. Burbank, CA 91522
818-954-6000
Staff: Jeffrey R. Schlesinger, Mauro A. Sardi, Distribution—Malcolm Dudley-Smith, James P. Marrinan, Ronald W. Miele, Josh Berger, Lisa Gregorian, Kelley M. Nichols, Scott Rowe, Donna Brett, Kevin Byles, Michel Lecourt, Richard Milnes, Jorge Sanchez, Rosario Ponzio, David Guerrero, Tim Horan, Jose Abad, Caroline Lang, Ramon Amau, Susy Ubing, Isis Moussa, Adam Rosen, Florence Yue, Michael Palajac. Production—Catherine Malatesta, Dan Morita. **Programs:** One-Hour Series—*Police Academy: The Series**; *Prey**; Half-Hour Series—*Meego**; *The Secret Lives of Men**; *Veronica's Closet**; *You Send Me**; *You're the One**. Half-Hour Animated Series—*Zorro**; *Batman*; *The Fantastic Voyages of Sinbad the Sailor*; *Steven Spielberg Presents Animaniacs*; *Steven Spielberg Presents Pinky & the Brain*; *Superman*; *The Sylvester & Tweety Mysteries*. Half-Hour Made-for-Cable Animated Series—*Johnny Bravo**; *Cow & Chicken*; *Dexter's Laboratory*. Two-Hour Made-for-Television Movies—*Babylon 5: In The Beginning**; *Babylon 5: Thirdspace**; *Dallas: War of The Ewings**; *Justice League of America**; *L.A. Johns**; *The Mall**; *The Underworld**. HBO Movies—*First Time Felon**; *Hostile Waters**; *Path To Paradise: The Untold Story of The World Trade Center Bombing**; *The Second Civil War**. Entertainment—HBO Boxing Special Events 1997-98*; HBO World Boxing 1997-98*; *World Championship Wrestling 1997-98**; *The 1998 Goodwill Games**. Series—*Babylon 5*; *The Drew Carey Show*; *ER*; *Family Matters*; *La Femme Nikita*; *Friends*; *How'd They Do That?*; *In The House*; *The Jamie Foxx Show*; *Mad TV*; *Murphy Brown*; *The New Adventures of Robin Hood*; *Nick Freno: Licensed Teacher*; *The Parent 'Hood*; *Step By Step*; *Suddenly Susan*; *The Wayans Bros*.

WDR 2910

The Weather Channel 3168

777 Brickell Ave., Suite 680
Miami, FL 33131
305-375-6100
Website: www.weather.com
Staff: Eduardo Ruiz, Paola Prado, Victor Monserrate, Ignacio Sanz de Acedo.

WebTV Networks 2663

305 Lytton Ave.
Palo Alto, CA 94301
650-326-3240
Website: www.webtv.net
Program: WebTV Plus System.

Westcom Media Gruppe 2910

Western International Syndication 2331

8544 Sunset Blvd.
Los Angeles, CA 90069
310-854-3261
Staff: Michael Kassin, Chris Lancey, Dan Zifkin, Adam Lloyd, Bob Pargament, Ron Geagan, Danielle Valdivia, Lori LeGall, Adrienne Oswald. **Programs:** *It's Showtime at the Apollo*, *Conan: The Television Series*, *Acapulco H.E.A.T.*, *Field Trip*, *Main Floor*.

WGBH 3443

Whamo Entertainment 703

1850 S. Sepulveda Blvd.

Los Angeles, CA 90025

310-477-0338

Staff: Myles Spector, Joseph Szew, Robin Baker, David Field, Stan Katzer, John Paul Leon, Dennis Donovan, Cindy Ianarelli. **Programs:** Animated Series—*Egonuts*, *The Adventures of Denny*, *The Elephant*, *The Detective Duo*, *Adventures of Hercules*, *The Undersea Adventures of Captain Nemo*. Animated Specials—*The Endangerables*, *The Library of Animated Video Treasures I*, *The Library of Animated Video Treasures II*, *Burbank Animated Classic Tales I*, *Byte Riders: Adventures in Cyberspace*, *Ruslan*, *Brer Rabbit's Christmas Carol*, *The Outrageous Adventures of Brer Rabbit*, *Puppet Musical Classics*. Children's Live Action Series—*The Huggabug Club*. Film packages—Palomar Pictures Collection (10 titles), Spirit of Maliboo, Love Struck, Rich and Guilty, Comprehensive Classic Film and TV Library, Martial Arts Collection, Bruce Lee Features. Series—*Queen Margot*, *The Falcons*, *The Adventures of Skippy*, *The Hermitage Museum of St. Petersburg*, *Grand Museum Series*. Sports—*Backdoor*, *Slam*, *Wild World of Sports*, *Crunch*, *Gotta Sweat*. Music—*Cool Jazz Classics*, *Dionne Warwick in London*, *Earth Wind & Fire in Concert*, *30th Anniversary of Rock 'n' Roll*, *Harry Chapin: The Book of Chapin*, *Chuck Berry Live at the Roxy*, *An Evening With Paul Anka*, *Manhattan Transfer in Concert*, *Monterey Pop*, *Righteous Brothers: Unchained Melody*, *Temptations Live in Concert*, *The Arms Concert*, *Cream Farewell Concert*, *Cream: Strange Brew*, *Aretha Franklin Live in Park West*, *The Beatles Story*, *Thin Lizzy Live in Sydney*, *Cheap Trick Live in Sydney*, *Del Shannon Live in Sydney*, *James Brown and Special Guest BB King*, *James Taylor*. Documentaries—*Evita: Her Real Story*. Sinatra Package—*Sinatra: A Passionate Life (plus three theatricals)*, *The Unsinkable RMS Titanic*, *This Angry Earth I*, *This Angry Earth II: Prophecies for the Millennium*, *Mysteries of Ancient Egypt*, *Mystic Places*, *Enigmas of the World: The Ghost of Amelia Fox*, *Creative Genius: Story Tellers in Hollywood*, *The Making of the Dallas Football Cheerleaders Swimsuit Calendar 1998*, *Remembering Elvis*, *Unknown Chaplin*, *Madonna: The Name of the Game*.

Wildcat Entertainment 3492

Wilson & Associates 905

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Staff: Cindy Wilson, Todd Avenarius. **Programs:** *Country Feast '96, '97, '98**; *Reba McEntire**; *The Kelly Family**.

Winchester Television 1511-25

Wingspan Network 3270

Winklemania 1511-32

World Screen News 902

World Wrestling Federation 2885

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Staff: Basil Devito, Jim Bell, Jim Rothschild, Andrew Whitaker, John Howard, Joe Perkins, Wayne Duband, Craig Casarelli, Scott Basilotta, Toni Starson, Andrew Knopf, Jon Sayer. **Programs:** *Shotgun Saturday Night*, *Shotgun*, *WWF New York*.

Worldnow Online 3183

Worldsite Networks 3075

Worldvision Enterprises 1775

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Staff: John D. Ryan, Bert Cohen, Robert E. Raleigh, Gary G. Montanus, Lou Dennig Sr., Tony Colabraro, Phillip Marella Sr., Charles Quinones Sr., Robert Chenoff, Rita Scarfone, Marybeth Strambi, Linda Tobin, Doreen Keever, Jacqueline Majers, Andy Samet, Russell Kolody, Christopher Gerondale, Alicia Lynch, Theresa Cocoran, Bill Baffi, Brian O'Sullivan, Frank L. Browne, Tony Bauer, Damon Zaleski, John Barrett, David McNaney, Ed O'Brien, Kim Schlotman, Paul Stuart, Raymundo Rodriguez, Maria Alice Freire, Bruce Swanson, Bill Peck, Janice Wilson, Leslie Drucker, Mary Jane Fourniel, Catherine Molinier, John Herman, Mie Horasawa, MaryAnn Pasante, Leticia Estrada. **Programs:** *Jungle Joe Brown**; *Moesha**; *Seventh Heaven*. First-run series—*Pictionary*; *America's Dumbest Criminals*; *Judge Judy*. Features/packages—Worldvision 3, Carolco IV, Carolco III, Worldvision 2, Worldvision 1, *Shark's Paradise*, animated features, *Champions*, *Color Movies 3*, *Color Movies 4*, *Color Movies 5*, John Wayne Collection, Hollywood Stars, Take 3, theatrical cartoons. Series—2000 Malibu Rd.; *American Chronicles*; *Barnaby Jones*; *Beauty & the Beast*; *Ben Casey*; *Breaking Point*; *Combat*; *Cowboy in Africa*; *Dan August*; *Don Lane Show*; *Fugitive*; *The Heights*; *The Invaders*; *Little House on the Prairie*; *Love Boat*; *Love Boat II*; *Momentous Events*; *Most Deadly Game*; *Night Stand*; *Return to Eden*; *The Round Table*; *Mod Squad*; *Streets of San Francisco*; *Twin Peaks*; *Urban Anxiety*. Series—*After Hours*; *Almost Live*; *Annie Oakley*; *Buffalo Bill Jr.*; *Adventures of Champion*; *Come Along*; *Dark Shadows*; *Dickens & Fenster*; *Doris Day Show*; *Douglas Fairbanks Presents: Emergency*; *F.D.R.*; *High Road*; *It Pays to be Ignorant*; *Love Boat II*; *Man with a Camera*; *Mickey Rooney*; *Next Step Beyond*; *N.Y.P.D.*; *On the Mat*; *One Step Beyond*; *People's Choice*; *Range Rider*; *Tarzan*; *The Rebel*; *Starring the Actors*; *Starting from Scratch*; *Take My Word for It*; *Get Smart*; *The High Chaparral*; *I Spy*; *Victory at Sea*. International Product Listing—*Sunset Beach**; *Seventh Heaven**; *Pacific Palisades**; *Dark Angel**; *After Jimmy**; *Once Upon a Time...When We Were Colored**; *Savannah**; *Moesha**; *Beverly Hills, 90210**; *Melrose Place**; *A Silent Betrayal**; *AFI Life Achievement Award/Martin Scorsese**; *A Salute to Aaron Spelling**; *Kiss and Tell**; *Night Stand**; *One Life to Live**; *General Hospital**; *All My Children**; *Malibu Shores**; *Kindred Embraced**; *The Invaders*; *Stephen King's the Langoliers*; *Stephen King's The Stand*; *Texas*; *Models Inc.*; *Madman of the People*; *Burke's Law*; *Beverly Hills, 90210*; *Melrose Place*; *Winnetka Road*; *Pope John Paul II*; *Stephen King's Golden Years*; *Dick Smith: Master of Makeup*; *Twin Peaks*; *Wild Texas Wind*. Worldvision 1—*Monsters*; *American Chronicles*; *Hollywood Mavericks*; *The Heights*; *The Round Table*; *On the Air*; *Dallas*; *Barnaby Jones*; *Dan August*; *Most Wanted*; *Ironweed*; *The Running Man*; *Light of Day*; *Monster Squad*; *Little House on the Prairie*; *Streets of San Francisco*; *The Love Boat*; *Halloween with the Addams Family*; *Sydney*; *Highway to Heaven*; *Internal Affairs*; *The Invaders*; *Jailbirds*; *Murder Times Seven*; *Rich*

Men—Single Women; *Murder in Black and White*; *The Love Boat: A Valentine Voyage*; *Unholy Matrimony*; *Stones for Ibarra*; *Stranger on My Land*; *AFI Life Achievement Award: Martin Scorsese*; *AFI Life Achievement Award: Clint Eastwood*; *AFI Life Achievement Award: Steven Spielberg*; *AFI Life Achievement Award: Jack Nicholson*; *AFI Life Achievement Award: Home Fires*; *Hands of a Stranger*; *Angel in Green*; *Kids Like These*; *The Last Frontier*; *The Stepford Children*; *Stone Fox*; *Shark's Paradise*; *When the Bough Breaks*; *Night of Courage*; *Stranger in my Bed*; *The High Price of Passion*; *Sable*; *You Again*; *On Wings of Eagles*; *Doubletake*; *Key to Rebecca*; *Sam's Son*; *A Deadly Business*; *My Two Loves*; *Welcome Home Bobby*. Specials—*Halloween with the Addams Family*, *I Love the Chipmunks Reunion*; *A Christmas Carol*; *The Night the Animals Talked*; *Amahl and the Night Visitors*; *Remember Me*; *Little House on the Prairie Specials*; *An Act of Love: The Patricia Neal Story*; *Worldvision Dramatic Specials*; *Holocaust*; *The Ordeal of Patty Hearst*; *The Trial of Lee Harvey Oswald*; *The Last Nazi*; *Reincarnation*; *Little Mo*; *Freedom Road*; *Candid Camera Special*. Features/packages—Paragon Features, Prestige Features, Prestige II Features, ABC Pictures, Republic Pictures. Children—*Land of the Lost*; *Sigmund and the Sea Monster*; *Lidsville*; *Bugaloos*; *Krofft Superstar Hour Starring the Bay City Rollers*; *Land of the Lost*; *Milton the Monster*; *Jerry Lewis Show*; *Jackson 5*; *Lancelot Link*; *Alvin and the Chipmunks*; *George of the Jungle*; *Hot Wheels*; *King Kong*; *Professor Kitzel*; *Reluctant Dragon and Mister Toad*; *Skyhawks*; *Smokey the Bear*; *Hugo Hippo*; *The Point*. Series—*Robin's Hoods*; *Heaven Help Us*; *University Hospital*; *Throb*; *Starting from Scratch*; *The Addams Family*; *Return to Eden*; *Lucie Arnaz Show*; *Starring the Actors*; *Eight Is Enough*; *Kaz*; *Project UFO*; *The Andros Targets*; *Spencer's Pilot*; *Married: The First Year*; *Pruitts of Southampton*; *The Doris Day Show*; *Hunter*; *Combat*; *Mod Squad*; *The Next Step Beyond*; *Thunder*; *Garrison's Gorillas*; *Cowboy In Africa*; *Ben Casey*; *That Girl*; *Republic International*; *Bonanza*; *Get Smart*; *The High Chaparral*; *The Bill Cosby Show*; *Dr. Kildare*.

Worldwide Entertainment Group 3471

Worldwide Television News 540

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Camden Lock, London NW1 7D2, UK
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Staff: Berry O'Reilly, Tim Sparke, Lorrie Grabham Morgan, Scott Michaeloff, Paul Da Cruz. **Programs:** *Flightline**; *Animal Tracks*, *Entertainment Now!*, *Animal X*, *Adventures of Dodo*, *Roving Report*, *Earth Works*, *Sports News*, *Daily Features*, *Entertainment News*, *Premium Service*.

Wyland Group 3267

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Staff: Aisfair Goshing, Arabella Page-Croft, Andrew Workman. **Programs:** *Sport—The No Fear Series*; *Board Wild*; *Water World*; *World of Motorsport*; *Off*

Road Round-Up (Motorbikes); *Professional Squash World Tour*; *European Beach Volleyball Championships*; *International Hockey Show*; *Champions of the Future Go-Karting*; *The Infamous 18*; *World of Windsurfing*; *Windsurfing World Tour 1997*; *Bridge Day*; *Performance Bikes*; *Fred & Staying Alive*; *Access Denied*; *Lausanne*; *Juice*; *MTB-Isle of White Max Mountain Bike Festival*; *In-Line Downhill*; *The London International Triathlon*; *1998 Timberland Gorge Games*. Sport/Children's—*Not Recommended Behavior*; *Wheel—An In-Line Story*. Sport/Leisure—*Scales & Fishtales*. Entertainment—*The Car Show*; *The Wonderful World of Ballooning*; *Stunt Spectacular 1*; *Scooter Crazy*. Other/Doc—*Aviation Event/Documentary Series*. Travel—*Into the West*; *In the Steps of Lawrence*. Adventure—*Towers of The World*; *Running High*; *The Complete Winter Experience*; *The Complete Alpine Experience*; *The Complete Rock Climber*; *Peak to Peak*. Travel/Adventure—*High Trails to Istanbul*.



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Staff: Bobbi Valentine Heller, Douglas M. Heller. **Programs:** *All's Fair in Love and War**; *An American Christmas Carol*; *Billy Badd**; *The Boneyard*; *Buster & Billie*; *Death Match**; *The Mariano Kid**; *Merchants of Death*; *Misfit Patrol**; *Prima Donnas**; *Sherlock Holmes: The Hound of the Baskervilles*; *Sherlock Holmes: The Sign of Four*; *Sidekicks*, *Street Beat*; *Stringer**; *Time Wars*; *Too Fast, Too Young**. The Movie Outfit Catalog (30 titles). TV drama—*Blind Hate*. *Cat on a Hot Tin Roof*; *Lightning in a Bottle*; *Revenge of Al Capone*; *Shattered Vows*. Children's/family—*A Day With Annie*; *On the Farm**; *All the Kids Do It*; *American Eyes*; *Kukla, Fran & Ollie*; *Mighty Moose and the Quarterback Kid*; *The Opryland Kids Club*; *Run, Don't Walk*; *Snowbird and the Forgotten Christmas*; *Zooper Kids**; *Tim's Little Projects**. Magazine/talk—*At Home on the Range**; *Box Office American*, *Images*. Series—*Okavango*. Documentaries—*The Serial Killers*; *Rock Down Central America**; *Voodoo from the Inside**; *New Orleans Jazz Funerals**; *Cajun Renaissance Man**. Specials—*Fire on the Track: The Steve Prefontaine Story**; *Spirit of Endeavour*; *Starbodies*; *28:30 with Karina Carrington*; *Women in Space*. Program inserts—*Hollywood Highlights I and II*; *Starbodies*; *Images*. Pilots/formats—*Show Me the Money**; *Intimate Relations*; *New U*.

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Broadcasting

January 12, 1998

Jenny talks back

Host campaigns to distance herself and show from 1995 shooting

By Dan Trigoboff

Jenny Jones says she hopes the truth will—eventually—set her free from an undeserved reputation.

For Jones, the tragedy of the 1995 murder of Scott Amedure by Jonathan Schmitz is laced with irony. Daytime talk shows routinely deal with ostensibly more emotional and contentious issues without subsequent incident. And while *Jerry Springer* hosts more fistfights than Caesars Palace, the closest Amedure and Schmitz came to violence on Jones's "secret crush" show was an awkward hug.

Yet Jones knows that the shotgun blast that killed Amedure on another day in another state will always be "the Jenny Jones murder."

"I'd like to think it will eventually go away," she muses. "But unfortunately there will always be a connection."

It's an unjustified connection, she insists—and has been insisting across the media. After more than two years of relative silence on the subject (due largely to her attorneys' advice and the criminal investigation into the killing, she says) Jones has challenged—in newspapers, magazines, TV, radio and a recently released autobiography—the widely held perception that *The Jenny Jones Show* was at fault in Amedure's death.

Schmitz killed Amedure three days after both appeared on a *Jenny Jones* taping in which Amedure revealed he had a crush on Schmitz—complete with a description of fantasies involving champagne and a hammock. The show did not air. Jones's show was implicated when Schmitz told a 911 operator that Amedure had humiliated him on national TV.

Not true, says Jones, and not that simple. To tell her side, Jones's media blitz has taken her to ABC, CBS, NBC, CNN, E! and Bloomberg Television. She's been featured on *Dateline*, *Today* and *The View*; interviewed by Matt Lauer, Larry King, Tom Snyder and Howard Stern. She's talked with hosts on

a dozen radio stations and reached audiences of a dozen more via a radio satellite tour. During what the Associated Press called her "image rehabilitation tour" she's done morning TV shows in San Francisco, Los Angeles, Chicago and Detroit and has participated in a TV satellite tour that reached two dozen more stations. And there have been several newspaper and magazine interviews as well—all in all, not an easy agenda for someone who hates to fly and hosts a daily television show.

"It's important for me to get out [to discuss the case]," she says. "It was a mistake not to talk about this case right away... to tell my side of the story." Even now, she laments, much of the press appears to have made up its collective mind against her. "It's clear that they don't watch talk shows," she says, "and that they group all the shows together."

Jones addressed the issue briefly a few days after the killing, stating on her show that "as much as we all regret what happened, the fact is that this tragedy is about the actions of one individual." Her recent media tour represents neither a retreat from that position nor an attempt to put the issue behind her, but rather an attack on what she calls the public's misperception.

In her book, "Jenny Jones: My Story," she recalls being charged with leading an ambush, lying and having blood on her hands. Her reputation suffered again during Schmitz's murder trial, when, she says, the defense manipulated her testimony to distract the jury from the facts and "to make me look incompetent."

Jones is especially sensitive to the charge that she is uninvolved in her show beyond hosting it. TV viewers of the trial may recall that she answered "I don't know" to a stream of questions. A California TV columnist wrote recently that "in a performance brimming with evil, Jones swore under oath she has little influence on the show." Jones says that she was led to

"Most of our shows are fun—makeovers, talent shows, children's talent shows, reunions. It's a show for real people. I'm proud. I don't apologize."

believe she would not be testifying until she was ordered to the previous day, and that her pre-trial deposition "gave [Schmitz's attorney] a blueprint of everything I didn't know."

She is not detached from her show, she insists. "In the beginning I was locked out," says the former Las Vegas drummer, singer and *Star Search*-winning comedian. "It was a bit condescending. I fought for the right to be involved in the show. I wanted to be a partner." It took a new deal—well before the "secret crush" show—to give her the involvement she wanted, she says. "I see all the ads, press releases, promos... I'm involved in the topics of the show. The show is not scripted." And, she says, she talks

to her guests before taping.

"If there's anything good about not having spoken out at the time [immediately following the killing], it's that we know a lot more now," she says. Jones and her staff and distributors say that third-party sources and sworn testimony show that Schmitz was not "ambushed"—as alleged by critics—but was aware that the secret crush could be a man and had suspected that it might be Amedure. Schmitz could have refused to appear on the show, Jones says.

In addition, Jones says, sworn statements indicate that the two men spent time together after the



show and appeared to be getting along well. Schmitz encouraged Amedure and mutual friend and fellow panelist Donna Riley to change their return flights so they they all could fly back to Detroit together. Witnesses at the murder trial testified that Schmitz and Amedure went out for drinks after they returned to Michigan. The *Jones* show also cites statements from Schmitz that a suggestive note from Amedure prompted the killing.

Titanic sails at NBC

Network pays \$30 million

By Steve McClellan

Sources confirmed last week that NBC has secured the rights to "Titanic," at \$200 million the most expensive movie ever made.

The \$30 million deal is a relative bargain for NBC, which secured the rights to five airings of the box office hit starting in 2000. The network previously paid \$50 million for the rights to "Men in Black," also a hit at the box office last year.

Fox Broadcasting paid \$80 million for the rights to the "Jurassic Park" sequel, "The Lost World." That price could come back to haunt them, given the film's critical drubbing and poor box office. CBS recently paid \$20 million for the rights to the latest James Bond film, "Tomorrow Never Dies."

In the case of both "Lost World" and "Titanic," sources say, negotiations were completed before theatrical release, so the parties didn't know that "Titanic" would do well or that "Lost World" would not.

According to *Variety*, "Titanic" has grossed \$156 million at the box office in its first three



The Titanic sails again on NBC in 2000.

weeks in release. The film is expected to generate more than \$450 million in worldwide sales.

Sources confirmed that the "Titanic" rights deal came amid talks with Paramount (which co-produced the film with 20th Century Fox) concerning a larger movie rights deal. Further details were not available, because neither NBC nor Paramount would discuss the talks. ■

According to testimony at Schmitz's trial, cited by Jones, Amedure could be persistent in pursuit of romance. And Schmitz's defense presented evidence of Schmitz's troubled history, including alcoholism, depression and attempted suicide.

Would Schmitz have killed Amedure if the two had not appeared on her show? "I think it could easily have happened," Jones says. "They knew each other. They were actually friends already; they went to bars ... they hung out together. Scott could have revealed his crush when they were together."

The criminal trial ended in a second-degree murder conviction against Schmitz, but legal action continues. The family of Scott Amedure is suing the

show for \$50 million in damages, alleging that *Jenny Jones* lured Schmitz onto the show by misleading him into thinking that his secret admirer was a woman. The case is in the discovery stage, but lawyers say it's likely to be delayed by Schmitz's criminal appeal.

The family's theory of liability, according to lawyers familiar with the case, is that the show was negligent and breached a duty to Amedure by placing him in harm's way—creating a substantial, foreseeable risk. Lawyers say the situation is similar to the potential liability imposed against a bar where a drunk driver was served. The charges have thus far survived the show's attempts to have them thrown out of court as a matter of law.

(The Amedure family's attorney, Geoffrey Fieger, did not respond to repeated requests over a two-week period for an interview with B&C.)

That litigation has gotten ugly at times. Jones was angry, she says, when Fieger released to the media a two-minute edited tape from her deposition that highlighted each time she said "I don't know." More recently Fieger surprised Jones by confronting her during a radio appearance in Detroit. The thinking, she says, was to turn the tables on her with an "ambush." "It's so unfair, really," she says. "I can't tell you it doesn't hurt ... to [be called] a liar, and responsible for murder. It's not like I'm this terrible person. It's not my nature to want to see people humiliated."

I'm a caring individual."

The experience would have been more difficult, Jones says, if she thought her regular viewers believed what has been said about her. But "while this has been going on, I've still been doing the show every day. People who watched were staying with the show."

The show's performance has held up. Dick Robertson, president of Warner Bros. Domestic Television Distribution, *Jones's* syndicator, reports some slight, short-term losses in ratings and says that "a couple" of advertisers dropped out, but overall, the negative publicity "didn't help, didn't hurt." Throughout, he says, the *Jones* show has maintained a higher CPM (cost per thousand) than single-issue talk shows that attract "900-numbers and bottom-feeder advertisers. We get higher CPMs because of our content."

Robertson believes there is "a bias against this kind of show by people who don't watch them."

"When this tragedy happened," Robertson says, "it gave people with that sort of prejudice a free shot [to say] 'See, it was only a matter of time. ...'"

"The media elite basically can't stand this kind of television. They used this murder as an excuse to denigrate the entire medium. It's irresponsible beyond belief."

Tens of millions of people tune in to the single-issue daytime and late-night talk shows that discuss personal and family issues. Robertson says. Many guests and viewers of such shows, he says, come from middle and lower socioeconomic backgrounds. "Why is it that the issues discussed on these shows hit home with so many people?" he asks. Being in the syndication business, he says, has taught him that "what America is, is what people in New York and L.A. fly over."

Jones says her show has come to the aid of many guests. It has helped to relocate young people to escape gangs, sent troubled kids to camp, hospitalized anorexics, and put many guests together with counselors. "Those are stories that never get reported," Jones says. "When you watch me on a regular basis, you see people being helped a lot."

Why would people want to discuss personal, often painful things on television? "There must be some reason people want to do it," Jones says. "Sometimes they just want to be on TV. On the more serious shows, like a show about parents with out-of-control teens, sometimes people just want to get the audience to agree with them. They hope it will help them prove their point."

And sometimes, Jones says, negative exposure can be positive. She recalls one guest who was a racist and was ostracized after airing his views on *Jenny Jones*. "He was happy to come on," she remembers. "If people are hurt by exposure of the truth, that's fine with me if they're holding a bad truth."

Are there risks associated with people revealing personal information? "It's a choice that people make," Jones says. "It's something guests are going to have to decide."

But she says her show was not intended to bring people down—not onstage, in the audience or at home. "Most of our shows are fun—makeovers, talent shows, children's talent shows, reunions. We do a fun show. It's a show for real people. I'm proud. I don't apologize." ■

Broadcasting & Cable		PEOPLE'S CHOICE		Ratings according to Nielsen		Dec. 22-28	
Week	14	abc	CBS	NBC	FOX	U/PIN	WB
Week	14	12.0/21	6.5/11	7.6/13	5.9/10	2.6/4	3.2/5
MONDAY	8:00	56. Peter Jennings Reporting 5.9/10	17. Cosby 8.5/14	43. Suddenly Susan 6.5/11	52. Melrose Place 6.1/10	89. In the House 2.7/5	82. 7th Heaven 3.4/6
	8:30		38. Gregory Hines 6.8/11	43. Jenny 6.5/11		91. Mal & Eddie 2.6/4	
	9:00	1. NFL Monday Night Football—New England Patriots vs. Miami Dolphins 15.3/27	41. Cybill 6.7/11	31. Caroline in the City 7.1/12	59. Ally McBeal 5.7/9	91. Good News 2.6/4	85. Buffy/Vampire Slayer 3.0/5
	9:30		54. George & Leo 6.0/10	36. Fired Up 6.9/11		91. Sparks 2.6/4	
	10:00		64. Life Magazine Christmas Special 5.4/9	9. Dateline NBC 9.3/16			
TUESDAY	8:00	54. Grace Under Fire 6.0/11	8. CBS Special Movie—I'll Be Home for Christmas 9.9/17	24. Mad About You 7.7/14	68. Fox Tuesday Night Movie—Trapped in Paradise 5.1/9	85. Moesha 3.0/6	
	8:30	64. Soul Man 5.4/9		31. Suddenly Susan 7.1/13		87. Clueless 2.8/5	
	9:00	14. Home Improvement 8.9/15		23. Frasier 8.1/14		106. Hitz 1.7/3	
	9:30	29. Grace Under Fire 7.3/13		24. Just Shoot Me 7.7/13		107. Hd Ov Heels 1.6/3	
	10:00	11. Behind Closed Doors 9.2/17	61. Ed Bradley: Town Under Siege 5.5/10	12. Dateline NBC 9.1/17			
WEDNESDAY	8:00	71. Spin City 4.9/13	81. Nanny 3.7/10	48. Movie of the Week—Dennis the Menace 6.4/16	80. Skate International Finals 3.9/10	100. Star Trek: Voyager 2.2/6	100. Sister, Sistr 2.2/6
	8:30	70. Dharma & Greg 5.0/13	89. Gregory Hines 2.7/7			100. Smart Guy 2.2/6	
	9:00	61. Drew Carey 5.5/13	83. 007: The James Bond Files 3.3/8			105. The Sentinel 1.8/4	105. Wayans Bros 2.3/6
	9:30	77. Ellen 4.4/10		38. Dateline NBC 6.8/16			91. Steve Harvey 2.6/6
	10:00	73. PrimeTime Live 4.7/11	75. Chicago Hope 4.5/11				
THURSDAY	8:00	5.4/11	6.7/14	8.6/18	4.1/9		
	8:30	64. ABC Movie Special—To Kill a Mockingbird 5.4/11	43. Promised Land 6.5/14	27. Friends 7.5/17	73. King of the Hill 4.7/11		
	9:00		38. CBS Special Movie—The Christmas Box 6.9/14	27. 3rd Rock fr/Sun 7.5/16	71. The Simpsons 4.9/11		
	9:30			6. Seinfeld 10.2/21	83. 413 Hope Street 3.3/7		
	10:00			12. Veronica's Clst 9.1/19			
FRIDAY	8:00	7.7/15	5.3/10	6.3/12	4.2/8		
	8:30	31. Sabrina/Witch 7.1/14	68. Family Matters 5.1/10	48. Movie of the Week—The Mighty Ducks 6.4/12	79. The Visitor 4.0/8		
	9:00	43. Boy Meets World 6.5/13	75. Gregory Hines 4.5/9		78. Millennium 4.3/8		
	9:30	31. Sabrina/Witch 7.1/14	60. Kennedy Center Honors 5.6/11	52. Dateline NBC 6.1/12			
	10:00	30. Boy Meets World 7.2/13					
SATURDAY	8:00	5.4/10	6.9/13	6.6/13	4.3/8		
	8:30	61. Saturday Night at the Movies—Oh, God! 5.5/10	41. World Team Figure Skating 6.7/13	43. Movie of the Week—D2: Mighty Ducks 6.5/12	57. Cops 5.8/11		
	9:00		57. Early Edition 5.8/11		48. Cops 6.4/12		
	9:30		21. Walker, Texas Ranger 8.2/16	38. The Pretender 6.8/13	98. Keeping America's Promise 2.4/5		
	10:00	67. The Practice 5.3/10					
SUNDAY	7:00	9.5/16	9.3/15	8.5/14	9.5/16		2.4/4
	7:30	24. Wonderful World of Disney—Flash 7.7/13	2.60 Minutes 12.7/21	17. Dateline NBC 8.5/14	(nr) NFC Wildcard 18.1/30		103. Nick Freno 2.0/3
	8:00		3. Touched by an Angel 12.2/20		31. World's Funniest! 7.1/12		91. Parent 'Hood 2.6/4
	8:30			20. NBC Sunday Night Movie—The River Wild 8.4/14	21. The Simpsons 8.2/13		91. Parent 'Hood 2.6/4
	9:00	5. ABC Sunday Night Movie—Junior 11.2/19	51. CBS Sunday Movie—A Christmas Memory 6.2/10		17. King of the Hill 8.5/14		97. Jamie Foxx 2.5/4
10:00				16. The X-Files 8.8/14		87. Unhap Ev Af 2.8/4	
10:30						104. Alright Alrddy 1.9/3	
WEEK AVG	7.6/14	6.8/13	7.5/14	5.6/10	2.3/4	2.6/5	
STD AVG	8.9/15	9.4/16	10.4/17	7.2/12	3.1/5	2.9/5	

Changing Hands

The week's tabulation of station sales

TV

KECI-TV Missoula, KCFW-TV Kalispell and KTVM-TV Butte/Bozeman, all Mont.

Price: \$17 million-\$19 million

Buyer: Lamco Communications Inc., Williamsport, Pa. (Marshall R. Noecker, principal); owns KRCR-TV Chico/Redding and KAEF(TV) Eureka, Calif.; WCTI(TV) Greenville/New Bern, N.C.; KCVB-TV Tri-Cities, Va., and KTXS-TV Abilene and KTXE-TV San Angelo, Tex.

Seller: Eagle Communications, Missoula, Mont. (Robert H. Precht, principal); no other broadcast interests

Facilities: KECI: ch. 13, 302 kw visual, 30.2 kw aural, ant. 2,001 ft.; KCFW: ch. 9, 26.5 kw visual, 5.3 kw aural, ant. 2,794 ft.; KTVM: ch. 6, 100 kw visual, 10 kw aural, ant. 1,940 ft.

Affiliation: All NBC

Broker: Kalil & Co.

COMBOS

WCHB-AM-FM Detroit

Price: \$34 million

Buyer: Radio One, Washington (Alfred Liggins, president); owns nine FMs and four AMs

Seller: Bell Broadcasting Inc., Detroit (W. Terry Arnold and Harold Munn, principals); no other broadcast interests

Facilities: AM: 1200 khz, 25 kw day,

700 w night; FM: 105.9 mhz, 20 kw, ant. 725 ft.

Formats: AM: blues, gospel; FM: jazz
Broker: Force Communications & Consultants

Swap: KCBN(AM)-KRNO(FM) Reno and KWNZ(FM) Carson City, Nev. for KSFO(AM) (formerly KTHX) KFSO-FM Visalia, KEZL(FM) Fowler and KTHT(FM) Fresno, Calif.

Value: \$25 million (\$21 million cash plus \$4 million value for Reno-area stations)

Swapper: KCBN(AM)-KRNO(FM) and KWNZ(FM): CapStar Broadcasting Partners LP, Austin, Tex. (Thomas O. Hicks, owner); owns/is buying 227 FMs and 93 AMs

Swapper: Americom Las Vegas LP, Los Angeles (Tom Quinn, president); owns KRZQ-FM Tahoe City, Calif., and KPLY(AM) Sparks, Nev.

Facilities: KCBN: 1230 khz, 1 kw; KRNO: 106.9 mhz, 37 kw, ant. 2,956 ft.; KWNZ: 97.3 mhz, 87 kw, ant. 2,112 ft.; KFSO(AM): 1400 khz, 1 kw; KFSO-FM: 92.9 mhz, 18.5 kw, ant. 820 ft.; KEZL: 96.7 mhz, 22 kw, ant. 348 ft.; KTHT: 102.7 mhz, 50 kw, ant. 500 ft.

Formats: KCBN: nostalgia, MOR; KRNO: soft rock; KWNZ: religion; KFSO(AM): golden oldies; KFSO-FM: oldies; KEZL: AC, jazz; KTHT: AC

Broker: Media Venture Partners

WKRT(AM)-WIII-FM Cortland/Ithaca, N.Y.

Price: \$1.675 million

Buyer: Broadcasting Partners Holdings LP, New York (Lee Simonson, chairman); VS&A Communications

Proposed station trades

By dollar volume and number of sales; does not include mergers or acquisitions involving substantial non-station assets

THIS WEEK:

TVs □ \$19,000,000 □ 1
Combos □ \$62,975,000 □ 6
FMs □ \$22,400,000 □ 9
AMs □ \$57,245,942 □ 7
Total □ \$161,620,942 □ 23

SO FAR IN 1998:

TVs □ \$19,000,000 □ 1
Combos □ \$164,050,000 □ 13
FMs □ \$43,840,000 □ 14
AMs □ \$57,395,942 □ 8
Total □ \$284,285,942 □ 36

SAME PERIOD IN 1997:

TVs □ \$19,030,000 □ 3
Combos □ \$227,400,000 □ 14
FMs □ \$169,329,168 □ 10
AMs □ \$3,753,151 □ 10
Total □ \$419,512,319 □ 37

Source: BROADCASTING & CABLE

Partners II LP, 96.1% limited partner); is buying 19 FMs and 12 AMs
Seller: Cayuga Radio Partners LP, Claremont, N.H. (William Goddard, Jeffrey Shapiro and Bruce Danziger, principals); owns seven FMs and six AMs

Facilities: AM: 920 khz, 1 kw day, 500 w night; FM: 99.9 mhz, 24 kw, ant. 710 ft.

Formats: AM: oldies; FM: adult album alternative

Broker: Richard A. Foreman Assoc.

KNRO(AM) Redding, KRRX(FM) Burney, KRDG(FM) Shingletown and KNNN(FM) Central Valley, all Calif.

Price: \$1.2 million for merger

Buyer: Regent Communications Inc., Covington, Ky. (Terry S. Jacobs, chairman/80% owner); owns/is buying 18 FMs and 11 AMs

Seller: Alta California Broadcasting Inc., Carefree, Calif. (John C. Power, president); owns KESP(FM) Payson, Ariz.

Facilities: KNRO: 600 khz, 1 kw; KRRX: 106.1 mhz, 100 kw, ant. 2,000 ft.; KRDG: 105.3 mhz, 10 kw, ant. 1,056 ft.; KNNN: 99.3 mhz, 5.3 kw, ant. 328 ft.

Formats: KNRO: news, talk; KRRX: AC; KRDG: AC; KNNN: AC

Broker: The Miller Group

KZRK-AM-FM Canyon/Amarillo, Tex.

Price: \$1 million

Buyer: Cumulus Media LLC, Milwaukee (Richard Weening, chairman and Lou Dickey, vice chairman); owns/is buying 44 FMs and 19 AMs.

Seller: Heritage Communications Corp., Fort Worth (Walter Mize, president); no other broadcast interests

Facilities: AM: 1550 khz, 1 kw day, 219 kw night; FM: 107.9 mhz, 96 kw, ant. 1,322 ft.

Formats: AM: AOR; FM: rock

Broker: Norman Fischer & Associates

KCLI-AM-FM Clinton, Okla.

Price: \$100,000

Buyer: Tyler Broadcasting Corp., Oklahoma City (Ty A. Tyler, president/50% owner); owns KKNG-FM

Olbermann joins SportsFan Radio

Television sports commentator Keith Olbermann, who left ESPN last year in a public divorce, will join the SportsFan Radio Network on Feb. 2 as a regular contributor.

Olbermann, who currently hosts MSNBC's *The Big Show* and is a contributor to NBC



Sports, will host *Just a Minute with Keith Olbermann*, a daily 60-second feature. *Just a Minute* will be produced by SportsFan Radio and distributed by Winstar Affiliate Sales, the

station clearance unit of Winstar New Media Inc.

A witty and often controversial sports commentator, Olbermann joins a lineup of several other SportsFan Radio contributors, including John Madden, Pat Summerall, James Brown and Pat O'Brien. *Just a Minute* will be recorded daily to "provide fresh viewpoints" on national and international news and general interest stories. On occasion, Olbermann will comment on happenings in the sports world.

Olbermann co-anchored ESPN's *SportsCenter* from 1992 until 1997, when his widely publicized criticism of ESPN and some of its personalities led to his departure. Olbermann is not new to radio: Several years ago he hosted a feature series on KNX(AM) Los Angeles.

SportsFan Radio says its various features are heard on more than 400 radio stations. Also, through a joint programming/marketing relationship with CBS SportsLine (cbs.sportsline.com), it syndicates 40 hours of radio programming each week via the Internet.

—John Merli

AMERICAN GENERAL MEDIA

has acquired

KBID-AM/KLYD-FM

Bakersfield, California

from

SOUTHPAW COMMUNICATIONS

for

\$1,500,000

The undersigned acted as exclusive broker in this transaction and assisted in the negotiations.



Kalil & Co., Inc.

3444 North Country Club Tucson, Arizona 85716 (520) 795-1050

Radio enters 1998 at record sales pace

For January-November, national revenue rises 15%, local up 9%

Radio

By John Merli, B&C correspondent

The remarkable sales growth within the radio industry has stretched to 63 consecutive months, according to the Radio Advertising Bureau's (RAB) revenue index of 100 markets. In year-to-date totals for the first 11 months of last year,

national revenue was up a healthy 15%, with local ad dollars showing a 9% jump over the same period in '96.

In November 1997, combined local and national spot ads jumped 8%, compared with the previous November. Broken out, local revenue climbed by 8% and national spot grew by 11%. RAB attributes the local increases to 9% gains in the East and Midwest. Nationally, spot ads benefited from a huge 20% upturn in the Southwest and

increases of 13% in the Midwest and 11% in the East.

In the New York market, the industry's largest, advertising revenue increased in November '97 by nearly 16% (\$53.3 million), according to the *NY Market Revenue Report* compiled by Miller Kaplan. Year to date for the first 11 months of '97, New York market local sales totaled \$405 million (up 13.6%), while national ads came in at just under \$77 million (up 7.1%).

Nationally, RAB found the November '97 numbers "particularly encouraging, considering they are being compared to [presidential] election-year totals from November 1996." November '97 saw little election activity for much of the nation. RAB predicts that when the December sales figures are tallied, it will prove to be "another solid [month]" and that "there's every reason to believe that 1998 will be an even better year for our industry." ■

Newcastle and KKNQ(AM)-KTLS-FM Holdenville, Okla.

Seller: Custer Broadcasting Inc., Clinton (Bob Stephenson, president); Stephenson owns 45% of WWLS(AM) and KNOR(AM) Norman, Okla.

Facilities: AM: 1320 khz, 1 kw day, 108 w night; FM: 106.9 mhz, 100 kw, ant. 285 ft.

Formats: AM: sports, talk; FM: country

RADIO: FM

KZWC-FM Walnut Creek, Calif.

Price: \$6 million

Buyer: Radio One of San Francisco Inc., Lanham, Md. (Alfred C. Liggins, president/owner); owns five FMs and three AMs

Seller: Z-Spanish Radio Network Inc., Los Angeles (Amador S. Bustos, president); owns 11 FMs and six AMs

Facilities: 92.1 mhz, 3 kw, ant. 89 ft.

Format: Spanish

WYNG-FM Evansville, Ind.

Price: \$6 million

Buyer: Connoisseur Inc., Westport, Conn. (Jeffrey D. Warshaw, 75% general partner); owns/is buying 20 FMs and 10 AMs

Seller: Pinnacle Broadcasting Co., Grapevine, Tex. (Philip D. Marella, chairman); owns 15 FMs and five AMs

Facilities: 105.3 mhz, 50 kw, ant. 480 ft.

Format: Sports, talk

Broker: Star Media Group Inc.

WBPW(FM), WQHR(FM), WOZI(FM)

Presque Isle; WHRR(FM) Dennysville, Me.

Price: \$5.15 million

Buyer: Broadcasting Partners Holdings LP, New York (Lee Simonson, chairman; VS&A Communications Partners II LP, 96.1% limited partner); is buying 19 FMs and 12 AMs

Seller: Four Seasons Communications Inc., San Francisco (Tim Martz, president); no other broadcast holdings

Facilities: WBPW: 96.9 mhz, 100 kw, ant. 440 ft.; WQHR: 996.1 mhz, 95 kw, ant. 1,309 ft.; WOZI: 101.9 mhz, 4.1 kw, ant. 1,148 ft.; WHRR: 102.9 mhz, 100 kw, ant. 456 ft.

Formats: WBPW: hot country; WQHR: rock, top 40; WOZI: country; WHRR: dark

KTHX-FM Incline Village and KLCA(FM)

Sparks, Nev.

Price: \$2.7 million

Buyer: Salt Broadcasting LLC, Clovis, Calif. (Scott Seidenstricker, owner); no other broadcast interests

Amplification

Metropolitan Radio Group's \$400,000 purchase of KBZD-FM from Dragonfly Communications LLC (B&C, Dec. 22, 1997) was brokered by Satterfield & Perry Inc.

Seller: Americom Las Vegas LP, Los Angeles (Tom Quinn, president); owns KRZQ-FM Tahoe City, Calif., and KPLY(AM) Sparks

Facilities: KTHX-FM: 94.7 mhz, 86.6 kw, ant. 2,072 ft.; KLCA: 100.9 mhz, 2.9 kw, ant. 203 ft.

Formats: KTHX-FM: adult album alternative; KLCA: new country

WYII-FM Williamsport, Md.

Price: \$1.05 million

Buyer: Prettyman Broadcasting Co., Salisbury, Md. (William E. Prettyman, president); owns WPEM(AM)-WKMZ(FM) Martinsburg, W.Va.

Seller: OEA Inc., Williamsport (Kenneth F. Smith, president); no other broadcast interests

Facilities: 95.9 mhz, 3 kw, ant. 300 ft.

Format: Modern country

Broker: Blackburn & Co.

KKBI-FM Broken Bow, Okla.

Price: \$800,000

Buyer: J.D.C. Radio Inc., Idabel, Okla. (Homer Coleman, president/owner); no other broadcast interests

Seller: CarePhil Communications, Broken Bow (Phillip B. Silva and Alyce Carole Williams, owners); Williams has applied to build a new FM in Blossom, Tex.

Facilities: 106.1 mhz, 17 kw, ant. 817 ft.

Format: Country

WJSK(FM) Lumberton, N.C.

Price: \$700,000

Buyer: C.F. Radio Inc., Fayetteville, N.C. (Hannah Dawson Gage, president/14.3% owner); owns WMNX(FM) and WGNL(FM) Wilmington, N.C.

Seller: Arthur DeBerry & Assoc. Inc., Durham, N.C. (Arthur DeBerry, president); no other broadcast interests

Facilities: 102.3 mhz, 3 kw, ant. 270 ft.

Format: Country

WLNI-FM Lynchburg, Va.

Price: \$700,000

Buyer: Gary Burns, Falls Church, Va.; syndicates the *Dr. Gabe Mirkin Show* to 50 radio affiliates

Seller: Friendship Broadcasting Inc., Moneta, Va. (David Moran, president); owns WKBA(AM) Roanoke and WKPA(AM) Lynchburg

Facilities: 105.9 mhz, 6 kw, ant. 266 ft.

Format: Talk, sports play-by-play

Broker: Jorgenson Broadcast Brokerage

66.6% of WKHW(FM) Pocomoke City, Md.

Value: \$100,000

Buyers: Klein G. Leister and William E. Esham Sr., Pocomoke City; own WKHI(FM) Exmore, Va.

Seller: James D. Layton, Pocomoke City

Facilities: 106.5 mhz, 1.8 kw, ant. 341 ft.

Format: AC, oldies

RADIO: AM

KEST(AM) San Francisco, KOBO(AM)

Yuba City, KSJX(AM) San Jose,

KWPA(AM) Pomona, KYPA(AM) Los Angeles, Calif.; WNJR(AM) Newark, N.J.;

KXPA(AM) Bellevue, Wash., and WZRC(AM) New York

Price: \$54 million

Buyer: Multicultural Radio Broadcasting Inc., New York (Arthur S. Liu, president); owns WNWK(FM) Newark, N.J.

Seller: Douglas Broadcasting Inc./Par Holdings Inc., Palo Alto, Calif. (N. John Douglas, chairman; Duane E. Hill and Cleveland A. Christophe, principals); owns/is buying two FMs and 13 AMs

Facilities: KEST: 1450 khz, 1 kw; KOBO: 1450 khz, 500 w; KSJX: 1500 khz, 10 kw day, 5 kw night; KWPA: 1220 khz, 250 w; KYPA: 1230 khz, 1 kw; WNJR: 1430 khz, 5 kw; KXPA: 1540 khz, 5 kw; WZRC: 1480 khz, 5 kw

Formats: KEST: foreign language, talk, new age; KOBO: Spanish; KSJX: international; KWPA: Spanish; KYPA: oldies, blues; WNJR: multicultural; KXPA: country gold; WZRC: alternative

KDFT(AM) Ferris, Tex.

Price: \$1.915 million

Buyer: The Freedom Network Inc., Ridgefield, Conn. (Adam Lindemann, chairman); no other broadcast interests

Seller: Richard Witkovski (receiver), Dallas; owns 75% of KXIL(AM) Sherman and 15% of KDSX(AM) Denison, Tex.

Facilities: 540 khz, 1 kw day, 220 w night

Format: Religion

Broker: Sailors & Associates

KWVG(AM) Stockton, Calif.

Price: \$400,000

Buyer: Carson Group Inc., Stockton (Susan V. Carson, president/owner); owns KOOD(FM) Stockton

Seller: Silverado Broadcasting Co., Sacramento (Marv Harris, principal); owns KWIN(FM) Lodi, KWNN(FM) Turlock and KSQR(AM) Sacramento, Calif.

Facilities: 1230 khz, 900 w

Format: Spanish

WKVA(AM) Lewistown, Pa.

Price: \$277,692

Buyer: WVNW Inc., Burnham, Pa. (Anna A. Hain, president/31.25% owner); no other broadcast interests

Seller: Central Pennsylvania Broadcasting Co., Lewistown (Robert L. Wilson, principal); no other broadcast interests

Facilities: 920 khz, 1 kw day, 500 w night

Format: Country

WOBS(AM) Jacksonville, Fla.

Price: \$252,250

Buyer: Metropolitan Radio Group Inc., Flower Mound, Tex. (Gary Acker, president/99.98% owner); owns/is buying KFEL(AM)-KNKN(FM) and KRMX(AM) Pueblo, Colo.; KTNZ(AM) Amarillo and KIUN-AM-FM Farwell, Tex.;

KCTE(AM) Independence and WEW(AM) St. Louis, Mo.; WBRD(AM) Palmetto and WTMV(AM) Sarasota, Fla.;

KIOU(AM) Shreveport, KJVC(FM) Mansfield and KBSF(AM)-KTTC-FM Springhill, all La., and KGHT(AM) Sheridan, Ark.

Seller: Pamela K. Bradford (receiver), Ponte Vedra Beach, Fla.; no other broadcast interests

Facilities: 1530 khz, 50 kw

Formats: Urban oldies

WPAK(AM) Farmville, Va.

Price: \$201,000

Buyer: Great Virginia Ventures Inc., Williamsburg, Va. (George H. Granger, president); no other broadcast interests

Seller: Gold & Sunny Inc., Williamsburg (Gilbert L. Granger, president); owns WMBG(AM)-WPTG(FM) Williamsburg

Facilities: 1490 khz, 1 kw

Format: Urban contemporary

WBCW(AM) Jeannette, Pa.

Price: \$200,000

Buyer: Broadcast Communications of Jeannette Inc., Greensburg, Pa. (Robert M. and Ashley R. Stevens, owners); Stevens own WHJB(AM) Greensburg

Seller: Verna M. Calisti, Jeannette; no other broadcast interests

Facilities: 1530 khz, 1 kw day, 250 w night

Formats: Talk, top 40

—Compiled by Sara Brown

Sony/NextLevel deal crucial to cable's set-top box push

Investment provides retail strategy for distribution of boxes

By Price Colman

Sony Corp.'s \$187.5 million investment in NextLevel Systems, announced last week, will be a catalyst for the cable industry's effort to hasten deployment of digital set-top boxes and drive penetration of a wide range of digital cable products.

The preliminary agreement by Sony to take a 5% stake in NextLevel—roughly 7.5 million shares at \$25 each—puts in place the second leg of what Tele-Communications Inc. Chairman John Malone has characterized as a three-legged stool. The cable industry itself is the first leg. The third leg will be financial and technological participation by the computer industry. That participation likely will come in the form of seed money for a financing company that will buy boxes from vendors and lease them to cable operators.

Sony's move comes roughly two weeks after NextLevel announced a \$4.5 billion, 15 million-box order by nine of the top 12 U.S. cable MSOs. Sony's involvement gives cable a retail strategy for box distribution. It provides an additional manufacturing source for

boxes—although that won't happen immediately—and it also encourages rapid evolution of boxes to include not only video signal converters and modems but also other devices, including digital versatile disk (DVD) players. Sony also has an eye to incorporating boxes in future-generation digital televisions.

"I think [Sony is] saying, 'let's stay close to this,'" says Ted Henderson of Janco Partners. "This keeps them close. You don't want to run out immediately and build a TV with a digital box in it. This keeps Sony close to the technology and gets them closer to CableLabs than they've been before. It gives them a strategic alliance that makes sense from the [NextLevel] and Sony standpoint."

The \$25-per-share price put about a 38% premium on NextLevel shares (from the \$18.125 at which they traded at the beginning of the year). News of the deal pushed NextLevel (NYSE: NLV) shares up \$1.56 on the day of the announcement, but they fell back 25 cents in midweek trading.

Sony's involvement, which has been



Dave Robinson, NextLevel

in the works for several months and was subject to TCI's approval, is a crucial momentum builder for the cable industry's ambitious box drive. Sony's position as one of the world's leading consumer electronics firms coupled with its technological know-how and retail clout give NextLevel (soon to return to its original General Instrument name) and the cable industry a powerful partner.

"To the extent retail distribution

becomes a supplement to the cable distribution channel, this is a major plus in confidence generation," says Dave Robinson, vice president and general manager of digital network systems at NextLevel.

Sony also stands to gain substantially. By allying with the cable industry's leading set-top manufacturer, Sony is building its own stool. The first leg is its TV set manufacturing operation, the second is its role as a builder and supplier of digital converters for the DBS industry and the third is its link to cable.

"To be a true leader in digital television, you have to be a leader in all distribution systems," says Sony spokesman Rick Clancy.

The alliance to "jointly develop digital TV technologies" encompasses high-definition television as well as digital cable boxes. The two companies are discussing the forms that those technologies will take. One likelihood: incorporating Sony's Home Network hardware and software in a box. This could make the box a sort of computer hub for digital functions in a home, connecting television, personal computers and power management systems—even digital phone systems, stereos and other home appliances.

Another possibility—combining a digital cable converter and a converter for off-air digital signals to the television.

Sony's existing ties to cable and its worldwide name recognition helped it beat out Thomson Consumer Electronics in wooing NextLevel.

Even though Sony and NextLevel have been discussing an alliance for months, the deal is preliminary. A definitive agreement, which would include Sony's equity investment in NextLevel, is several months away. ■

Marketing merger for ValueVision, NMC

ValueVision International and National Media Corporation boards of directors have approved plans for the companies to merge in a tax-free stock transaction that leaves ValueVision shareholders with control of 55% of the resulting company.

National Media shareholders will receive one share and ValueVision shareholders will receive 1.19 shares for every share issued in the new company. Annual sales generated by the new company are projected to total \$500 million from home shopping and infomercials, U.S. mail order catalog sales, and international infomercial sales.

The company will be incorporated in Delaware and remain publicly traded with an estimated 58 million common shares outstanding.

The new company will expand the use of National Media's Quantum Television brand for electronic retailing. ValueVision's 24-hour U.S. home shopping channel will be renamed to include the Quantum Television name, and Quantum's international activities will expand to include home shopping.

ValueVision Chairman Robert L. Johander will serve as interim CEO of the new company until a permanent CEO is named. Robert N. Verratti, president and chief executive of National Media, will take a less active role in the company's daily operations but will remain on its board of directors and executive committee.

—Donna Peirozzello

CNN long on long-form

By Donna Petrozzello

Building on plans to air more long-form news programming, CNN will debut a Sunday evening documentary series, add four hours of live newscasts on week-ends and introduce a midnight newscast weekdays from Los Angeles starting Jan. 12.

CNN said earlier this year that it planned to put documentaries in the 8 p.m.–9 p.m. Sunday time slot. The series, *CNN Perspectives*, will feature an number of in-house contributions from CNN Productions. One notable exception will be the 24-part *Cold War* series, produced by Sir Jeremy Isaacs. CNN chief international correspondent

Christiane Amanpour will host *Perspectives*. The first segment, "Virus Hunters," will air Jan. 18.

On Jan. 12, CNN debuts *Newsnight*, hosted by Jim Moret at midnight ET (9 p.m. PT). *Newsnight* will highlight news pertaining to the West Coast and Asia, according to CNN. Moret will also co-anchor *The World Today*, CNN's 10 p.m. weekday newscast. He will broadcast from Los Angeles, with Joie Chen in Atlanta.

CNN will also introduce *CNN Saturday* and *CNN Sunday*, a series of live, half-hour newscasts airing several times daily and anchored by a number of CNN correspondents, including Bobbie Battista, Miles O'Brien, Laurie Dhue and Gene Randall. ■

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At the USSB press conference last week at Planet Hollywood in New York were (l-r) Mark Sonnenburg, FXM; Matt Blank, Showtime, and USSB CEO Stan Hubbard.

USSB focuses on movies, events

Some analysts say move to bump seven basic networks for movies could cost Hubbard, although company sees net gain in move

By Donna Petrozzello

Although U.S. Satellite Broadcasting pitched its plans to add new movie channels as a boon to the bottom line, some analysts say USSB stands to lose revenue from basic channel subs in the process.

Starting March 10, USSB will spin off seven basic cable networks—MTV, M2, Nickelodeon/Nick at Nite, VH1, Nick at Nite's TV Land, Lifetime and Comedy Central—to its direct satellite broadcast competitor DIRECTV.

To replace the basic channels, USSB will add new movie channels Showtime Extreme, a 24-hour action-feature service, and FXM:

Movies from Fox, an all-movie channel featuring theatricals produced by 20th Century Fox studios. It will be the first national distribution for both channels.

At a news conference last week, USSB Chief Executive Stanley E. Hubbard said the programming shift furthers USSB's aim to brand itself as a premium movie and pay-per-view event supplier. USSB carries multiplexed Home Box Office and Showtime as well as regularly scheduled boxing PPV events from Don King.

"As of March 10, our focus will be only movies and big pay-per-view events," Hubbard said. He also said that USSB will likely add new premium channels still in development from Showtime and HBO to round out its carriage capacity of 26 channels.

DBS industry analysts predict that the spin-off could cost USSB some customers. Media Group Research analyst Curt Alexander says many of the 50,000-60,000 customers who subscribe to USSB's basic channel package for \$7.95 per month could switch to DIRECTV to keep their core basic networks. "A lot of

people watch MTV, Nickelodeon, Lifetime and VH1," says Alexander. "There's a risk that people will switch over to DTV."

Hubbard said that premium movie subscriptions have "provided the lion's share of revenue" for USSB for years, while basic channels "use almost 25 percent of our bandwidth and account for 10 percent of our gross revenue and 5 percent of our net revenue."

"When the switch takes place on March 10, we think our net revenue will be improved," Hubbard said. He pegged USSB's total subscriber base at 1.7 million.

Christine Sheehan, senior vice president for affiliate sales and marketing at MTV Networks, says MTV Networks'

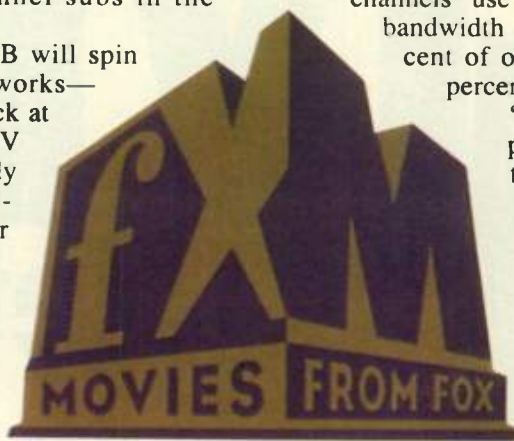
channels stand to gain 1.4 million additional subscribers in the shift to DIRECTV, which carries a full complement of basic channels, along with PPV, movies and professional sports.

DIRECTV will also add Nickelodeon's West Coast feed, which USSB had not carried, says Sheehan. The West Coast feed will be "a great convenience to the consumer," she adds.

Sheehan stresses that the move from USSB "had nothing to do with contractual obligations" and did not hinge on DIRECTV's willingness to add another Nickelodeon feed.

"We probably could have gained that extra screen with USSB over time, but everybody was talking about that simultaneously with the move, and it made sense to add it when we moved to DIRECTV," Sheehan says. "USSB had always added our new services," namely TV Land and M2, she says.

"This just made a lot of sense for all the parties involved," she adds. "Basic networks are driven by advertising revenue and affiliate revenue, and this is positive for us because we're gaining more eyeballs." ■



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US West, Charter battle in Minnesota

Charter tries to hold telco to its deal to sell cable cluster

By Price Colman

Few things are more painful than a failed love affair—or a busted business deal. Just ask the folks at Charter Communications and MediaOne Group (formerly US West Media Group).

The two MSOs are engaged in an increasingly bitter war of words. At issue: St. Louis-based Charter's insistence that US West honor its deal to sell its 280,000-subscriber Minneapolis-St. Paul cluster to Charter and MediaOne Group's equally strong insistence on hanging onto the attractive systems.

What transformed the once amicable relationship into the cable version of "The War of the Roses" was US West's decision to spin off its cable business into a separate, stand-alone company. The spin-off could enable MediaOne Group, now a tracking stock under the US West Inc. aegis, to avoid a federal restriction against telco in-region crossownership of cable systems and thus allow it to keep the Twin Cities cluster. If that happens, MediaOne Group will have to pay Charter a \$30 million walk-away fee. Conversely, if Charter decided it wanted out it would have to pay MediaOne Group the \$30 million.

First, however, MediaOne Group has to obtain an extension of the federally imposed divestiture order from the FCC. Not surprisingly, Charter is opposing that extension, as are franchising authorities for some of the Minnesota systems, the Consumer Federation of America (CFA) and the Minnesota Department of Public Services, a state agency that represents consumers and enforces Minnesota Public Utilities Commission policy. Conversely, the Northwest Suburban Cable Communications Commission—the cluster's largest franchising authority—and several other franchising authorities are supporting MediaOne's extension request.

Amid charges and countercharges of character assassination, anti-consumerism, anti-competitiveness—and that the

imbroglio is being turned into, of all things, a beauty contest—Charter says it simply wants MediaOne to stick to its word.

"We entered into the [sales] contract relying on the fact that they were under a divestiture order to get rid of the properties," says Charter President Jerry Kent. "The only reason that could be changed would be if it was in the public interest for them to keep the properties. They attack the character of Charter ... but they don't address the public interest issues. Certainly, Charter wants to go ahead and com-

plete the transaction. We think that's in the public interest."

in direct competition with US West Communications. That was good enough for Greg Moore, executive director of the Northwestern Suburban Cable Communications Commission.

"[MediaOne's] business plan seems much more aggressive than Charter's," says Moore. "Charter has very nice people, but they tend to be more conservative. Their financing is adequate but a little thin. They told us they couldn't complete upgrades until 2002 because of equipment and labor issues. We sus-

pected it was financial issues. Two years earlier is much better for us.

"But what put us over the hump is residential phone service. Charter never made any comments or commitments regarding getting into the telephone business. ... If we're going to have a competing telephone provider, it's either going to be

MediaOne or no one. Charter seemed very disinclined to do this."

Lillis's promises haven't eased the concerns of Mark Cooper, director of research at the CFA. "These promises don't mean a thing to the phone company or its spin-offs," he says. "First they buy it, then [they] agree to sell it. They make a deal to sell it, then [they] welch on the deal. This does not inspire confidence in us.

"Why is the next promise the one they're always going to keep?"

Charter's Kent is also troubled by the possibility that MediaOne was using the deal with Charter as a smokescreen and never really intended to sell.

"We think there's a question as to whether [MediaOne] management had been talking and planning the spin-off while we were negotiating the contract," he says.

"We didn't know before we did the [Charter] deal in May that we wanted to do the split," says MediaOne's Lang. "This is not about Charter. It's about our desire to hold on to those properties."

Whatever the FCC decides about an extension, the battling MSOs will almost certainly end up in court. ■

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One of the underlying contentions in Charter's opposition filing (and in other opposition filings) is that a spun-off MediaOne Group wouldn't dare to compete against its former telco sibling with cable telephony and that close ties between the telco and cable companies will remain.

Nonsense, says MediaOne Group. "In Minneapolis-St. Paul, MediaOne Group's relationship to US West Communications would be akin to MediaOne's relationship with BellSouth in Atlanta," says MediaOne spokesman Steve Lang. "No one has suggested that MediaOne is not working as hard as it can to compete with BellSouth in Atlanta."

MediaOne Group CEO Chuck Lillis, during an early December trip to the Twin Cities, sought to convince franchising authorities that having his company own the cluster would be better for cable consumers.

Not only did Lillis commit, orally and in writing, to upgrading the systems to 750 megahertz hybrid fiber/coax by 2000—two years earlier than Charter—he also promised speedy introduction of residential cable telephony

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Malone winner in Magness deal

Tele-Communications Inc. chief gets more cash and more control

By John M. Higgins

John Malone is a big winner in the settlement of disputes over the estate of late Tele-Communications Inc. chairman Bob Magness, substantially boosting his voting control over TCI's stock and collecting a fat cash bonus.

At the same time, TCI and two affiliates are paying out \$150 million in cash to Malone, while TCI alone is sacrificing an option worth about \$185 million.

The benefits to TCI's current chairman, Malone, come in an agreement to partly unwind a controversial stock deal last June among the Magness estate's executors, Malone and TCI. That deal drew the opposition of the estate's two major beneficiaries, Magness sons Kim and Gary, who contended that they were shortchanged.

But in settling the dispute, not only do the Magness boys come out more than \$300 million ahead by reclaiming 16 million of the 30.5 million Class B shares the estate sold, but a side deal with the sons lets Malone more than double his voting power, from 19% of TCI's shareholder votes to more than 40%.

Further, by giving TCI an option to buy his own supervoting stock someday at a 10% premium to public shareholders, Malone is pocketing \$150 million in cash that wasn't part of the first deal.

TCI contends that the settlement protects shareholders by keeping control of the company's destiny in the hands of TCI's board of directors. But the settlement raises a host of corporate issues, such as insider dealing and TCI's history of financial maneuvers in which the primary beneficiary turns out to be Malone.

Another issue is whether holders of TCI's supervoting Class B shares—primarily Malone and the Magness estate—should get better financial treatment than the outside Class A shareholders.

"I've never been in favor of paying a premium for Class B's," says Gordon Crawford, a major TCI shareholder who is otherwise supportive of the Magness settlement. "I applauded guys like Ted Turner, who agreed to the same price for both classes of shares" when he sold Turner Broadcasting System to Time Warner. "But money managers and securities analysts generally are merely annoyed by elements of

the settlement. Those with loud protests won't complain publicly for fear of irritating Malone and other TCI executives.

"It's pretty much par for the course with this company," says one analyst of the deal.

TCI President Leo Hindery says the settlement treats everyone fairly. The payment to Malone and a similar one to the Magness estate eliminate the risk that an outsider could amass a huge voting block on the cheap by simply buying the Class B shares and dictate terms to the company's Class A shareholders.

"You want to protect the interests of all the shareholders," Hindery says. In any case, the settlement achieves Malone's central aim—controlling as much of TCI's voting power as possible. While the Magness sons are reclaiming 16 million Class B shares, they are ceding voting control to Malone.

"Dr. Malone's goal was to keep control in friendly hands so the company can follow the strategy set by senior management," says Bear, Stearns & Co. media analyst Ray Katz.

The settlement stems from a fight that broke out last summer, about eight months after Magness died of cancer. The cleverness employed in TCI's financial engineering was nowhere to be found in Magness's estate planning, and his estate faced \$273 million in estate taxes plus about \$100 million in debt.

Malone had a right of first refusal on the 10-vote-per-share Class B stock—which controlled 20% of TCI's shareholder votes. But that would require him to top an outside bid for the shares. Instead, the executors of the Magness estate cut a deal with TCI and Malone in June without taking any competing bids.

Magness executors Donne Fisher, former TCI CFO, and Dan Ritchie, University of Denver president, agreed to pay the bill by exchanging Magness's Class B shares for low-power Class A's. They then sold the shares for \$530 million to investment bankers Merrill Lynch & Co. and Lehman Bros., who were eager to help Malone.

Malone didn't end up putting out any cash, yet he managed to extinguish the chunk of votes larger than his own then-16% block.

The sons started protesting as TCI's stock zoomed. Stock that was sold in June for \$16.52 per share is now trading

70% higher, at around \$28. Holding on for six months would have generated about \$365 million more for the estate.

Kim and Gary Magness went to court seeking to rescind the deal. Their attorneys discovered that the estate had been approached by other potential buyers of the stock, most notably Microsoft Corp. and Comcast Corp., offering more than \$20 per share.

Everyone agreed to back-track part way, restoring about half of the shares the estate sold. Malone, hungry for control, convinced the sons to enter a voting trust agreement in which he would essentially vote not just the 16 million shares they're getting back but the 37 million Class B and 8 million Class A shares they already held.

But the Microsoft approach raised an unexpected specter for TCI. When Malone dies or the Magness sons decide to sell, large blocks of supervoting stock could wind up in the hands of new players without TCI having any say.

"That overture could have come from anybody from any direction," Hindery says. "That could have come from somebody we liked or somebody we didn't like."

More important, for a few billion dollars Bill Gates or someone else could essentially control the company without buying out the public Class A shareholders.

"This has happened to me once before, at CBS," says one money manager. "Larry Tisch bought a large minority stake then ran it like his own personal fiefdom."

So, TCI secured options on both Malone's and the family's shares, ensuring that the company could buy the shares back at no more than a 10% premium to the Class A price. Because a suitor might be willing to pay an even bigger premium to lock up control, that caps Malone's and the Magness family's potential returns. To compensate, TCI, TCI Ventures and Liberty Media Corp. are paying \$150 million to Malone and \$124 million to the Magness sons to lock up their shares in the three companies.

"It would be bad for shareholders, particularly for the A shareholders," says Paul Gould, a lawyer and TCI director. "This way we know that there's going to be long continuity." ■

H E A D L I N E S

Goodbye Larry?

A spokesperson for actor/comedian Garry Shandling says the upcoming season of Shandling's sitcom *The Larry Sanders Show* on Home Box Office may be the show's last. The spokesperson, who works for Shandling's management company, United Talent Agency in Los Angeles, says Shandling hasn't yet decided whether to end the series, which debuted in 1992. The spokesperson says only "one or two" episodes have been shot so far for the new season, which kicks off March 15. HBO officials declined to comment on Shandling or the status of his CableACE Award-winning show.

Encore adding subs

Encore Media Group has secured carriage agreements with cable system operators that will make Encore services available to an additional 897,000 basic cable subscribers. Time Warner Cable this month is launching Starz! to 415,000 subs in its Orlando, Fla., systems and will add another 150,000 as systems are rebuilt. InterMedia Partners in Nashville on Jan. 15 will launch 10 Encore networks, including Starz! and BET Movies/Starz!3 on a digital tier priced at \$15.95. InterMedia's Nashville system reaches about 150,000 subs. InterMedia in Greenville and Spartanburg, S.C.,

will offer the 10 Encore networks to 120,000 basic subs beginning Jan. 15. Harron Communications will launch nine Encore networks to 62,000 basic subs in Southeast Michigan as it rebuilds those systems. The networks will be on a new tier, called Hollywood Basic, which is priced at \$14.95.

International picks up Paragon subs

International Channel launched to 80,000 basic cable subs in three Paragon Cable Minnesota systems recently. The launch boosts International Channel's subscriber base to 7.5 million in the U.S. and Latin America. International Channel is 90% owned by Liberty Media Corp. and 10% owned by John Sie's JJS Communications Inc.

Hoop dreams

ESPN plans to offer a free preview of its ESPN Full Court pay-per-view college basketball package on Jan. 31 and Feb. 1. The preview will be offered in conjunction with special late-season pricing of \$49 for games from Jan. 31 until the end of the season. The number of games offered per day depends on the distributor, and available telecasts will vary by market, ESPN says.

Discovery takes a dive

An international team of scientists and researchers has ended a month-

long expedition of uncharted waters in a high-tech submersible vehicle. The adventure will be the subject of two hour-long Discovery Channel documentaries. The shows, titled *Forbidden Depths*, will explore massive coral reefs on a coastal shelf. Among the expedition's highlights was a surprise visit from Cuban President Fidel Castro.

Fight night

Showtime Event Television Pay Per View and KingVision Pay Per View will distribute a super-lightweight title bout between Mexican boxers Julio Cesar Chavez and Miguel Angel Gonzalez. The fighters will compete for the vacant World Boxing Council (WBC) super-lightweight title in Mexico City Saturday, March 7, at 9 p.m. ET (6 p.m. PT). The two were originally scheduled to meet on Oct. 25, 1997, but Chavez was injured and the fight had to be postponed. SET Pay Per View and KingVision Pay Per View will distribute the card to an expected 28 million cable television homes in addition to closed-circuit locations and satellite-delivered homes.

No pretending

USA Network has signed a two-picture deal for films based on best-sellers by Mary Higgins Clark. The first will be *Pretend You Don't See Her*. An earlier

film from a Clark novel, *While My Pretty One Sleeps*, got impressive numbers for The Family Channel recently. Referring to producers of earlier Clark adaptations, the networks say that "Grosso-Jacobson Productions proved on CBS and The Family Channel that movies based on the best-selling novels of Mary Higgins Clark bring in a strong rating and an even stronger women's demographic."

DIRECTV building in L.A.

DIRECTV plans to augment its digital satellite broadcast capability with the construction of a broadcast center in Los Angeles that will complement its current facility in Castle Rock, Colo. Construction of the Los Angeles center's interior—the building already exists—is expected to begin next month, and the facility is scheduled to go on line by second quarter 1999. The Los Angeles operation will produce about 200 jobs. Los Angeles offered incentives including elimination of transportation trip fees and a favorable contract with the Department of Water & Power to beat out Culver City, El Segundo and Long Beach for the center. The operation will encompass 11 acres and include a one-story, 160,000-square-foot technical operations center and a two-story, 40,000-square-foot administrative center.

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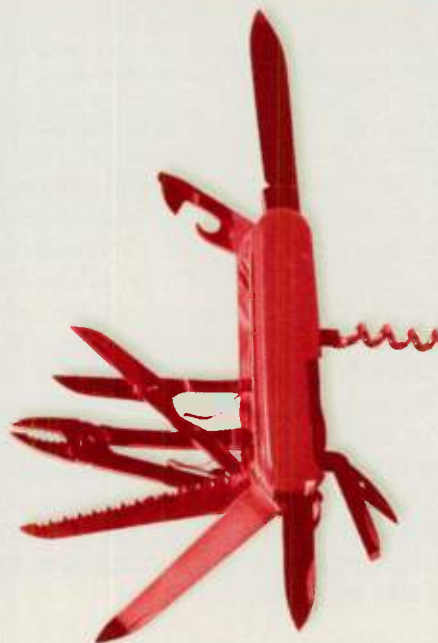
PEOPLE'S CHOICE Top Cable Shows

Following are the top 25 basic cable programs for the week of Dec. 29-Jan. 4, ranked by rating. Cable rating is coverage area rating within each basic cable network's universe; U.S. rating is of 98 million TV households. Source: Nielsen Media Research, Turner Research

Rnk	Program	Network	Day	Time	Dur	Rating	U.S. Cable	HHs (000)	Share
1	World Championship Wrestling	TNT	Mon	8:00p	60	4.7	7.5	3,378	3.4
2	World Championship Wrestling	TNT	Mon	9:00p	65	4.6	7.2	3,311	3.4
3	Peach Bowl: Clemson vs. Auburn	ESPN	Fri	3:13p	219	4.3	10.0	3,143	3.2
4	Movie: 'Babylon 5: In the Beginning'	TNT	Sun	7:59p	123	4.1	6.0	2,950	3.0
5	WWF Wrestling	USA	Mon	10:00p	60	4.0	6.7	2,870	2.9
6	Alamo Bowl: Oklahoma State vs. Purdue	ESPN	Tue	8:00p	218	3.9	6.5	2,861	2.9
7	South Park	COM	Wed	11:00p	30	3.5	7.5	1,616	1.6
8	Sportscenter	ESPN	Fri	6:52p	39	3.4	6.5	2,484	2.5
8	Movie: 'Babylon 5: The Gathering'	TNT	Sun	10:02p	122	3.4	5.9	2,462	2.5
10	La Femme Nikita	USA	Sun	10:00p	60	3.3	5.3	2,394	2.4
10	Blues Clues	NICK	Wed	9:30a	30	3.3	11.3	2,375	2.4
10	Holiday Bowl: Colorado State vs. Missouri	ESPN	Mon	8:00p	208	3.3	5.3	2,368	2.4
10	WWF Wrestling	USA	Mon	8:57p	63	3.3	5.0	2,361	2.4
14	Outback Bowl: Wisconsin vs. Georgia	ESPN	Thu	11:00a	199	3.2	5.8	2,337	2.4
14	Angry Beavers	NICK	Sun	10:30a	30	3.2	8.9	2,257	2.3
14	South Park	COM	Wed	11:30p	30	3.2	7.1	1,500	1.5
17	Movie: 'The Secret of My Success'	TBS	Sun	10:35a	145	3.1	8.7	2,289	2.3
17	Movie: 'Problem Child II'	USA	Sat	10:00p	120	3.1	5.8	2,274	2.3
17	Walker, Texas Ranger	USA	Mon	8:00p	57	3.1	4.8	2,237	2.3
17	Blues Clues	NICK	Tue	9:30a	30	3.1	10.8	2,223	2.3
17	Rugrats	NICK	Tue	7:30p	30	3.1	5.1	2,219	2.3
17	Rugrats	NICK	Sat	8:00p	30	3.1	5.0	2,180	2.2
17	Blues Clues	NICK	Mon	12:30p	30	3.1	5.8	2,167	2.2
17	South Park	COM	Wed	10:30p	30	3.1	8.9	1,451	1.5
25	Rugrats	NICK	Sun	10:00a	30	3.0	7.1	2,159	2.2
25	Busy World of Richard Scarry	NICK	Wed	10:00a	30	3.0	8.7	2,146	2.2
25	Maurice Sendak's Little Bear	NICK	Fri	12:00n	30	3.0	5.8	2,131	2.2
25	Maurice Sendak's Little Bear	NICK	Mon	12:00n	30	3.0	4.8	2,117	2.2
25	Kenan & Kel	NICK	Sat	9:00p	30	3.0	10.8	2,116	2.2
25	Maurice Sendak's Little Bear	NICK	Wed	9:00a	30	3.0	5.1	2,108	2.2
25	Rugrats	NICK	Sat	10:00a	30	3.0	5.2	2,107	2.2
25	Rugrats	NICK	Mon	7:30p	30	3.0	8.4	2,102	2.1
25	Maurice Sendak's Little Bear	NICK	Tue	12:00n	30	3.0	6.5	2,098	2.1

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Tektronix maps out the DTV future

Company will unveil line of digital TV products at NAB convention in Las Vegas

By Glen Dickson

Tektronix, outlining a gradual, "low-risk" strategy for broadcaster's digital television migration, last week offered a preview of the new MPEG-2 and HDTV products it will introduce at the annual NAB convention in Las Vegas this April.

At a press conference in New York, Tektronix Video & Networking President Tim Thorsteinson also emphasized Tektronix's renewed commitment to its Grass Valley product group and admitted that in pursuing various opportunities in digital video over the past few years, the Beaverton, Ore.-based Tektronix had "strayed a



Tektronix has developed a serial digital interface option for its VM700T video measurement set to allow broadcast engineers to measure both digital and analog video signals.

little from the path" of serving its traditional customers.

In that vein, Tektronix plans to increase spending on R&D and customer service and is developing a line of transitional DTV products under its Digital Media Foundation initiative. One of the new products is a studio-quality MPEG-2 4:2:2 codec designed to send contribution feeds over ATM networks; another is a compact 64 x 64 version of the Grass Valley Series 7000 router that at six rack units is suitable for smaller facilities and mobile trucks. Both products are designed to link broadcasters' existing analog composite equipment with new digital component gear.

Tektronix plans to make an

MPEG-2 version of its Profile video server, which the company views as a core building block in its digital strategy, and also will unveil a DVCPRO-compatible version of Profile at NAB targeted for broadcasters using the popular news acquisition format (although the DVCPRO version of Profile won't be commercially available at NAB because of chip delays).

On the HDTV front, Tektronix will show a high-definition router, master control switcher and small production switcher. The company also plans to offer a comprehensive set of digital test products at the show, including the PQA200, the picture quality analysis system it developed with Sarnoff Corp.; a new

Nagano news



The International Broadcast Center in Nagano



The satellite antenna area, with one dish aimed for North American service and the other targeting Europe and Asia



The Hakuba ski-jump venue



A small editing room in the IBC, equipped for simple cuts editing

Panasonic Broadcast is busily preparing the International Broadcast Center (IBC) for the 1998 winter Olympics. The winter games run Feb. 7-22 in Nagano, Japan. Panasonic has been commissioned by the Nagano Olympic Organizing Committee (NAOC) to design, supply and install all of NAOC's broadcast equipment and systems throughout 16 venues. In all, Panasonic is supplying 300 D-3 VTRs, 80 D-5/D-5 HD VTRs, 250 DVCPRO VTRs, 100 digital processing cameras, 20 super slo-mo units and 2,000 monitors for the games. Video will sent over fiber to the IBC, where it will be recorded and edited on D-3 VTRs; titles and graphics will be prepared separately with D-3 and D-5 machines. DVCPRO decks will be used both for on-site recording and for editing and monitor recording by broadcasters at the IBC. According to Panasonic, both CBS and Japan's NHK will use Panasonic's AJ-HD2000 recorders, which incorporate a D-5 VTR with an HDTV processor to allow high-definition recording. Panasonic is adding AQ-2000 digital cameras and hard-disk recorders to the systems for on-site slo-mo recording and playback.

Chyron Corp. is supplying routing and graphics equipment to both Panasonic Broadcast and CBS for the Nagano games. Chyron subsidiary Pro-Bel is supplying Panasonic with series HD and TM routing switchers and with 14 Pro-Bel routers installed in the heart of the IBC. The IBC routers are configured in three functional groups: the IBC input router, a 128 x 16 analog video and stereo analog audio unit, plus 48 x 16 stereo audio; the

IBC distribution router, with 96 x 64 analog video and stereo analog audio, plus 48 x 16 stereo audio, and the IBC transmission router, with 64 x 16 analog video and stereo analog audio, plus 32 x 32 serial digital video. The routers are being connected by Pro-Bel's System 3 control system, which allows complete integrated control within a facility and features a comprehensive status and diagnostic capability. IBC's System 3 and all the routers will be equipped with dual control boards and power supplies. Chyron also is providing CBS with 11 Infinet character generators for the network's Olympics coverage; the units will be housed within CBS's broadcast center as well as within the alpine skiing, figure skating, hockey and speed skating venues.

RE America will provide AT&T and CBS with digital video codecs to carry CBS's broadcast feeds from the IBC in Nagano. By using the RE 4500 component digital codecs, AT&T will be able to provide CBS with an end-to-end digital backhaul from Nagano. "A complete component digital backhaul service based on plans to use component digital production technology was one of our priorities for the Nagano Olympic project," says Brent Stranathan, CBS vice president for broadcast distribution. "AT&T and RE worked together very well to provide us with an all-digital service platform with excellent contribution-quality video on our primary broadcast circuits at 45 Mb/s per channel as well as [on] our newsgathering and network return circuits at 22 Mb/s per channel."

—Glen Dickson

serial digital interface option for its popular VM700T video analyzer; the MTS200 Series MPEG test systems; and an HDTV waveform monitor, the WFM1125, and an HDTV signal generator, the PSC1125.

Richie Faubert, vice president/GM of Tektronix's TV test and measurement division, pointed out that digital transmission presents new measurement challenges, such as the need to track

both the quality of a digital signal and the quality of the compressed image. "There are whole new classes of measurements we need to make," he says.

Bruce Penney, Tektronix VND principal engineer, painted a detailed picture of Tektronix's DTV plan. The plan includes support for upconverting standard-definition content and use of MPEG-2 4:2:2 compression to carry full HDTV

resolution on standard-definition bandwidth throughout a broadcast plant.

"It's a flexible strategy," Penney says. "It doesn't bet the farm on either HDTV or multi-channel SDTV."

One thing Penney is sure of is that DTV will use compressed storage devices—"not everyone's going to need full 1.5 gigabits-per-second distribution" for HDTV. So Tektronix

wants to provide the capability for a "lightly compressed" DTV plant by using 4:2:2 compression to lower uncompressed HDTV's 1.5 Gb/s data transfer rate to 200 or 300 Mb/s, allowing broadcasters to use their existing 270/360 Mb/s component digital routing infrastructure.

Penney expects broadcasters to transition to DTV in a series of "islands." The first island will

allow limited HDTV product and possibly 525 widescreen local content, with an HDTV master control and limited routing. The second island will add disk storage and a compressed infrastructure to the plant.

"With DTV, one size does not fit all," Penney says. "We want to mitigate the business risks and let broadcasters preserve their equipment investment."

AccuWeather upgrades graphics systems

Adds extensive 3-D effects to UltraGraphix ULTRA

By Glen Dickson

Weather data and graphics supplier AccuWeather of State College, Pa., has developed a significant software upgrade for its flagship UltraGraphix ULTRA weather graphics system, which has been selling well since its debut at NAB '96 (B&C, Oct. 27, 1997).

According to AccuWeather President Dr. Joel Myers, the UltraGraphix ULTRA will soon become the "first totally integrated 3-D weather visualization system." Working with its Norwegian software development partner Sintef, AccuWeather has expanded the 3-D animation capability of the UltraGraphix well beyond typical fly-through graphics, Myers says.

"This system will do everything in 3-D," he says. "Icons, temperatures, temperature band maps, precipitation areas, isobars, any combination of parameters ... anything you can show in 2-D you can instantly show in 3-D."

Another new feature for the UltraGraphix is the ability to create animated storm tracks, such as the hurri-

cane spiral animations that UltraGraphix customer CNN now uses. "We'll be able to do that for any storm or any weather feature at the push of a button [by] the meteorologist," Myers says.

A third software upgrade for the ULTRA system will give users the capability to edit the detailed model data generated by the National Weather Service's Cray supercomputers. Current UltraGraphix users can't change the NWS data for use in animations if they disagree with it. "Now we can go in and modify the isobars and the high and low temps," Myers says. "If you think it's going to be 60 in New York and the NWS model says 59, you can change it, and your graphics presentation will show that, and it will make the corresponding change for White Plains too."

The software upgrade will come free to existing UltraGraphix Ultra customers. AccuWeather will start pitching the upgrade to clients at the NAPTE convention in New Orleans next week and plans to begin delivering it by April 1, in time for the NAB convention in Las Vegas.

In other AccuWeather news, the company has part-



AccuWeather's UltraGraphix ULTRA weather graphics system is getting a 3-D face-lift.

nered with satellite and fiber transmission provider Vyvx to offer weather graphics and animation feeds to stations that can't afford their own graphics systems. "Now TV stations that don't have graphics can tape them over the air," Myers says.

Cutting Edge

Italian transmitter manufacturer **Itelco** has opened a new U.S. manufacturing plant in Westminster, Colo., the first Itelco manufacturing facility outside Europe. The Westminster factory will produce ATSC-standard DTV transmitters as well as NTSC units. Itelco expects to be producing high-power IOT transmitters and liquid-cooled solid-state transmitters for both VHF and UHF applications within the next two months. Itelco also is adding a second U.S. service facility at the Westminster plant to complement its five-year-old Miami service center. KITV(TV), the Hearst-Argyle station in Honolulu, uses an Itelco transmitter for its DTV broadcasts.

Avid Technology will be incorporating Fibre Channel technology from Adaptec Inc. into its workgroup storage solution, MediaShare F/C. Avid will use Adaptec's Fibre Channel-to-PCI

host adapter, the AHA-F940, in allowing multiple digital video editors to access the same media simultaneously. MediaShare F/C will include Avid's MediaShare software to organize workgroup access to storage, AVIDdrive Utility 2 con-

figuration and diagnostics software, Adaptec's AHA-F940 adapter and driver software, and Fibre Channel storage with AvidStripe software RAID or hardware RAID capability. The MediaShare F/C solution will be shipped with an update to the Avid Media Composer editing system that will allow easy integration between the Fibre Channel product and customers' existing Avid software and hardware. Avid has also signed an OEM agreement with

Mercury Computer Systems regarding MediaShare F/C. Under the agreement it will use Mercury's LiteFusion software, which enables simultaneous access by multiple users to files stored on a variety of platforms, including Macintosh and Windows NT.

Craig Soderquist, president of router manufacturer Utah Scientific since 1995, has resigned. Soderquist, who has almost 20 years of experience in the TV industry—including stints at Ampex, Grass Valley Group, General Instrument and Utah Scientific—plans to pursue other opportunities in the video industry. Currently, he is consulting with manufacturers and broadcasters on their DTV and HDTV conversion plans. "My mission at Utah Scientific was to re-establish the company as the leader in routing technology and then to find a new parent for the company," Soderquist said in a statement. "Having achieved both those goals, it was time for me to move on." Salt Lake City-based Utah Scientific was divested from Dynatech Corp. in February 1996 and acquired by fiber-optic supplier Artel Video Systems of Marlborough, Mass., in April 1997.

PBS, Comark doing digital

Comark Digital Services and PBS have signed an agreement to work together to develop strategies for the implementation of digital television. The two organizations will form a technical team of CDS and PBS staffers along with engineers from PBS member stations to formulate plans for HDTV, SDTV multicasting and data broadcasting (CDS and PBS member station WGBH-TV Boston already have a similar agreement in place).

CDS and PBS were working together last week at the Consumer Electronics Show in Las Vegas: PBS sent an HDTV feed off the GE-3 satellite to member station KLVX(TV) Las Vegas, which then used a Comark DTV transmitter to retransmit the feed to the Las Vegas Convention Center. Since Comark already is a supplier of analog transmitters to PBS member stations, PBS "wanted to cement a relationship we had with a key partner in the broadcast infrastructure world as we migrate to digital TV," says Ed Caleca, PBS senior vice president of strategic and system services. However, he says, the agreement doesn't mean that Comark will be the exclusive supplier of DTV transmitters to PBS stations.

—Glen Dickson

Broadcasting & Cable's **Telemedia**

THE CONVERGENCE OF TELEVISION, RADIO AND NEW MEDIA

Online Services

CBS ready to make online move

Network is structuring service to rely heavily on local material from its TV affiliates

By Richard Tedesco

Going cautiously into cyberspace, CBS hopes it will have a hit on its hands when CBSnow launches next month.

Apparently unfazed by groundhog jokes, CBSnow has set a Feb. 2 launch date, claiming 154 affiliate stations on board for the online debut. The simultaneous launch of a CBS News site supporting the localized service marks that network division's first move onto the Internet.

PC users can access CBSnow and the CBS News content through the existing CBS.com site but also through each station's online address. When users log onto the CBS.com site,

they will be prompted to enter their ZIP code and will be taken to the CBSnow site for the CBS affiliate in their area.

Local news stories typically will preempt the top CBS News national stories on any given site. And that's the way the network wants the affiliates to perceive the dynamics of their relationship. "In any given market, the affiliates play a part on every page," says Dean Daniels, vice president and general manager of CBS New Media.

The emphasis on local news runs counter to the approach taken by NBC and ABC, which offer network news through MSNBC and ABCNews.com. Those news sites have been among the most popular of their kind on the Internet, and CBS

no doubt feels competitive pressure from their success. But the network apparently is gambling that letting local stations play the lead role in the online co-branding will be a new attraction and will bring users to the network news content through the affiliate sites.

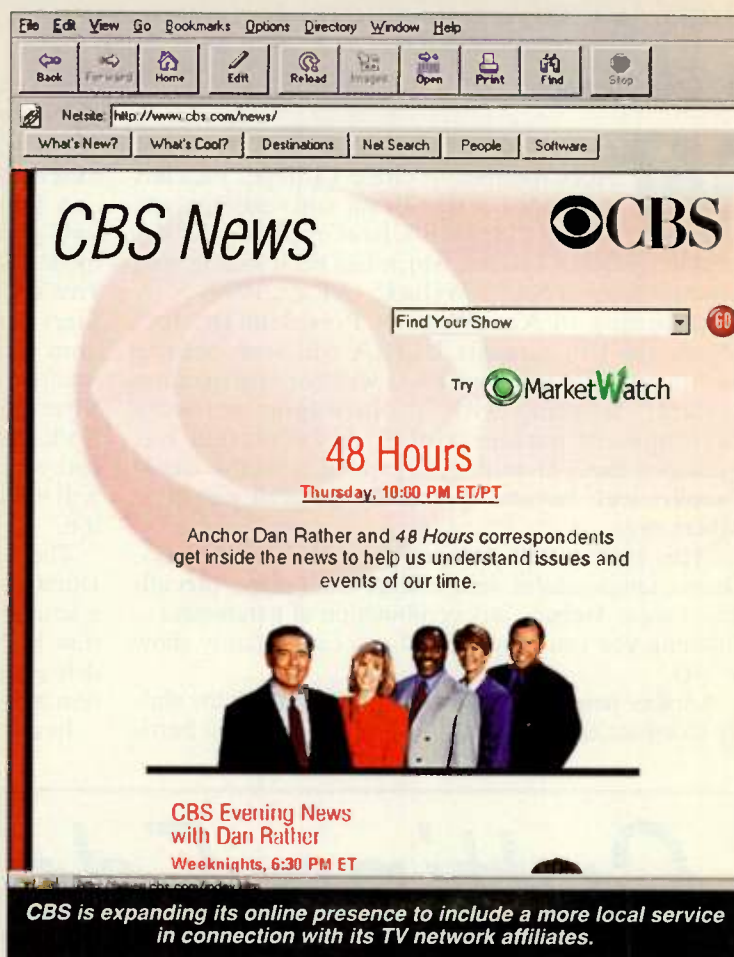
Daniels has been at the forefront of selling the CBSnow concept to affiliates, which eventually will be competing with NBC's Interactive Neighborhood and Warner Bros.' yet-to-be-launched CityWeb.

CBS plans to announce content partners for the service at NATPE, but it is downplaying that aspect. The network is taking a distinctly different strategy—more flexible and less costly—from that of NBC, which inaugurated IN with a host of high-profile online content partners, including Microsoft Sidewalk city guides, Infoseek, Big Yellow online directories and Happy Puppy. CBS will permit affiliates to mix and match content with whatever it offers as part of the CBSnow package.

CBS affiliates already using popular localized utility services on their own sites will therefore be able to continue that practice, while selling the ad space on the pages that carry them. According to Daniels: "The model is very attractive to affiliates because we treat all information as localized information. [The affiliates] saw this as being very affiliate-centric and accommodating to all of their needs."

In the absence of any proven models, CBS has ensured 80% market coverage at launch, with the 154 affiliates approximately three times the number of stations Daniels expected to sign. Few stations are making money online anyway, as networks and affiliates alike struggle with the emerging medium.

The network expects CBSnow to break even within two years, says Daniels, and aspires to 100% affiliate participation along the way. In addi-



Sun lighting up E! Online

Sun Microsystems is breaking into the Website production business in a deal with E! Online, contributing technology enhancements and cash.

Sun will be the site's primary sponsor and technology resource, providing hardware, software and its considerable expertise for production of special events. Initially, Sun's hardware will enable E! Online to handle traffic to the site more efficiently, according to Jon Slavet, E! Online vice president of advertising and sales.

New software from Sun will soon improve chat applications on the site and enable delivery of different kinds of "cutting edge" content, Slavet says. The two companies will regularly explore ways of incorporating new applications to the interactive multimedia site (www.e!online.com). "The spirit of the deal that we have with Sun is that it opens a dialogue between producers at E! and Sun to enhance the events that we produce," Slavet says.

The first event is this week's Golden Globe Awards, with E! Online producing news reports and doing live chat events on Jan. 16-18. The Oscars and the Grammys are also on the E! A-list for live online event coverage.

All E! promotion for the site will be co-branded with Sun under the terms of the deal, which includes cash from the Palo Alto, Calif.-based hardware/software powerhouse.

The deal gives Sun a high profile on a popular entertainment news site to showcase its Internet technologies. "We are now seeing the benefits of Internet technologies extend to the mass market," says John Loiacono, Sun vice president of brand marketing.

It gives E! financial support for its online venture and, more important, initially a potential technological leg up on its competition in the increasingly crowded entertainment news space on the Web.

—Richard Tedesco



Antitrust Litigation

DOJ counters latest Microsoft move

Government answers attempt to have antitrust case's 'special master' removed

By Richard Tedesco

The Department of Justice kept counter-punching with Microsoft Corp. last week, filing a memorandum in support of a court-appointed "special master" in the antitrust case.

The memo to U.S. District Court Judge Thomas Penfield Jackson came in response to Microsoft's motion for removal of Lawrence Lessig, the Harvard law professor who will serve as special master in the case. Microsoft argued that Lessig is biased, based largely on evidence of e-mail correspondence with a Netscape Communications in which he slammed the Internet Explorer browser.

In the e-mail, Lessig wrote that he felt he had "sold my soul" when he installed Internet Explorer 3.0 on his computer system. Subsequently, he said, all of his Netscape bookmarks "were screwed up."

In its reply to Microsoft's motion, DOJ declared: "Microsoft does not have the right to choose the Special Master or to veto the court's choice. To have any other rule would invite Special Master shopping."

Microsoft had submitted a copy of Lessig's e-mail to Netscape along with citations from some of his academic writings to suggest that he had "preconceived notions" about Microsoft and the government's role in overseeing software product development. Last week Microsoft published an open letter to Lessig on its Website, asking that he disqualify himself from participation in the court case.

In a recorded phone message, Lessig declined to comment on the situation. But the *Washington Post* published a midweek story stating that the Harvard professor had every intention of remaining as special master in the contentious case.

In its memo, DOJ dismissed the suggestion by Microsoft attorneys that they be permitted to examine Lessig. And it emphatically countered the implication of any bias on his part, stating: "A full and fairer reading of Professor Lessig's academic writings suggests that he recognizes the new and difficult legal issues presented by the increasing role of the computer in our society generally and the role and effect of cybertechnology in particular." TM

Relevant Knowledge rates 'Net sites

The following is a list of the top 15 entertainment/information sites as categorized by BROADCASTING & CABLE, based on projections from Relevant Knowledge clickstream data for November and December 1997. The ratings based on household, office and school Internet use, measure the online activities of 1,700 users in RK's random sample. They are projected against an estimated national Internet PC user base of 44 million.

Rank/site	Dec.	Nov.
1. America Online	9,494,000	8,764,000
2. Microsoft Network	4,907,000	5,830,000
3. CNET*	4,345,000	5,152,000
4. ZDNet*	3,498,000	4,118,000
5. CNN*	2,924,000	3,422,000
6. USA Today*	2,277,000	2,173,000
7. The Weather Channel	2,009,000	2,201,000
8. Pathfinder	1,946,000	2,302,000
9. ESPN SportsZone*	1,623,000	1,870,000
10. Disney Online	1,552,000	1,282,000
11. NFL	1,435,000	N/A
12. ABC News	1,310,000	1,323,000
13. MSNBC	1,133,000	1,441,000
14. Warner Bros.*	747,000	1,307,000
15. CBS SportsLine	744,000	N/A

TV Guide ranked 14th on RK's November list with 824,000 unique visitors. Notes: *site data based on aggregation of multiple domain user names; N/A: not available; less than 1% of user sample visited site for month.

Intel puts multimedia on wheels



Cruise the info superhighway, literally.

A high-tech remedy for a boring commute has arrived: a multimedia PC in your car.

Intel Corp.'s Connected Car PC makes it possible for information superhighway travelers to view video clips or play PC games while on the road. The PC uses a Pentium processor with MMX capacity to offer multimedia access to passengers in otherwise standard vehicles.

In the Ford Expedition prototype that Intel displayed at last week's Consumer Electronics Show in Las Vegas, the PC screen was suspended from the car roof just behind the driver. The technology was demonstrated in a similarly equipped Lincoln Navigator at the Los Angeles Auto Show a week earlier.

Intel is working with Citroen, Visteon and Volkswagen, among other companies, to develop the technology. —Richard Tedesco

AOL seeks to spike more spammers

By Richard Tedesco

America Online filed suit against three junk e-mailers last week in the second major legal action it has taken against so-called spammers.

The suit, filed in U.S. District Court for the Eastern District of Virginia, asks for an injunction to force the three firms to stop their scattershot sending of junk e-mail messages to AOL members. The three companies are IMS of Knoxville, Tenn., TSF Marketing and TSF Industries of Riverside, Calif., and Gulf Coast Marketing

of Baton Rouge.

IMS markets a form of financial credit to potential online takers. The two other companies sell online spamming services.

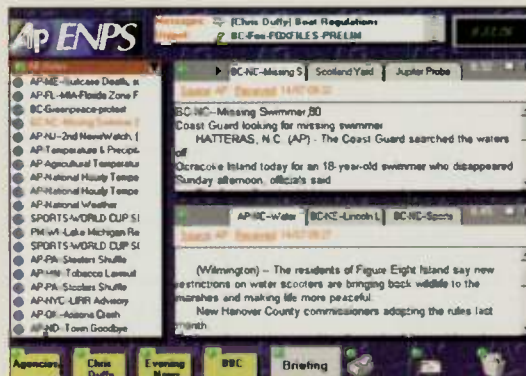
AOL established a precedent for acting against such companies in a case involving Over the Air Equipment Inc., which ultimately dropped its challenge to a court order enjoining it to desist from spamming and paid AOL a substantial settlement last year.

In the current suit, AOL claims that the three companies



in question have persisted in spamming its members despite its requests that they discontinue the practice. It also alleges that the companies have transmitted their bulk e-mail trash deceptively, using aol.com in their messages to convey the impression that they were sent by an AOL member. AOL also is accusing TSF Marketing and TSF Industries of violating the Computer Fraud and Abuse Act by harvesting e-mail addresses of AOL subscribers. TM

transmitted their bulk e-mail trash deceptively, using aol.com in their messages to convey the impression that they were sent by an AOL member. AOL also is accusing TSF Marketing and TSF Industries of violating the Computer Fraud and Abuse Act by harvesting e-mail addresses of AOL subscribers. TM



ENPS, which has an intuitive drag-and-drop interface, uses a "briefing button" to retrieve information: A journalist types in or highlights a word and instantly accesses a catalogue of related material.

AP using Vivo streaming for news system

By Richard Tedesco

The Associated Press broadcast division has selected Vivo Software streaming for its Electronic News Production System, which soon will be in place at two major U.S. broadcast network news operations.

The AP is on the verge of closing two deals in the U.S. for the system, which already is used by the BBC for both on-air and online news production. National Public Radio and CBS have test installations of the system and have been evaluating it.

The BBC's new 24-hour news channel that launched in October is entirely "fired" by the AP system, according to Lee Perryman, AP Broadcast Services deputy director and director of broadcast technology. Some 2,200 BBC desktops in 100 BBC newsrooms across the UK are equipped with AP, and the service is scheduled to be on 5,000 desktops by summer.

The AP, which had been working with RealVideo and QuickTime for the ENPS system, selected Vivo's technology because it does not require servers to enable PC playback of multimedia clips. BBC Online uses both Vivo and RealVideo for PC user playback of multimedia content. TM

See last page of classifieds for rates and other information

RADIO

HELP WANTED MANAGEMENT

Pacific Star Communications, Inc. a division of Capstar Broadcasting Partners seeks a proactive accountable **General Manager** with proven Sales and People skills. Western medium market, Top compensation, Stock Options, and Benefits for the right G.M. Qualified applicants should fax resume, salary requirements, and why you should have this job to:

**Human Resources Director,
Pacific Star Communications, Inc.,
619.233.6517 or mail to
2550 5th Avenue, Suite 723,
San Diego, CA 92103
E.O.E.**

General Manager. 90.9 fm Classical WGUC. Cincinnati Classical Public Radio, Inc. seeks **General Manager** for WGUC-FM who will develop a long-range vision for the station's success and strategy for achieving it with true excellence. Qualifications: a personal appreciation of classical music; demonstrated ability to lead an organization in the execution of its strategy and the achievement of outstanding results; fundraising experience. EOE. Please send resume and cover letter by 1/31/98 to GM Search, WGUC, 1223 Central Parkway, Cincinnati, OH 45214.

CEO. Clear Channel Communications' joint venture in Australia and New Zealand is looking for a CEO of its Australian Radio Network (ARN). ARN is the dominant radio broadcaster in Australia/New Zealand and has approximately \$150 million in annual revenues and owns 60 radio stations, as well as networks and national representation companies. Looking for someone with multi-market experience, good "rounded" skills including business, sales and programming. Please forward resume to Mark P. Mays, President/COO, Clear Channel Communications, PO Box 659512, San Antonio, TX 78265-9512.

HELP WANTED SALES

Account Executive. InXsys, world's most profitable source for non-traditional revenue in broadcasting, seeks top-level, well-connected, radio and TV executives to introduce station owners, GM's, GSM's and PD's to the revenue-generating potential of Radio/TV date and Radio/TV NetClassifieds in the exploding billion dollar plus broadcasting/classifieds industry. High, long-term commissions payable on a per station basis. computer literate. Interested party's should fax resume to 1-914-364-5297 or call our Corporate Office at 1-800-320-7870 for more information. EOE.

HELP WANTED NEWS

Suburban New York AM/FM looking for morning news anchor. Experience, smooth delivery and strong writing skills a must. Tapes and resumes to Mike Bennett, WLNA-WHUD, PO Box 188, Peekskill, NY 10566. EOE.

Radio News Anchor. ICRT Radio Taipei seeks experienced English language broadcaster for News Anchor position. Must have at least 3 years experience in either Radio or TV. Must have a college degree. You will live and work in Taiwan. You do not need to speak Chinese. You need to want to work at a dynamic Radio station with more than 2 million listeners daily. Tape and resume to Kevin Kerrigan, ICRT, 8-1 Chung Yung, 2ED Road, Taipei, Taiwan, R.O.C. 111. Excellent pay and benefits. Learn more about us at www.icrt.com.tw.

News Director. News Director needed at WUSY/US-101 FM Chattanooga, TN. We are seeking applications from aggressive candidates who know the value of a strong local news team and can lead by example. US-101 is the market leader and our commitment to news/information is one of the reasons. If you are a proven winner send tape, and employment history to Sammy George, General Manager, WUSY, PO Box 8799, Chattanooga, Tennessee 37414. WUSY/Colonial Broadcasting is an Equal Opportunity Employer.

SITUATIONS WANTED MANAGEMENT

Experienced professional seeks GM/GSM position in small to medium market. Top biller. Great motivator. Willing to relocate. Top references. Buyout if interested. Ted 212-737-2997 or 212-888-7347.

SITUATIONS WANTED SALES

Mature individual. Experience in sales with profitable small markets looking for permanent sales or sales management. Some previous GM/SM (2 years). 316-343-9896.

I've sold successfully, improving every account list assigned. Mature individual. 20 years experience. Also managed couple years. Toll-free 1-888-445-4663, wait for another dial tone, then 9896. Want sales or sales management.

SITUATIONS WANTED ANNOUNCER

If you need a D.J. or newsman-salesman. Call Ted for resume and tape. 212-737-2997.

SITUATIONS WANTED NEWS

Black female, great looks, voice, excellent writer, anchor/reporter Top 30 market seeks career opportunity in news radio. If you're a news director, I want to talk to you. Call 716-633-4720.

TELEVISION

HELP WANTED MANAGEMENT

Director Media Planning

If you welcome the high-profile challenge of handling a multi-million dollar media budget for an innovative new company, we invite you to become a key member of The WB Television Network in Burbank, CA.

The caliber of professional we seek will have 3+ years media management experience. In this highly visible position, your broadcast network experience in media planning is vital. You will be responsible for the placement of national paid media, including TV Guide, outdoor, spot cable/radio, etc. Strong interpersonal and managerial skills are essential as you will interface with executives at all levels.

We offer a highly competitive salary commensurate with qualifications and experience and an outstanding benefits package. Please send your resume with salary history, in confidence, to: **The WB Television Network, Human Resources Dept., Box 14-98, 4000-D West Magnolia Blvd., #180, Burbank, CA 91505.** Resumes with salary history will be given first consideration.

Equal Opportunity Employer.
(No agencies, no phone calls please)

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Central Texas station in Top 100 Market seeks General Manager with proven track record in all areas of station management. Replies confidential. Write fully to Suite 315, 5500 Preston Road, Dallas, Texas 75205.

HELP WANTED SALES

WFLD, FOX O&O TV station in Chicago is looking for a Log Editor. Individual will check, change and verify all program timings; ensure accuracy of daily FCC log; time daily log from sign on to sign off; call syndicators for show timings when needed and schedule revisions; competitive product separation; assign show numbers and titles; assign facilities for Paramount Pictures. Requirements include: demonstrated knowledge of Children's FCC log; strong attention to details; and excellent organizational skills. Prior experience with Enterprise software system and prior traffic experience is necessary. For immediate consideration, send resume and letter of interest to Human Resources, WFLD/FOX 32, 205 N. Michigan Avenue, Chicago, IL 60601. No phone calls, no faxes please. EOE/M/F/D/V.

Television Advertising Sales Executive. WATE-TV6 is seeking an experienced Television Advertising Sales Executive. Candidate must have a minimum of three (3) years television sales experience. Along with your resume, send a letter detailing your success in developing new business. We're looking for applicants with a demonstrated customer-focused selling attitude. Interested parties send resume to: WATE-TV6, Attn: Personnel, P.O. Box 2349, Knoxville, TN 37901. No phone calls and no beginners, please. WATE-TV6/Young Broadcasting of Knoxville, Inc. is an Equal Opportunity Employer. Women and minorities are encouraged to apply.

Network Television Account Executive. Public Broadcast Marketing, Inc., network television sales for the Public Television Network, requests resumes from experienced network television sales professionals for sales position. Send materials to Janet Kent, Executive VP, PBM, 919 Third Ave, 11th Floor, New York, NY 10022. 212-688-3530, and/or e-mail us @ kthompson@pbmny.com

National Sales Manager. WCPX-TV, Orlando, Florida, a Post-Newsweek Station, is seeking an aggressive individual that can demonstrate success in TV sales. Send resume to John McKay, General Sales Manager, WCPX-TV, 4466 John Young Parkway, Orlando, FL 32804. EOE.

Local Sales Manager. Opportunity for a take charge leader with proven sales success. Looking for a motivated, creative and aggressive individual to join our sales management team. This is a hands-on job. Candidate should possess strong team building and coaching skills through positive motivation. Must be promotionally oriented, computer literate with knowledge of TV Works and Star a plus. Great opportunity in a great community. Drug screen required. NBC 25 is a small market NBC affiliate. We offer a comprehensive benefit package, including 401(k) and section 125 plans. Send resume, cover letter and salary requirements to Personnel, NBC 25, Dept. W, 13 East Washington Street, Hagerstown, MD 21740. 800-842-1837. EOE.

Local Sales Manager. KVUE-TV, Austin, Texas is looking for a motivated and creative team player to lead our successful local sales team. Knowledge of inventory control, budgeting, and computer literacy is required. Strong communication and organizational skills needed. A minimum of three years broadcast sales experience. Qualified applicants need to send your resume to General Sales Manager, KVUE-TV, PO Box 9927, Austin, Texas 78766-0927. EOE.

Local Account Executive. Exciting opportunity to join a highly successful sales team in beautiful West Michigan. WOOD-TV8, top rated NBC affiliate in the Grand Rapids Kalamazoo-Battle Creek market (#37 DMA) seeks a motivated professional to service a strong established account list and to develop new business. 3+ years television sales experience preferred. Knowledge of TV Scan, Marshall Marketing, Lotus and WordPerfect a plus. Send resume with references to Scott Campbell, LSM, WOOD-TV8, 120 College SE, Grand Rapids, MI 49503.

General Sales Manager. Market leading (and still growing) midwest TV station in top 75 market. Seeking motivated professional to lead sales effort. Ability to lead strong news and sports sales necessary. Effective communication, creativity, and organizational skills required. Experience working with BMP/TvScan, CMR, Scarborough, computer presentation software a plus. Minimum three years successful management experience required. Must be revenue and success driven. Send resume, references and salary requirements to Box 01297 EOE.

General Sales Manager - WDFX FOX34 in Dothan, AL needs a self-motivated, enthusiastic GSM. Applicant should have five years of management experience. Fax resume to Business Manager at 334-288-5414.

HELP WANTED MARKETING

KAUZ-TV/Wichita Falls, Texas. Marketing Manager. Responsible for creating, writing, shooting, editing promos for station, including sweeps series promotions, news topicals and image promotions. Experience with Pagemaker, Illustrator and Photoshop preferred. Major news expansion including Barons Doppler Radar and DVC Pro. Outstanding salary and benefit package. Please rush tape and resume now to Mark Cummings, Vice President/General Manager, PO Box 2130, Wichita Falls, Texas 76307. EOE.

Director of Marketing/Promotion: DC production firm seeks experienced research-savvy professional to promote and market public affairs/talk TV programs nationally. Press relations, funding proposal-writing, read/evaluate ratings, shares, hut levels, related computer methodology skills. Familiarity with public television important; non-public TV helpful. Resume to: Oliver Productions Inc., 1211 Connecticut Avenue, NW, Suite 810, Washington DC 20036.

**Fax your classified ad to
Broadcasting & Cable
(212) 206-8327**

HELP WANTED TECHNICAL

Communications Sector

The World Of Business Talks Through Us.



Harris Corporation, a \$3.8 billion Fortune 500 Corporation, is seeking world class candidates for the following current openings. Harris is a world wide ISO-9001 registered supplier of radio and TV broadcast equipment and integrated systems.

The following positions are located in our \$10 million Digital-Television World Headquarters and Research Center in Cincinnati, OH.

Proposal Engineer

This position requires experience working with AM/FM and TV broadcasting transmission systems including, but not limited to: conducting transmission line calculations, having a working knowledge of AV processing and distribution and test equipment, and knowledge of both domestic and international AC power requirements. Fluency in Spanish a plus.

Sales Application Specialists

These positions will be a part of a group focused on developing solutions for customers' needs for digital television. Must have experience in one or more of the following emerging DTV technologies: Digital Television Studios which includes MPEG-2 encoding/decoding, routers, switchers and ATM; RF Systems; Antennas; Satellite or STL. Proficiency in CAD programs required. Light to medium travel. Overall system knowledge a plus.

The following position is located in our South Glen Falls, NY facility.

Systems Engineer

This high-profile position will be responsible for targeting and developing a rapport with major networks such as CNN, Fox, ESPN, ABC, NBC, etc.; project management; system design; and interfacing with customers, project architects, and consultants. Will also prepare quotations and proposals; research and negotiate with vendors for use in quotations. A minimum of 3 years of RF broadcast studio design experience is required. Will travel domestically and/or internationally.

Harris Corporation offers a competitive starting salary, with a comprehensive benefits package and opportunities for advancement. If qualified, please send your resume (including salary history and requirements) in confidence to: **Shawn Oberreiter, Human Resources, Harris Corporation, Broadcast Division, 4770 Duke Street, Suite 200, Mason, OH 45040, or fax: 513-459-3892.** We are an Equal Opportunity Employer.



HARRIS

www.broadcast.harris.com

CHIEF ENGINEER

WCPX-TV

Orlando, Florida

A Post-Newsweek Station

Send resume to:

Kathleen Keefe
VP/General Manager
WCPX-TV

4466 John Young Parkway
Orlando, FL 32804

EOE

WDEF-TV is looking for an *Engineering Maintenance Supervisor*. Requirements: Minimum 5 years experience in TV broadcast maintenance i.e. installation, set-up, testing, repair, maintenance of equipment i.e. video switchers, video and audio routers, video monitors, beta video tape format knowledge, studio and news field cameras, microwave and satellite equipment, high power VHF transmitters, personal computers and networks, strong knowledge of TV studio plant layout and operation. Position requires minimum of FCC restricted radio/telephone license and/or SBE certification preferred. M-F, 10A-7P, emergency on-call status. Send resume to Rick McClain, Chief Engineer, WDEF-TV, 3300 Broad Street, Chattanooga, TN 37408. EOE, minority applicants encouraged to apply, pre-employment drug test required. M/F.

TV Engineering Maintenance Technician. Experience in installing, operating and maintaining state of the art broadcast television equipment in a high volume news operation. SBE certification a plus. Please send your resume to Craig Turner, NBC-17, 1205 Front Street, Raleigh, NC 27609. EOE.

Director of Engineering. WDWB-TV, Detroit's WB affiliate, a Granite Broadcasting Station, is seeking an experienced individual with complete knowledge of broadcast and microwave RF Technology as well as in-depth knowledge of the new digital technology. Candidate will be experienced in broadcast engineering management including studio and transmitter maintenance, capital projects planning and implementation, production and on-air operations, scheduling of technical personnel and compliance with all government and industry regulations and standards. We are looking for a strategic thinker with great people skills who will help shape our future. Degree in technically related field or equivalent experience required. Send resume and cover letter (no calls or faxes) to WDWB-TV, HR Dept. - BC, 27777 Franklin Road, #1220, Southfield, MI 48034. Granite Broadcasting/WDWB is an Equal Opportunity Employer.

Maintenance Engineer. Candidate must possess experience in maintaining studio equipment, microwave and UHF/VHF transmitters down to component level. SBE certification a plus. Send resume to PO Box 9115, Fargo, ND 58106. EOE.

Chief Engineer. WCBD-TV, the Media General station in Charleston, South Carolina has an immediate opening for a Chief Engineer. Successful candidate will have 3-5 years solid experience as a chief or assistant chief. Should be thoroughly familiar with transmitter operations and maintenance, studio operations, FCC regulations. Computer literacy a must. Send resume and salary requirements to WCBD-TV, Personnel Department, 210 West Coleman Blvd., Mt. Pleasant, SC 29464. M/F, EOE, drug test required.

News Photographers and Editors needed for Anchorage's fastest growing news department. Will shoot and edit news stories with state of the art equipment. Must be able to handle a fast pace and meet deadline pressure. One year experience required. Live mobile and avid editing experience preferred. No phone calls please. EOE Send resumes to: Jordan Placie, KTVA TV-11, 1007 32nd Avenue, Anchorage, Alaska 99503.

HELP WANTED NEWS

WHOI-TV, Peoria, the ABC affiliate in the Heart of Illinois has an immediate opening for an experienced photojournalist. Successful candidates must have one year shooting experience and editing experience. Betacam and live truck experience is a plus. Rush resume and tape to Pat Livingston, WHOI-TV, 500 North Stewart Street, Creve Coeur, IL 61610. WHOI-TV is an Equal Opportunity Employer.

WHOI-TV, Peoria, the ABC affiliate in the Heart of Illinois has an immediate opening for a full-time weekend meteorologist. One year experience required. Rush resume and tape to Pat Livingston, WHOI-TV, 500 North Stewart, Creve Coeur, IL 61610. WHOI-TV is an Equal Opportunity Employer.

Sunrise Producer/Anchor. Dominant midwest group owned station seeks energetic and creative person to produce and co-anchor the leading morning program. Excellent experience for individuals on prime co-anchor tracks. Station has excellent record preparing people for advancement. Send tape and resume to Les Sachs, News Director, WGEM TV, 513 Hampshire, Quincy, IL 62301. No phone calls please. EOE M/F.

Producer/Reporter. Dominant midwest group owned station seeks producer for the Mon. - Fri. morning program and general assignment reporter. Applicants should have some experience producing TV news and solid reporting credentials. Excellent growth opportunity. Send tape and resume to Les Sachs, News Director, WGEM TV, 513 Hampshire, Quincy, IL 62301. No phone calls please. EOE M/F.

Photographer: N.P.P.A. oriented team player wanted to join award winning staff. Minimum 2 years experience in day to day deadline E.N.G. Frequent travel in the nation's largest geographical market. Individual Beta gear. Good medical/dental and 401k plans. Send non-returnable Beta SP or 3/4" tape to Barry Johnson, Chief Photographer, KTUU-TV, 701 E. Tudor Road, Suite 220, Anchorage, AK 99503-7488. EOE.

News Producer: WHOA-TV, a Media General station, has an opening for a News Producer for the 5 and 6 PM newscasts. Must have working knowledge of TV news, be able to write news copy, have editing skills, clear editorial judgement and understand the importance of deadlines. Degree in journalism and/or 2 years of TV broadcasting experience required. Resumes to Human Resources, 3251 Harrison Road, Montgomery, AL 36109. Deadline 1/8/98. EOE M/F, drug test required.

FOX News in the Fort Myers/Naples market seeks a Troubleshooter, and a Videographer. Reporter must be FOXIFIED with two years experience and videographers must have one year shooting and editing experience. College degree preferred. Send resume and non-returnable tape to Mark Pierce, Station Manager, 621 SW Pine Island Road, Cape Coral, FL 33991. We are an Equal Opportunity Employer.

Television Presenter. CNN International, the world's leading television news broadcaster, has an opening for an on-air presenter/anchor to host innovative new weekly popular music news program. Qualified applicants will have on-air experience (particularly in entertainment news), solid knowledge of the popular music world, strong writing ability. Experience in the music television industry preferred. An exceptional opportunity with global exposure. Please submit a letter of application and resume/show reel to: Rena Golden, CNN International, 1 CNN Center, Atlanta, GA 30348.

Reporter (with potential anchoring) - Experience is a must. Looking for a reporter who isn't afraid to ask tough questions and pursue difficult stories. Must be able to write clearly and edit. Send letter, resume and non-returnable tape to Veronica Bilbo, EEO Officer, KPLC-TV, PO Box 1490, Lake Charles, LA 70602. EOE.

News Anchor/Reporter, Midwestern NBC affiliate seeks person with at least one year of anchor or other live experience. Producing and strong writing skills a must. As a reporter, must possess strong story-telling ability and be able to enterprise. Send tape, resume and references to Carson Walker, News Director, KDLT-TV, 3600 S. Westport Avenue, Sioux Falls, SD 57106. No phone calls, please. M/F, EOE.

Producer - KTVH, The Gannett owned affiliate in Little Rock, Arkansas, is looking for a motivated, professional storyteller. Successful candidate will have a positive attitude, a willingness to contribute story ideas and the ability to capture and retain viewers. This is a weekend position with weekday associate producing, field producing and special project duties. If you want to be part of a hard-working and enthusiastic news team, send your resume, show tape (VHS) and scripts to: Mark Raines, Executive Producer, KTHV-TV, 720 Izard Street, Little Rock, AR 72201. This position will be filled immediately.

News Reporters, Anchors, and Producers needed for Anchorage's fastest growing news department. Report and shoot with the state of the art equipment at premium salary. If you can achieve excellence, we want to hear from you. At least one year commercial television exp required. No phone calls please. EOE Send resumes and non-returnable tapes to: News Director, KTVA-11, 1007 32nd Avenue, Anchorage, Alaska 99503.

Managing Editor-WTVF. #1 station in Nashville looking for a highly motivated person, who can develop reporters into a highly skilled, hard-charging, fire-eating, news team. M.E. will also supervise assignment editors. Five years experience as a news reporter and a college degree required. If you have great story ideas, are a terrific writer, and hate to lose, this is your job! Send a non-returnable tape and resume/news philosophy by January 30, 1998 to News Director, NewsChannel 5, 474 James Robertson Parkway, Nashville, TN 37219.

10 pm Co-Anchor. Dominant midwest group owned station seeks innovative energetic person to co-anchor 10 pm news. Current anchor jumping 120 markets. Must have previous weekend or spot anchoring experience. Send tape and resume to Les Sachs, News Director, WGEM TV, 513 Hampshire, Quincy, IL 62301. No phone calls please. EOE. M/F.

WANT TO RESPOND TO A BROADCASTING & CABLE BLIND BOX ?

Send resume/tape to:

Box _____,

245 West 17th St.,

New York, New York 10011

NewsWriter/Producer Trainee: WTVD NewsChannel 11, the ABC-owned station in the Raleigh-Durham-Fayetteville market, seeks qualified applicants for its Management Training Program. The purpose of the program is to seek out individuals who have demonstrated, through previous work experience, that they have the aptitude, the knowledge, and the ambition to be a local television news producer. Candidates should have the potential and the interest in assuming a management position in a local television news department. The trainee is supervised by news managers and will have various assignments within the news department including research, assignment desk work, story and event planning, and news writing. College degree in broadcast or print journalism and a minimum of 2 years prior experience in the broadcast industry required. This is a 12 to 18 month program. Send resume to Monica Barnes, Community Affairs Director, Newschannel 11, ABC, PO Box 2009, Durham, NC 27702. EOE. No phone calls.

Anchor/Reporter: WHOA-TV, a Media General Station, is in need of an anchor for our two nightly newscast. 1-2 years on-air experience in a commercial TV newsroom, should be comfortable & competent on set and have the ability to report on medical & health related issues. Prior producing experience helpful. Tapes and resumes to Human Resources, WHOA-TV, 3251 Harrison Road, Montgomery, AL 36109. Deadline 1/15/98. EOE M/F, drug test required.

HELP WANTED PROMOTION

PROMOTION PRODUCER

Chicago's #1 television station needs a Promotion Writer/Producer with 3 - 5 years experience in image, news and programming promotion. Must have strong writing skills with a creative edge that attracts attention. Non-linear editing and film experience preferred.

WLS-TV is an equal opportunity employer. Experienced applicants send resumé and tape to:

WLS-TV
Crystal Androvett
Creative Services Director
190 N. State Street
Chicago, IL 60601



Promotion Writer/Producer. We need a rising star to sell our stories to the heartland. We're looking for a self-motivated marketer with strong writing and editing skills to produce our daily news topicals and some series and image promos. A related degree from a four-year college is required, and AVID or other non-linear experience is a plus. If you can tease, we need to talk. Send your resume and non-returnable 1/2" or 3/4" tape to Dan Steele, Operations and Program Manager, WPSD-TV, PO Box 1197, Paducah, KY 42002-1197. M/F, EOE, ADA.

FAX CLASSIFIED ADS TO
212-206-8327

Assignment Editors. WTVJ, NBC's owned and operated South Florida broadcast station, is searching for a seasoned Assignment Desk Editor who not only lives and breathes live news but who can listen to three scanner conversations at once while still talking to the police about a story on the phone. Station also seeks a Planning Assignment Editor who will be planning day-to-day coverage of news stories and big event planning. Both positions require prior desk experience, solid computer skills, and availability to work flexible hours, including weekends. Enjoy terrific benefits and unlimited growth opportunities. Send a cover letter and resume which describes your experience to Employee Relations, WTVJ/NBC 6, 316 North Miami Avenue, Miami, FL 33128. WTVJ/NBC 6 is an Equal Opportunity Employer.

KSTP TV is looking for reporters who want to break the stories and not just follow them. *General Assignment Reporter, Job #207-97; General Assignment Reporter/Weekend Anchor, Job #208-97.* Applicants should have a minimum of 3 years prior TV news experience. Should be prepared to handle a variety of news reporting assignments, including but not limited to, live appearances on the news set and at remote locations. Good writing skills and knowledge of production values a must. Submit resumes and non-returnable tapes to: KSTP TV, Human Resources, 3415 University Avenue, St. Paul, MN 55114. No telephone calls please. EOE.

Promotion Director: KCWB-TV Kansas City's WB affiliate has an immediate opening for a promotion director. This is an outstanding opportunity for a promotion director with 2 to 3 years experience or for a number two with similar experience looking to move up. Strong creative and marketing skills are a must, as well as the ability to manage people, time, resources and budgets. Strong writing skills required and non-linear editing experience a plus. Ideal candidate is also able to produce outstanding promotional events and contests. KCWB-TV is a part of Hearst-Argyle Television, one of the country's leading broadcast groups. If you're looking for recognition, support, appreciation and advancement for the work you do send a non-returnable tape and resume to Creative Services, KMBC-TV, 1049 Central Street, Kansas City, MO 64105. Hearst-Argyle Television, Inc. is an Equal Opportunity Employer.

Promotion Director: Responsible for internal and external promotional activities of TV station. Interacts with public service organizations to ensure promotion opportunities on the station by assisting in the production of such ads. A degree in Marketing or closely related field preferred. Must write, shoot and edit effective TV commercials. Resume and tape to: EEO Officer, KJCT-TV, 8 Foresight Circle, Grand Junction, CO 81505. EEO

Marketing and Promotion Manager. KOKI FOX 23 and KTFO UPN 41 immediate opening. Ability to produce ratings with track record required. Media planning, promotion planning, image development, public relations and team management experience required. Strong sales promotion track record a must. Ability to produce, write, edit cutting edge promos with above average tape to prove it will close job! Graphics and print abilities a plus! KOKI/KTFO is an Equal Opportunity Employer. Send resume and tape immediately to KOKI, 5416 S. Yale, Suite 500, Tulsa, OK 74135, Attn: JR Armstrong.

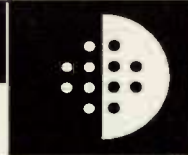
Manager of On-Air Promotions: Position currently available at Tribune-owned Miami/Ft. Lauderdale WB affiliate. Do you possess brilliant writing and exceptional organizational skills? Do you know great promotion inside and out? If you have a minimum of 3 years broadcast promotion experience, send your resume, reel and salary requirements to WDZL, Attn: Creative Services Dept., 2055 Lee Street, Hollywood, FL 33020. No phone calls please. A Tribune Broadcasting Station. EOE.

Broadcast Designer: WPTV the #1 NBC Station in beautiful West Palm Beach is seeking a talented, hard-working individual with a passion for design to work closely with news and promotion. Exciting opportunity to get in on the ground floor of a new facility being built. Current toys include: Quantel Harriet, 2 Power Macs w/After Effects. Plus a Quantel Bravo on the way. Send non-returnable tape and resume to: Darrin Shaw, Design Director, 622 North Flagler Dr., West Palm Beach, Florida, 33401. No Phone Calls Please! An Equal Opportunity Employer.

KSAT 12 has an immediate opening for a Promotion Producer. We're a Post-Newsweek Station, San Antonio's #1 and the ABC affiliate. We're looking for an experienced person who's ready to join a hard-working, fun loving team. AVID experience and ability to shoot are a plus. If you're full of fresh ideas for news topicals, news series and news and station image spots with attitude we want to hear from you. We offer the freedom and tools to try new things and we have great benefits. Send a resume and non-returnable tape to Steve Wegner, KSAT-TV, PO Box 2478, San Antonio, TX 78298. *No phone calls please.* Any job offer contingent upon successful completion of pre-employment physical including drug screen; verification of references and education. EOE/M-F/DV/ADA.

Assistant Director of Creative Services. KTRK-TV, an ABC owned station, has an opening for a seasoned pro who has seen and done it all. This is an exceptional opportunity for someone who has paid their dues and can step right in and oversee the day-to-day promo operations in a competitive major market. The ideal candidate understands marketing principles, is familiar with all forms of advertising, has well-honed writing and production skills, and can handle anything thrown at them and keep their cool. We offer the benefits of a great company, a great station and a great city. Metered market experience preferred, prior experience as a supervisor a plus. Send tape and resume to: Tom Ash, Creative Services Director, KTRK-TV, 3310 Bissonnet, Houston, TX 77005. Equal Opportunity Employer M/F/V/D

HELP WANTED ADMINISTRATION



Reuters is information.

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offices around the

world, more than

15,000 employees

work together to

collect, edit and

distribute information

to 217 cities.

LIBRARIAN

Reuters News and Television, the world's largest international news agency, has an outstanding opportunity in its Washington, DC facility for a Librarian to manage the daily logging and archiving of news video. Key responsibilities will include researching archives for bureaus and commercial clients, compiling tapes and coordinating billing functions with the Finance Department.

To qualify, you must have a minimum of 3 years of video/film library experience and solid Beta SP editing skills. Working knowledge of MS Office and LotusNotes is also essential. A degree in communications or library science preferred.

Reuters offers a competitive compensation and benefits package. For consideration, forward your resume to: Dept RTV, Reuters News & Television, 1333 H Street NW, Washington, DC 20005. FAX (202) 371-0437. Reuters is an equal opportunity employer committed to workforce diversity. M/F/D/V.

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 The Business of Information

HELP WANTED FINANCIAL & ACCOUNTING

Business Manager. FOX 49 KPDX-TV in Portland, OR, seeks Business Manager to direct the activities of the accounting department including accounting, personnel, salary administration and EEO compliance, employee benefits, and credit and collections. Minimum qualifications include a four year degree in accounting/business administration or equivalent work experience. CPA preferred. Must have proficient working knowledge of GAAP, internal controls, accounting theory and accounting systems. Oracle experience helpful. FOX 49, a subsidiary of Meredith Corporation, is an Equal Opportunity Employer. Obtain the required employment application by calling 503-239-4949. Submit application in person or by mail no later than January 16, 1998 to KPDX-TV, 910 NE Martin Luther King, Jr. Blvd, Portland, OR 97232.

WWSB-TV, The ABC Affiliate in Sarasota, Florida, is looking for a seasoned business manager who will be responsible for all financial functions, and management of accounting personnel. Qualified candidate will have 3-5 years experience in Broadcasting or related field and a degree in Accounting. Fax a cover letter, resume, salary history and requirements to J. Manuel Calvo (941)924-3971. EOE, Minorities Encouraged To Apply.

HELP WANTED PROGRAMMING

International Broadcaster looking to fill executive position: StoryFirst Senior Vice President of Programming. Executive to oversee all programming and production for two company-owned general entertainment networks, in Russia and Ukraine, plus O&O program issues. Seeking the consummate pro capable of overseeing program acquisitions, scheduling, original productions, inventory control. Five years minimum experience as program or production executive at a network, cable network or major market TV station. Executive profile: Excellent distributor relationships, proficient at Word and Excel, excellent written and communication skills and four-year college degree. Willing to travel. Location either London or Moscow. Send resumes to 12 Hamilton Close, London, England NW8 8QY.

Advertise your classified ad on B&C's Website.

Contact
 Antoinette Pellegrino
 for info ...

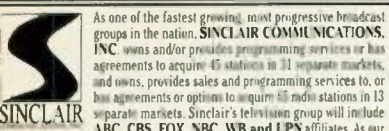
ph: 212-337-7073

or

e-mail:

apellegrino@b&c.cahners.com

HELP WANTED MISCELLANEOUS



As one of the fastest growing, most progressive broadcast groups in the nation, SINCLAIR COMMUNICATIONS, INC. owns and/or provides programming services or has agreements to acquire 45 stations in 31 separate markets, and owns, provides sales and programming services to, or has agreements or options to acquire 60 radio stations in 13 separate markets. Sinclair's television group will include ABC, CBS, FOX, NBC, WB and UPN affiliates. As our phenomenal growth continues, we seek the one element which gives us the edge on the competition and the power to stay on top: the best people in the business. If you are a motivated team player with a successful track record, an opportunity may await you at Sinclair.

- Baltimore WBFF-TV/WNUV-TV FOX/UPN Promotion Manager**
Seeking a creative individual to develop fresh, innovative, energetic station promotions for two top market affiliates, organize event promotions, create dynamic image campaigns, effective news promos and aggressive sales presentations. BC #42
- Birmingham WTTO-TV/WABM-TV WB 21/UPN 68 National Sales Manager & General Sales Manager (2 Positions)**
An outstanding opportunity for proven, aggressive and dedicated sales leaders. NSM or rep background w/knowledge of TVScan and Scarborough a must. This is the position for people oriented sales professionals w/a vision for the future. Send resume and references. BC#43 & #44
- San Antonio KABB-TV FOX 29 News Photographer**
FOX affiliate in beautiful San Antonio, Texas is seeking a strong and creative news photographer/editor. Must have at least 2 years exp. in news photography. Live truck experience a plus. If you've got the eye, we want to hear from you now. Send resume and non-returnable VHS tape. BC #45
- San Antonio KABB-TV/KRRT-TV FOX/UPN**
Seeks highly motivated experienced sales professionals to develop base of accounts for two dynamic television stations in exciting San Antonio, Texas. Send resume. BC #46
- Indianapolis WTTV-TV UPN Chief Engineer**
WTTV is looking for a Chief Engineer who is a self-starter and a team player. Successful candidate will oversee all technical operations of the station and transmitter sites and lead WTTV-4 into the next century of digital TV. Chief Engineer reports directly to the General Manager and will oversee all engineering and master control functions. Responsibilities include supervision of a technical staff, operation and maintenance of plant, broadcast technical equipment, RF and microwave equipment, computers and telephone systems, and the planning and implementation of capital improvements. BC #47
- Norfolk WTVZ-TV FOX General Sales Manager/Local Sales Manager**
Seeking strong individual to lead our aggressive sales effort. Candidates must have a track record of outperforming the competition and developing quality sales executives. Experience should include the management of revenue/expense budgets, forecasting inventory management and thinking outside the box. Knowledge of Columbine, TVScan, CRM and Excel a plus. BC #48
- Norfolk WTVZ-TV FOX Master Control Operator**
Immediate opening for a FT Master Control Operator. Minimum 2 years exp. in broadcast television or radio preferred. FCC Restricted Radiotelephone Operator Permit required for employment. Experience w/audio/video tape recording equipment, switchers, TV waveform monitors, satellite receiving control systems and broadcast logs. Computer experience desired. No calls. BC #49
- Pittsburgh WPGH-TV FOX 53 Maintenance Engineer Technician**
Repair TV equipment including transmitters. SBE Certification and/or FCC General Class License required. 5 years experience. BC #50
- Milwaukee WCGV-TV WYTV UPN/WB Promotion Producer/Writer**
Candidate must be a proven team player with a passion for conceptualizing and producing eye-catching, visually unique work. Demonstrated use of effective graphic design and production techniques is required. Familiarity with shooting a plus. Send demo tape and resume. BC #51
- Milwaukee WYTV WB Account Executive**
Must be able to handle agency business and develop new business. Strong negotiations and communication skills, thorough knowledge of ratings/research tools, and working knowledge of computers a must. BC #52
- Asheville WLOS-TV ABC On-Air Promotion Manager**
Move up to a management position while moving up to the beautiful Blue Ridge Mountains! WLOS/WBC, in the 35th market, is looking for a seasoned promotion producer to supervise the on-air efforts of our two stations. Candidate will have min. of 3 yrs. Experience producing news and entertainment spots and a college degree. Experience in independent television and knowledge of AVID editing a plus. Send a resume and samples of work. BC #53

Mail your resume in confidence immediately to:
Broadcasting & Cable, 245 W. 17th Street, NY, NY 10011, Attn: Job # _____

SBG
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Sinclair is proud to be an EQUAL OPPORTUNITY EMPLOYER and a DRUG-FREE WORKPLACE. WOMEN AND MINORITIES ARE ENCOURAGED TO APPLY

HELP WANTED PRODUCTION

WHOI-TV, Peoria, the ABC affiliate in the Heart of Illinois has an immediate opening for a full-time producer. This is a perfect opportunity for a creative individual who has great writing and communication skills. One year experience required. Send resume to Pat Livingston, WHOI-TV, 500 North Stewart Street, Creve Coeur, IL 61610. WHOI-TV is an Equal Opportunity Employer.

WFLD, FOX O&O TV station in Chicago is looking for an *Operations Manager*. Individual will supervise technicians, directors and stage-hands to fulfill operations requirements of Station. Will develop and implement operating procedures, produce/direct production activities such as sales/traffic promotions, community affairs, sports programs, and Station specials. Other duties as assigned. Min. 5 years broadcast staff supervision; production; directing; and broadcast equipment operation experience all essential. For immediate consideration, send resume and letter of interest to Human Resources, Attn: Marge Curtis, WFLD/FOX 32, 205 N. Michigan Avenue, Chicago, IL 60601. No phone calls, no faxes please. EOE/M/F/D/V.

Television Producer. CNN International, the world's leading television news broadcaster, has a full-time producer opening for an innovative new popular music news show. Qualified candidates will have considerable experience in overseeing all aspects of weekly television program production including directing (on-set and location), scripting, supervising off and on-line editing, primary supervision of a small production team. Experience in the music television industry preferred. An exceptional opportunity for a creative producer. Please submit letter of application and resume/show reel to: Tim Lister, CNN International, 1 CNN Center, Atlanta, GA 30348.

Producer: WYFF-TV, the Pulitzer NBC station in Greenville, is searching for an aggressive, high-energy *Producer* who understands pacing, graphics, teasing, live and demographics. One year of experience and college degree required. Tapes/resumes to Human Resources Manager, WYFF-TV, 505 Rutherford Street, Greenville, SC 29609. EOE.

ENG Personnel For A Major Broadcast Facility in NYC. ENG field operations with camera (and microwave) experience, video tape editors, and ENG maintenance, employment would commence fall/winter 1997. Out-of-town applicants accepted for these positions will be reimbursed for airfare, hotel and per diem expenses. Send resumes to: Media Management Services, Suite 345, 847A Second Avenue, New York, NY 10017 or fax to 212-338-0360. This employment would occur in the event of a work stoppage, and would be of a temporary nature to replace striking personnel. This is not an ad for permanent employment. An Equal Opportunity Employer.

Broadcast Personnel Needed. ENG Field Operations with Camera and Microwave experience. Videotape Editors, Studio Operators, and Maintenance. For the Midwest. Would commence fall/winter 1997. Out-of-town applicants accepted for these positions will be reimbursed for airfare, hotel, and per diem expenses. Send resumes to: MMS, Suite 345, 847A Second Avenue, New York, NY 10017 or fax: 212-338-0360. This employment would occur in the event of a work stoppage and would be of a temporary nature to replace striking personnel. This is not an ad for permanent employment. An Equal Opportunity Employer.

Broadcast Personnel. Technical Directors (GVG 300 Switcher with Kaleidoscope), Audio (mixing for live studio and news broadcasts), Studio Camerapersons (studio productions and news broadcasts), Chyron Operators (Infinit), Still Store Operators, Tape Operators (Beta), Maintenance (plant systems experience - distribution and patching), Lighting Director Engineer. Employment would commence fall/winter 1997. Out of town applicants accepted for these positions will be reimbursed for airfare, hotel, and per diem expenses. Send resumes to: MMS, Suite 345, 847A Second Avenue, New York, NY 10017 or fax 212-338-0360. This employment would occur in the event of a work stoppage and would be of a temporary nature to replace striking personnel. This is not an ad for permanent employment. An Equal Opportunity Employer.

A people person with great management and personnel editing/shooting skills needed for Production Manager position at Florida production company. Show us your VHS reel with spots/long form and reference. Reply to Box 01298 EOE.

SITUATIONS WANTED NEWS

German TV-Journalist, 43, long/well-experienced (news, live-on-air, documentaries, education/training of young journalists at university, public relations, several freelancer-jobs in the States), seeks a position for several years in the U.S.A. or for an US-station in Europe. Use my knowledge for new programs! Call or write: Ralph Durchleuchter, Germany-211-674486 or Email: 104125.221@compuserve.com I am in NYC in April.

Black female, great looks, excellent writer currently radio anchor/reporter Top 30 market seeks entry level reporting position in small market television newsroom. Call 716-633-4720.

Award winning sports anchor seeks job in Top 50. Available immediately. Barry Hiatt 615-666-4395.

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(212) 206-8063

TV RESUME TAPES

Career Videos prepares your personalized demo. Unique format, excellent rates, coaching, job search assistance, free stock. Great track record. 847-272-2917.

CABLE

HELP WANTED SALES

Sales Manager - The Advertising Services Division of MediaOne, the nation's third largest cable operator, is looking for an aggressive, independent, results-oriented Sales Manager to oversee selling of advertising air time for its 130,000+ subscriber systems in Wappingers Falls and Ossining, NY. Ideal candidates will be highly motivated, success driven, and demonstrate exceptional business skills and dedication.

Responsibilities for this challenging role include managing Account Executives and other sales staff to attain sales area revenue and expense goals; recruiting and training Account Executives; creating sales packages and promotions; and coordinating with other departments to maximize sales and production.

Prior cable advertising sales management experience required. Strong team building, coaching, organizational and communication skills a must. The ability to lead a team of both experienced and new Account Executives is also essential.

Compensation package includes base plus commission as well as excellent benefits including medical, dental, vision, life, short term disability, a 401(k) plan with company match, and stock option grant.

Please forward resume and cover letter to: Paul Saltin, Regional Advertising Director, MediaOne, P.O. Box 889, Wappingers Falls, NY 12590 or fax to: (914) 297-8824. EOE.



GENERAL SALES MANAGER

Cox Communication's CableRep San Diego is looking for a General Sales Manager to manage the total activity and function of producing revenue for the sale of all cable advertising on a variety of revenue producing vehicles. The ideal candidate is responsible for the attainment of the budget, displaying entrepreneurial skills in creating new revenue opportunities, and developing a strategic plan to guide the sales department towards its targeted goals.

Qualifications include: Bachelor's degree or equivalent work experience; 3-5 years' prior sales management experience, preferably in cable, broadcast or radio sales; 3-5 years' media sales experience; strong mathematical, analytical, presentation, selling and verbal/written communication skills. Knowledge of the local media/client environment is a strong advantage. Knowledge of Excel, Windows and media software required.

Cox Communications offers a very competitive salary and benefit package and we are a non-smoking, drug-free company. No phone calls. To apply, please send your resume with salary requirements to Cox Communications, Human Resources-L.K. 5159 Federal Blvd., San Diego, CA 92105-5486 or e-mail resume (ASCII) to jobs.sd@cox.com. We are pleased to support a diverse workforce.

COX COMMUNICATIONS
jobs.sd@cox.com

HELP WANTED TECHNICAL

Superintendent of CableTV and Digital Services: Municipal Cable System with 10,000+ analog subscribers, is currently overbuilding to a new hybrid fiber-coax system. Currently evaluating strategic alliances with digital satellite, internet and telco providers to expand and consolidate these services into our franchise. A key technical management position exists for the right individual who can provide leadership to the existing supervisory staff in this transition. Responsibilities require abilities in the named technologies, as well as promotion and contract administration, studio management, etc. under the direction of the General Manager. Qualifications: BS in Electronics or Electrical or other degrees in closely related fields, with strong technical and administrative experience preferred. This is a rewarding career opportunity or unique interdisciplinary stepping stone to advancement to a larger enterprise. Send letter of application, resume and phone numbers to three references to: Thomas M. Daly, General Manager, City of Wyandotte, Department of Municipal Service, 3005 - Biddle Ave., Wyandotte, Michigan, 48192. Fax to (313) 282-5822. Application deadline February 16, 1998. Residency Requirement.

HELP WANTED RESEARCH

TNN THE NASHVILLE NETWORK
RESEARCH MANAGER

TNN The Nashville Network, part of the CBS Cable Networks, has an immediate opportunity for a Research professional. Selected candidate will gather and analyze data from multiple sources as well as design, develop and present special projects.

Qualified candidates will have a Bachelor's degree or equivalent experience in computer science with at least three years relevant experience. Candidate must have a thorough understanding of statistical analysis and methodologies involved in acquiring, manipulating, and presenting data in a meaningful way. Must have a thorough working knowledge of personal computer and multiple database and spreadsheet applications.

Qualified candidates send, fax or e-mail resume with cover letter including salary history to: TNN HR, ATTN:PSBC, 2806 Opryland Drive, Nashville, TN 37214, fax: 615-457-9660, e-mail: mrslater@country.com.
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COLOR

JUST CALL:
Antoinette Pellegrino
TEL: 212-337-7073
or
Sandra Frey
TEL: 212-337-6941

APELLEGRINO@B&C.CAHNERS.COM
S.FREY@B&C.CAHNERS.COM

HELP WANTED FINANCIAL & ACCOUNTING

MANAGER, PROGRAMMING & PRODUCTION ACCOUNTING

A&E Television Networks is currently offering an exciting opportunity for an experienced Manager, Programming & Production Accounting. The individual will oversee the financial reporting and monitoring for A&E Productions including original made for TV Movies, programming and related rights.

Requirements include 5-7 years experience in production accounting in either TV, cable and/or movie studio. Additional requirements include a Bachelors degree in Business/Finance/Accounting and/or equivalent experience. The preferred candidate will possess a MBA or advanced degree. Individual must have a strong knowledge of Word, advanced Excel and General Ledger experience required. The candidate must demonstrate strong communications & organizational skills as well as attention to detail.

For immediate consideration, please forward your resume with salary requirements to:

Attn: Human Resources/Dept. MPPA
235 East 45th Street, New York, NY 10017
OR Fax to (212) 907-9402
NO PHONE CALLS PLEASE. EOE.



ALLIED FIELDS

HELP WANTED INSTRUCTION

University of Nebraska at Kearney

LECTURER VIDEO PRODUCTION

(One year appointment - Renewable contract). Teach courses in video production, scriptwriting, and introduction to mass communications; advisor to student cable television operation.

Required: Master's degree plus professional television experience.

Starting date August, 1998. Salary and benefits are competitive.

Application deadline February 9, 1998. Send letter of application; vita; names and telephone numbers of three references; three letters of recommendation; and three recent production samples to: Mr. Roy Hyatte, 102C Mitchell Center, UNK, Kearney, NE 68849. (308)865-8249. <http://www.unk.edu/>

The University of Nebraska at Kearney is an affirmative action/equal opportunity institution.

Faculty: The University of South Florida School of Mass Communications invites applications for a full-time non-tenure-earning instructor position in telecommunications. This is a nine-month position starting August 1998 contingent upon funding. Responsibilities include teaching undergraduate courses in television studio production and direction, electronic field production and a secondary area of mass communications; advising students; and service. Minimum qualifications include an appropriate master's degree granted by June 1998; significant, recent professional experience in television production; background in a secondary area in mass communications; and evidence of, or potential for, excellence in teaching and service. The application deadline is February 15, 1998. Send a letter that describes academic and professional credentials, a resume, and the names of three references to Telecommunications Search Committee, School of Mass Communications, USF, CIS 1040, 4202 E. Fowler Ave., Tampa, Florida, 33620. USF is an Equal Opportunity/Affirmative Action/Equal Access institution. For disability accommodations, contact Dr. E. J. Friedlander at 813-974-2591 a minimum of five work days in advance. Florida law provides that applications, and meetings regarding them, are open to the public.

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LEGAL NOTICE

CABLE TV ASSETS FOR SALE BY RECEIVER

The Receiver of the assets of Rigel CSSF Joint Venture ("Rigel CSSF") appointed pursuant to the Order of the United State District Court for The District of Massachusetts ("Court") dated March 18, 1997, is offering for sale certain real property located in Port St. Joe, Florida and assets used or useful in cable television systems serving residents in the Georgia counties of Applying (City of Surrency), Brantley (City of Hoboken), Bullock (Port), Burke (Midville and City of Sardis), Chatham (Port Wentworth), Effingham (City of Guyton), Glascock (City of Gibson), Jefferson (City of Stapleton, Lee (City of Smithville), Sumter (City of Leslie and City Plains and Cobb/Lake Blackshear/Desoto), and the Florida County of Gulf (Port St. Joe).

The Receiver has entered into an Asset Purchase Agreement ("Agreement") dated September 17, 1997, subject to approval of the Court, to sell substantially all of the assets of Rigel CSSF for a cash purchase price of \$2,800,000. The Receiver will entertain higher or better offers equal to or greater than \$2,850,000. Interested purchasers should submit higher or better offers to the Receiver in writing by 5:00 p.m. on or before January 29, 1998. Parties submitting higher or better offers will be required to deposit with the Receiver \$200,000 in certified funds as a refundable deposit towards the purchase price and provide satisfactory evidence of the ability to pay in cash the balance of any offer to purchased the assets. Parties submitting higher or better offers will be required to appear at a hearing to be held on February 5, 1998 AT 4:00 p.m. at the United State District Court, John W. McCormack Building, U.S. Post Office and Courthouse, Boston, Massachusetts.

The assets offered by the Receiver consist of the following (1) real property: the real property located at 503 Third Street, Port St. Joe, Florida, consisting of an office building and real property identified as Lot 1, Block 11 and Lot 3, Block 11 of the City of Port St. Joe, Florida, according to the official map thereof on file in the Office of the Clerk of Circuit Court, Gulf County, Florida and headend receiving site location on Niles Road in Port St. Joe, Florida; and (2) personal property: Satellite dishes, earth stations, towers, power supplies, descramblers, modulators, scramblers, antennas, equipment rack, taps, line splitters, receivers, coaxial cable, amplifiers, and other equipment necessary for providing cable television services, customer lists, headended leases, Crossing Agreements, Pole Attachment Agreements and copies of all records including billing and other databases.

For more information, prospective purchasers should immediately contact:

Robert J. Maccini, Receiver
Media Services Group, Inc.
170 Westminster Street, Suite 701
Providence, RI 02903
Telephone: 401-454-3130; Fax: 401-454-3131

For the Record

<http://www.broadcastingcable.com>

"For the Record" compiles applications filed with and actions taken by the FCC. Applications and actions are listed by state; the date the application was filed or the action was taken, when available, appears in *italic*.

Abbreviations: AOL—assignment of license; ant.—antenna; ch.—channel; CP—construction permit; D.I.P.—debtor in possession; ERP—effective radiated power; khz—kilohertz; km—kilometers; kw—kilowatts; m—meters; mhz—megahertz; mi—miles; TL—transmitter location; TOC—transfer of control; w—watts. One meter equals 3.28 feet.

OWNERSHIP CHANGES

Filed
Huntsville, Ala. (BTCCT-971128JD)—Rocket City Television Inc. for WAAY-TV: involuntary TOC from Elizabeth Kirby J. Smith to M.D. Smith IV and Anith Smith Johnson, executors of the estate of Elizabeth Kirby J. Smith. *Dec. 30*
Cameron, Tex. (BTC-971211ED)—Milam Broadcasting Co. for KMIL(AM): involuntary TOC from Eugene Smitherman, deceased, to estate of Eugene Smitherman. *Dec. 30*

NEW STATIONS

Dismissed
Vernal, Utah (BPET-970331LP)—Kaleidoscope Foundation Inc. for noncommercial TV at ch. 6, 1 kw, ant. 178 m., Asphalt Ridge, 6 km SW of Vernal. *Dec. 19*
Filed
Selma, Ala. (BPED-971211MA)—Broadcasting for the Challenged Inc. (George S. Flinn Jr., 188 South Bellevue, Suite 222, Memphis, Tenn. 38104) for noncommercial FM at 89.7 mhz, 6 kw, ant. 41 m., 1.6 km NE of intersection of Hwy. 14 and County Line. *Dec. 30*
Garberville, Calif. (BPED-971211MI)—Family Stations Inc. (Harold Camping, president, 4135 Northgate Blvd., Suite One, Sacramento, Calif. 95834) for noncommercial FM at 89.1 mhz, 900 w, ant. 775 m., Pratt Mt. 8.5 km NE of Garberville. *Dec. 11*
McKinleyville, Calif. (BPED-971211MH)—Howell Mountain Broadcasting Co. (James Chase, chairman, 95 La Jota Drive, Angwin, Calif. 94508) for noncommercial FM at 89.3 mhz, 275 w, ant. 434 m., Barry Ridge, 16 KM ESE of Eureka, Calif.; owns KCDS(FM) Angwin and has applied to build a new FM in Pollock Pines, Calif. *Dec. 11*
Cuthbert, Ga. (971028ME)—Alaga Communications Corp. for FM at 100.7 mhz. *Jan. 2*
McCall, Idaho (971023MD)—Idaho Broadcasting Consortium Inc. for FM at 106.7 mhz. *Jan. 2*
White Hall, Ill. (BPED-971211MB)—Cornerstone Community Radio Inc. (Richard Van Zandt, president, 600 W. Mason Street, Springfield, Ill. 62707) for noncommercial FM at 88.3 mhz, 1 kw, ant. 75 m., on Hwy. 106 2 mi. N of White Hall; owns WLGM(FM) Springfield, WGN(FM) Ottawa and WGNJ(FM) St. Joseph, all Ill. *Dec. 11*
Michigan City, Ind. (BPED-971216MA)—American Family Assn. (P.O. Drawer 2440, Tupelo, Miss. 38803) for noncommercial FM at 88.5 mhz, 1 kw, ant. 86 m., 4266 North 525 West Road, Michigan City. *Dec. 16*
Newaygo, Mich. (BPH-971217MD)—Robert R. Moore Jr. (201 Furman Place, Lyndhurst, N.J. 07071) for FM at 92.5 mhz, 5.6 kw, ant. 103 m., 108th Street and Wisner Ave., 5.5 km NW of Grant, Mich. *Dec. 17*

Newaygo, Mich. (BPH-971217MC)—Donald James Noordyk (400 East Maple, Fremont, Mich. 49412) for FM at 92.5 mhz, 6 kw, ant. 100 m., .5 km E of intersection of Wisner Ave. and 116th St. Grant, Mich.; owns WSHN-AM-FM Fremont, Mich. *Dec. 17*
Idabel, Okla. (BPH-971210MC)—McCurtain County Community Broadcasters Inc. (Ed Fulmer, president/owner, P.O. Box 237, Idabel, Okla. 74745) for FM at 102.9 mhz, 6 kw, ant. 97 m., CRs N4649 and E2080, 5.9 km from Broken Bow, Okla. *Dec. 10*
Superior, Wis. (BPED-971211MC)—State of Wisconsin Educational Communications Board (Gary R. George, chairman, 3319 West Beltline Highway, Madison, Wis. 53713) for noncommercial FM at 88.5 mhz, 1 kw, ant. 86.7 m., 410 W 10th St. Duluth, Minn., owns five TVs, 10 FM and one AM. *Dec. 11*

BY THE NUMBERS

BROADCAST STATIONS	
Service	Total
Commercial AM	4,786
Commercial FM	5,527
Educational FM	1,914
Total Radio	12,227
VHF LPTV	557
UHF LPTV	1,474
Total LPTV	2,031
FM translators & boosters	2,867
VHF translators	2,256
UHF translators	2,721
Total Translators	7,844

Service	Total
Commercial VHF TV	558
Commercial UHF TV	639
Educational VHF TV	124
Educational UHF TV	242
Total TV	1,563

CABLE	
Total systems	11,600
Basic subscribers	64,800,000
Homes passed	93,790,000
Basic penetration*	66.1%

*Based on TV household universe of 98 million
 Sources: FCC, Nielsen, Paul Kagan Associates
 GRAPHIC BY BROADCASTING & CABLE

Datebook

JANUARY

Jan. 13—"Goal Setting: Doing It Your Way," breakfast seminar presented by the Rocky Mountain chapter of *Women in Cable & Telecommunications*. TCI Headquarters, Englewood, Colo. Contact: Amy Cuadrado, (303) 267-4349.
Jan. 14—Alfred I. duPont—Columbia University Awards and duPont Forum, presented by the *Alfred I. duPont Center for Broadcast Journalism*. Columbia University Graduate School of Journalism, New York City. Contact: Jonnet Abelas, (212) 854-5047.
Jan. 14—Fifth annual *Lebowitz & Associates* Telecommunications Seminar. Orlando, Fla. Contact: Scott Lee, (305) 530-1322.
Jan. 15-17—"Cable Sales Management School 1998," conference presented by the *Cabletelevision Advertising Bureau*. Grefele Conference Center, Orlando, Fla. Contact: Nancy Lagos, (212) 508-1229.
Jan. 16—40th *New York Festivals* International TV Programming & Promotion Awards and International Non-Broadcast Awards gala. Marriott Marquis, New York City. Contact: (914) 238-4481.
Jan. 18-21—*National Retail Federation Convention*. Jacob K. Javits Convention Center, New York City. Contact: (800) 673-4692.
Jan. 19-22—*National Association of Television Programming Executives* 35th annual program conference and exhibition. Ernest Morial Convention Center, New Orleans. Contact: (310) 453-4440.
Jan. 19-22—25th annual *Association of Local Television Stations* convention. Ernest Morial Convention Center, New Orleans. Contact: Angela Giroux, (202) 887-1970.
Jan. 23—40th *New York Festivals* International TV & Cinema Advertising Awards gala. Marriott Marquis, New York City. Contact: (914) 238-4481.
Jan. 26—*Nebraska Broadcasters Association* state legislative reception. Cornhusker Hotel, Lincoln, Neb. Contact: Dick Palmquist, (402) 333-3034.
Jan. 26-29—*Electromagnetic Energy Association* Short Course on Management of Electromagnetic Energy Issues: Relevant Strategies. The Fairmount Hotel, San Antonio, Tex. Contact: (202) 452-1070.
Jan. 27—*Federal Communications Bar Association* luncheon featuring Rep. Billy Tauzin. Capital Hilton Hotel, Washington. Contact: Paula Friedman, (202) 736-8640.
Jan. 28-30—"Building the Digital Platform," 10th annual *Society of Cable Telecommunications Engineers* Conference on Emerging Technologies. San Antonio Convention Center, San Antonio, Tex. Contact: (610) 363-6888.
Jan. 29—New York Achievement in Radio Awards recognizing excellence in New York—area radio, presented by *The March of Dimes*. The Supper Club, New York City. Contact: Brendan Hurley, (914) 997-4588.
Jan. 29-31—*Eckstein, Summers & Company* annual conference on new business development for the television industry. Don CeSar Beach Resort, St. Pete Beach, Fla. Contact: Roland Eckstein, (732) 530-1596.
Jan. 30—Tampa Achievement in Radio Awards recognizing excellence in Tampa-area radio, presented by *The March of Dimes*. Ramada Inn Airport, Tampa, Fla. Contact: Betsy Herman, (813) 287-2600.
Jan. 31-Feb. 3—55th annual *National Religious Broadcasters* convention and exposition. Sheraton Washington, Washington. Contact: (703) 330-7000.

FEBRUARY

Feb. 2-4—"Profiting from Research Today," 15th

annual *CTAM* research conference. San Antonio Marriott Rivercenter, San Antonio, Tex. Contact: (703) 549-4200.
Feb. 3-4—"The Five Burning Questions," DBS conference presented by *The Carmel Group*. Sheraton Gateway Hotel, Los Angeles. Contact: Françoise McAvinchey, (408) 626-6222.
Feb. 3-4—52nd annual Georgia Radio-TV Institute, presented by the *Georgia Association of Broadcasters*. University of Georgia, Athens, Ga. Contact: (770) 395-7200.
Feb. 3-4—*Arizona Cable Telecommunications Association* annual meeting. Airport Hilton Hotel, Phoenix. Contact: (602) 955-4122.
Feb. 5-7—32nd annual *Society of Motion Picture and Television Engineers* Advanced Motion Imaging Conference. Sheraton Centre Hotel, Toronto. Contact: John Izzo, (914) 761-1100.
Feb. 5-8—18th annual *Radio Advertising Bureau* Marketing Leadership Conference. Wyndham Anatole Hotel, Dallas. Contact: Dana Honor, (800) 722-7355.
Feb. 8-10—*North American National Broadcasters Association* annual general meeting. DIRECTV Bldg., Los Angeles. Contact: (416) 205-8533.
Feb. 11-13—"Issues and Arguments in the World of Media," fifth annual *American Association of Advertising Agencies* Media Conference and Trade Show. Disneyland Hotel, Anaheim, Calif. Contact: (212) 682-2500.
Feb. 13-14—*Dan O'Day's PD Grad School*. Summit Hotel Bel-Air, Los Angeles. Contact: Dan O'Day, (310) 476-8111.
Feb. 18-20—"Winning at Credit," 33rd annual *Broadcast Cable Credit Association* seminar. Tropicana, Las Vegas. Contact: Mary Teister, (847) 296-0200.
Feb. 18-22—*International Radio & Television Society Foundation* 1998 Faculty/Industry Seminar. Marriott East Side, New York City. Contact: Marilyn Ellis, (212) 867-6650.
Feb. 20—*International Radio & Television Society Foundation* newsmaker luncheon. Waldorf-Astoria, New York City. Contact: Marilyn Ellis, (212) 867-6650.
Feb. 24-25—Great Lakes Broadcasting Conference and Expo, presented by the *Michigan Association of Broadcasters*. Lansing Center, Lansing, Mich. Contact: (800) 968-7622.
Feb. 25-27—Texas Show '98, conference and exhibition presented by the *Texas Cable & Telecommunications Association*. San Antonio Convention Center, San Antonio. Contact: (512) 474-2082.
Feb. 25-28—29th *Country Radio Seminar*, presented by the *Country Radio Broadcasters*. Nashville Convention Center, Nashville. Contact: (615) 327-4487.
Feb. 26—*Federal Communications Bar Association* luncheon featuring Bell Atlantic Chairman Raymond Smith. Capital Hilton Hotel, Washington. Contact: Paula Friedman, (202) 736-8640.
Feb. 28-March 3—*Small Cable Business Association* annual National Cable Conference. Washington Court Hotel, Washington. Contact: (510) 462-2473.

MARCH

March 5—*Cabletelevision Advertising Bureau*. Cable Advertising Conference. Marriott Marquis Cable, New York. Contact: Nancy Lagos, (212) 508-1229.
March 5—*International Radio & Television Society Foundation* newsmaker luncheon. Waldorf-Astoria, New York City. Contact: Marilyn Ellis, (212) 867-6650.
March 5—*Federal Communications Bar Association* reception in honor of the FCC Commissioners.

Grand Hyatt Hotel, Washington. Contact: Paula Friedman, (202) 736-8640.
March 6-8—57th annual *Intercollegiate Broadcasting System* conference. Hotel Pennsylvania, New York City. Contact: Fritz Kass, (914) 565-0003.
March 9-13—Second *World Summit on Television for Children*. Queen Elizabeth II Centre, London. Contact: +44 (0)181 576 4444.
March 10-12—*NIMA International* spring conference. Hyatt Regency Capitol Hill, Washington. Contact: (202) 289-6462.
March 11—*Radio Television News Directors Foundation* Annual Banquet & Celebration of the First Amendment, featuring presentation of the Len Zeidenberg Award to Mike Wallace. Renaissance Mayflower Hotel, Washington. Contact: Michelle Thibodeau, (202) 467-5206.
March 12—14th annual *National Association of Black Owned Broadcasters* Communications Awards Dinner. Sheraton Washington Hotel, Washington. Contact: (212) 897-3501.
March 17-21—*National Broadcasting Society—Alpha Epsilon Rho* annual convention. Sheraton Music City, Nashville, Tenn. Contact: Richard Gainey, (419) 772-2469.
March 18-20—*CTAM* Digital & Pay Per View Conference. Century Plaza, Los Angeles. Contact: (703) 549-4200.
March 25—*International Radio & Television Society Foundation* Gold Medal Award dinner. Waldorf-Astoria, New York City. Contact: Marilyn Ellis, (212) 867-6650.
March 26—*Federal Communications Bar Association* luncheon featuring Tribune Broadcasting President Dennis FitzSimons. Capital Hilton Hotel, Washington. Contact: Paula Friedman, (202) 736-8640.

APRIL

April 6-7—*Television Bureau of Advertising* annual marketing conference. Las Vegas Hilton, Las Vegas. Contact: (212) 486-1111.
April 6-9—*National Association of Broadcasters* annual convention. Las Vegas Convention Center, Las Vegas. Contact: (202) 429-5300.

MAY

May 3-6—Cable '98, 47th annual *National Cable Television Association* convention and exposition. Georgia World Congress Center, Atlanta. Contact: Bobbie Boyd, (202) 775-3669.
May 17-20—38th annual *Broadcast Cable Financial Management Association* conference. Hyatt Regency Hotel, New Orleans. Contact: Mary Teister, (847) 296-0200.

SEPTEMBER

Sept. 17—*BROADCASTING & CABLE* Interface XII conference. New York Grand Hyatt, New York City. Contact: Circles Special Events, (212) 213-5266.
Sept. 23-26—*Radio Television News Directors Association* international conference and exhibition. San Antonio Convention Center, San Antonio, Tex. Contact: Rick Osmani, (202) 467-5200.

OCTOBER

Oct. 28-31—*Society of Motion Picture and Television Engineers* 140th technical conference and exhibition. Pasadena Convention Center, Pasadena, Calif. Contact: (914) 761-1100.

NOVEMBER

Nov. 9—*BROADCASTING & CABLE* 1998 Hall of Fame Dinner. Marriott Marquis Hotel, New York City. Contact: Circle Special Events, (212) 213-5266.

Major Meeting dates in red
 —Compiled by Kenneth Ray
 (ken.ray@cahners.com)

BROADCAST TV



Corso

Guido Corso, VP, marketing and public relations, RAI Corp., New York, named executive VP.

Jeff Murri, general sales manager, WJBK-TV Detroit, named VP, sales.

Louis Gattozzi, GM,

WTAJ-TV Altoona, Pa., joins WJET-TV Erie, Pa., as VP/GM.

Jeff McCausland, sales manager, KRBB(FM) and KWSJ(FM) Wichita, Kan., joins KSAS-TV Wichita as local sales manager.



Calato

Tom Calato, station manager, WOFL(TV) Orlando and WOGX(TV) Ocala, both Florida, named GM.

Ian Jefferson, manager, sales, Imedia Corp., San Francisco, named director, sales, digital products.

Herbert Rossin, head of ASAP (media buying service), joins the Las Vegas Television Network, Las Vegas, as president.

Jaunita Hootman, sales consultant, KBIZ(AM)/KTWA(FM) Ottumwa, Iowa, joins KTVO(TV) Kirksville, Mo., as local sales manager.



Pircsuk

Cathy Pircsuk, station manager, WYNY-TV Carthage, N.Y., named GM.

Appointments at WFTC(TV) Minneapolis: **Tom Bourassa**, account executive, CBS Spot Sales, Chicago, joins as local sales

manager; **Lars Kapfer**, senior editor, KSTP-TV St. Paul, joins as production manager.

Suzanne McCoy, senior account executive, KPNX(TV) Phoenix/Mesa, Ariz., named regional sales manager.

PROGRAMMING



Mitchell

Matthew Mitchell, regional sales manager, multimedia programs, G.E. Capital, Stamford, Conn., joins Encore Hollywood, Hollywood, Calif., as VP, long-form television.

Bruce Redditt, VP, Sony Pictures Entertainment, Culver City, Calif., named executive VP, corporate communications and governmental relations.

Dan Stein joins Benedek Broadcasting Corp., Rockford, Ill., as director, programming and research.

Jeffrey Tuchman, documentary produc-

er/director/writer, joins BNN, New York, as senior producer, *I Witness*.



Sloan

Lea Sloan, partner/executive VP, Gordon Sloan Diaz-Balart, Miami, joins Paxson Communications, West Palm Beach, Fla., as senior VP, marketing and public relations.

Frank Chebalo,

director, engineering, broadcast group, The New York Times Co., New York, named VP, operations and engineering.

JOURNALISM

Jeff Greenfield, political and media analyst, ABC, and **Judd Rose**, correspondent, *PrimeTime Live*, ABC News, join CNN's New York bureau.

Matt Winer, sports reporter/weekend anchor, WOOD-TV Grand Rapids, Mich., joins KSDK(TV) St. Louis as sports reporter.

Appointments at WJBK-TV Detroit: **Neil Goldstein**, news director, named VP, news; **Audrey Fish**, director, creative services, named VP; **Tim Redmond**, director, engineering, named VP.



Hiland

Susan Hiland, affiliate correspondent, ABC News, Chicago, joins WTNH-TV New Haven, Conn., as co-anchor, *Good Morning Connecticut* at 5 and 6 a.m.

Sue Serio, co-anchor, *Wake-Up!*, WIVB-TV Buffalo,

N.Y., joins WTXF(TV) Philadelphia as weather anchor, *Fox Morning News* and *Good Day Philadelphia*.

Steve Raml, bureau chief, WLOS(TV) Asheville, N.C., joins KRCR-TV Redding/Chico, Calif., as weekday co-anchor.

Christine Chen, weekend news anchor/reporter, KSTW(TV) Tacoma, Wash., named co-anchor, *The Ten O'Clock News*.

Carmen Ainsworth, weekend anchor, Northwest Cable News, joins WFAA-TV Dallas as reporter/weekend co-anchor.

Ann Werner, sports reporter/anchor, WBAY-TV Green Bay, Wis., joins SportsChannel, Chicago, as feature reporter and fill-in anchor, *The Game Room*.

David Kelly, program producer, WKNR(TV) Cleveland, joins WTAM(AM) there as anchor/reporter.

David Kay, assignment manager, WXYZ-TV Detroit, joins WWJ(TV) there as news director.

Earl Frounfelter, executive producer, *The 10 O'Clock News*, KTVU(TV) Oakland, Calif., joins Chronicle Broadcasting's BayTV, San Francisco, as news director.

RADIO

Laura Gonzo, director, affiliate marketing, joins SFX Broadcasting, Indianapolis, as director, affiliate sales and marketing, *The Bob and Tom Show*.

Cox Radio Inc. has promoted 10 senior managers. **Hugh Barr**, GM, San Antonio, Tex., cluster, will now be VP, San Antonio, and GM, KONO-AM-FM San Antonio (when that acquisition is complete); general managers who have been promoted to VP/GMs: **Jeff Clark**, WZZK-AM-FM Birmingham, Ala.; **Joel Delmonico**, WSYR(AM)/WBBS(FM)/WHEN(AM) Syracuse, N.Y.; **Caroline Devine**, KISS-FM/KSMG(FM)/KLUP-FM San Antonio; **David DuBose**, WBHJ(FM)/WBHK(FM)/WAGG(AM) Birmingham; **Donna Hall**, WHIO(AM)/WHKO(FM) Dayton, Ohio; **Bill Hendrich**, WDBO(AM)/WWKA(FM) Orlando, Fla.; **Brent Miller**, WRKA(FM)/WRVI(FM)/WLSY-FM Louisville, Ky.; **Debbie Morel**, WMMO(FM)/WHTQ(FM)/WHOO-FM Orlando; **Ben Reed**, KCYF(FM)/KKYX(AM)/KCJZ(FM) San Antonio.

Richard Marston, GM, WXTU(FM) Philadelphia, joins Big City Radio Inc. as VP/station manager of the company's Chicago properties.

Steve Winkey, GM, KXIC(AM)/KKRQ(FM) Iowa City, named market manager. Cedar Rapids and Iowa City. Winkey adds WMT-AM-FM Cedar Rapids to his responsibilities.

Jeff Collins joins WMNN(AM) Minneapolis/St. Paul (a division of The MNN Radio Networks Inc.) as station manager.

Ted Utz, manager, KCOY-TV Santa Maria, Calif., joins Engles Communications' Santa Barbara Broadcast Center, Santa Barbara, Calif., as operations manager.

Linda Eckard, partner, Davis Wright Tremaine LLP, Washington, joins Radio One Inc., Lanham, Md., as general counsel.

Brian Wallace joins Emmis Broadcasting's WTLC-FM Indianapolis as program director; **Taja Graham** joins WTLC-AM-FM Indianapolis as promotions director.

Dennis Seely, Southwest regional manager, Arbitron, joins GulfStar Communications Inc., Austin, Tex., as senior VP, sales.

CABLE

Lisa Schaeffer, marketing manager, Time Warner Cable, Reading, Pa., named director.

Cheryl Sprague, director, human resources, Westmoreland Coal Co., Colorado Springs, joins Jones Intercable Inc., Englewood, Colo., as group VP, human resources.

Appointments at TCI Communications Inc., Englewood, Colo.: **Gary Bracken**, senior VP, named executive VP/controller; **Tony Werner**, senior VP, named executive VP, engineering; **Ann Koets**, senior VP, financial services, named

Comedy Central appointments

In New York: **Debbie Reichig**, director, sales research, named VP, sales research and development; **Maria Arianas**, director, affiliate and advertising revenue, named VP, finance; **Christopher Pergola**, VP/assistant controller, named VP/controller.

executive VP; **Madison Bond**, VP, programming, TCI, and senior VP, Satellite Services Inc. (SSI), named senior VP, programming administration, and president, SSI.

Appointments at FX: **David Gardner**, senior account executive, Rogers & Cowan, Los Angeles, joins Los Angeles offices as manager, public relations; **Ron Berkowitz**, publicist, New York, named manager, public relations, there.

Appointments at Request, Denver: **Mark Hesse**, manager, marketing and on-air promotion, named director; **Catherine Davidson** joins as director, marketing; **Ron Newton**, sales coordinator, named account manager, Midwest; **Darcy Souza**, director, finance, named director, finance and accounting; **Dolly Bonner**, programming supervisor, named manager, event programming.



Hammer

Bradford Hammer, director, marketing, The Pennsylvania Cable Network, Meadville, Pa., named VP.

Mike Wade, senior account executive, Cohn & Wolfe, joins ESPN, New York, as manager,

corporate communications.

Barry Stoddard, president/founder, Electronic Media Research Group Inc., and managing director, MediaPoll, joins CNBC, New York, as VP, research.

Appointments at Home Team Sports, Bethesda, Md.: **Drew Mills**, senior account executive, named sales manager, mid-Atlantic states; **John Kaulius** named sales manager for the newly opened Baltimore sales office.

John Sawhill, executive VP/COO, National Cable Communications, New York, named CEO.

Clifford Smith, regional sales manager, Advo Co., joins Cable Networks Inc., Detroit, as national sales manager.

David Breidinger, director, government relations, Northeast, Comcast Cable Communications, named chairman of the New Jersey Cable Television Association, Trenton, N.J.

SATELLITE/WIRELESS

Appointments at PanAmSat Corporation, Greenwich, Conn.: **Amadou Diop**, director, business development, Hughes Space and Communications Inc., joins as regional director, Johannesburg, South Africa; **Elizabeth**



Diop

Ridley, regional manager, Africa, returns to Greenwich headquarters as account manager, telecommunications services; **Vukani Ntombela** joins as marketing support engineer.

Jeff Palmer, senior VP, programming, TCI Communications Inc., named senior VP, programming, MediaOne, Denver.

Christopher Carter, VP, financial opera-

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Taking the insider's track at the FCC

In his own words, he's covered the entire FCC spectrum except spectrum allocation.

"I like being able to look at these industries as industries that are more and more coming to do similar things," says John Nakahata, the FCC's new chief of staff.

And since moving to the commission from Capitol Hill, Nakahata has had a chance to deal with virtually every industry affected by the FCC's decision-making. Through three years and some seven different jobs, Nakahata has handled broadcast, cable, wireless and telephone issues.

Now he oversees all of them in his new role as chief of staff, traditionally the FCC official charged with keeping the agency's trains running on time. Sitting in yet another new office within the FCC's Washington headquarters, Nakahata says that he hopes his multifarious experiences will help him help FCC Chairman William Kennard to promote competition in the various communications businesses: "My real goal is to help Bill Kennard be the best FCC chairman ever."

Kennard's commission soon will be addressing a series of key broadcast and cable issues, including the rules and channel assignments for digital TV and the future of must-carry rules in the digital age. Last month, the Kennard FCC launched an effort to toughen its enforcement of program access rules.

Many of the issues are not new to Nakahata. As an aide to Sen. Joseph Lieberman (D-Conn.), he worked on the cable legislation that eventually became the 1992 Cable Act. "I just happened to hit that at just the right time," he says.

His cable expertise led to his move from Capitol Hill to the FCC late in 1993. Then-FCC Chairman Reed Hundt visited Lieberman's office to discuss cable regulation and immediately decided to recruit Nakahata to the commission.

"I came out thinking, 'I gotta get this guy,'" Hundt recalls.

Nakahata also got a taste of content ratings during his pre-FCC career. While working in Lieberman's office, he participated in the government's effort to promote home video game labeling. "It was the first new-technology variant on the debate that had gone on about TV ratings," Nakahata recalls.

He adds that the video game executives quickly embraced the labeling notion. "We jumped that whole development period and went straight from initial hearings to working on a system." He also concedes the work gave him a chance to play some of the games. "I'm not very good."

Additionally, the Capitol Hill stint gave Nakahata a chance to look for government



"You can't stop technological change any more than you can stop the tide."

John Tatsuo Nakahata

Chief of staff, FCC, Washington; b. Aug. 16, 1961, San Francisco; BA, Wesleyan University, 1983; JD, Harvard Law School, 1986; law clerk, Judge John Pratt, U.S. District Court for the District of Columbia, 1986-87; associate, Jenner & Block, Washington, 1987-90; adviser/counsel, Sen. Joseph Lieberman, 1990-94; FCC Chairman Reed Hundt's office: mass media/cable adviser, Feb.-May 1995; cable/common carrier adviser, May 1995-Feb. 1996; senior legal adviser, April 1996-Jan. 1997; chief, FCC competition division, Jan. 1997-Sept. 1997; acting deputy chief, FCC Common Carrier Bureau, Sept.-Nov. 1997; current position since Nov. 1997; m. Pam Smith, Oct. 19, 1991; children: Eileen, 2; Maura, 7 months

waste. One probe uncovered a sole-source contract in which the government was paying Price Waterhouse photocopying costs of 50 cents per page. "You'd find things like that," Nakahata says.

His FCC tenure has been just as varied. At one time or another Nakahata has served as the competition division chief and the Common Carrier Bureau deputy bureau chief as well as the chairman's cable, common carrier and mass media adviser.

Colleagues praise his ability to pick up the disparate issues fast. "He's a delight to work with," says Commissioner Susan Ness. "He is universally appreciated for his integrity and hard work."

"He is one of the quickest studies I have ever met," adds Kennard, who was serving as general counsel when Nakahata moved to the FCC. "I feel very fortunate that he is our chief of staff."

Shortly after assuming his chairmanship, Kennard made a kidding reference to Nakahata's predecessor by telling a group of FCC officials and Washington lobbyists that the new chief of staff had come into Kennard's office complaining that his chair was still spinning.

Nakahata chuckles at the reference to former chief of staff Blair Levin. But he also agrees with the idea of informing the world at large of the FCC's work. "I think we all have the role of communicating what it is we're doing."

Nakahata says an interest in policy-making more than any particular communications field has brought him to his current position in government. He recalls a trip to Washington that he made after college as a participant in a Japanese American Citizens League program. During the trip, Nakahata met with Sen. Daniel Inouye (D-Hawaii) and Rep. Robert Matsui (D-Calif.) as well as with Reagan administration officials.

"That really fueled an interest in coming to explore Washington more," Nakahata says. "I owe a lot personally to that organization and that program

for igniting interest in all this."

Nakahata says he is now interested in the intersection between communications technologies and economics. He concedes the overuse of the term convergence, but he insists the various businesses covered by the commission have increasingly similar capabilities.

"You have to have a clear understanding of the economics and the technology," Nakahata says. "You can't stop technological change any more than you can stop the tide."

—Chris McConnell

tions, Tele-TV Media, joins Group W Network Services, Stamford, Conn., as VP, finance and business planning.

ALLIED FIELDS



McQuilken

Kim McQuilken, VP, Turner Broadcasting Sales Inc., named senior VP, licensed promotions and presence marketing.

Appointments at Communications Equity Associates Inc.: **S. Keith Walters**, senior account-

ant, Arthur Andersen LLP Enterprise Group, Philadelphia, joins Berwyn, Pa., office, as an associate; **David Moyer**, executive VP, corporate development, and partner, Solomon Broadcasting International LP, joins Tampa office as managing director, office of the chairman.

Appointments at Saban Entertainment's licensing and merchandising

team, Los Angeles: **Jorge Ferreiro** joins as VP, creative; **Jamie Simons** joins as editorial director; **Tracy Parsons** joins as director, softlines; **Debbie Caton** joins as manager, hardlines.

Bob Hoffman, design director, DI Group, Boston, joins SMASH, Boston, as director, design.

DEATHS



Bono in his TV days

Rep. Sonny Bono (R-Calif.), 62, died Jan. 5 after hitting a tree while skiing at the Heavenly Ski Resort in South Lake Tahoe, Calif. The second-term congressman was a friend of broadcasters, says ABC lobbyist Bill Pitts: "I considered him one of our key point men in the House Judiciary Committee on issues such as intellectual property, copyright and the Satellite Home Viewer Act." Bono was

an entertainment industry veteran, first as a songwriter and then as part of the husband-wife team Sonny and Cher. The couple divorced in 1974, after making *The Sonny and Cher Comedy Hour* a hit for CBS in 1971-74. Bono, who dropped out of the public spotlight after a brief attempt to revive the show in 1976-77, entered politics as mayor of Palm Springs, Calif., in 1988. He took third place in a race for the Senate in 1992 but came back in 1994 and twice won a seat in the House of Representatives. Nick at Nite's TV Land honored Bono last week with six hours of *The Sonny and Cher Comedy Hour*. "All of us are deeply saddened by the loss of our friend," said Nick at Nite GM Larry Jones. The tribute included appearances by then-California Gov. Ronald Reagan, The Jackson Five, George Burns, Jimmy Durante and Steve Martin. Nick at Nite brought reruns of the show to cable in April 1996. Bono is survived by his wife, Mary, and four children.

Neal Kyser McNaughten, 86, retired FCC official, died of lung cancer Jan. 3 in Sandy Spring, Md. McNaughten joined the Puerto Rico office of the FCC in 1941; in 1944 he transferred to the headquarters in Washington. Four years later he went to work for the National Association of Broadcasters. Following NAB, he worked for RCA and Ampex Corp. McNaughten returned to the FCC in 1963, where posts included chief of the rules and standards division and assistant chief of the Broadcast Bureau. He retired in 1986. McNaughten is survived by his wife, Cynthia, and six children.

Henry Lange, 58, columnist and radio reporter, died of liver and kidney failure Dec. 27 in Chicago. Lange had been news director at WIMS(AM) Michigan City, Ind., for 17 years. He is survived by his wife, two daughters and a brother.

—Compiled by Denise Smith
e-mail: d.smith@b&c.cahners.com

The FCC will not advise TV stations in the San Luis Obispo-Santa Barbara area that federal law compels them to carry ads—describing late-term abortions—that the stations found too graphic for airing. The Washington-based Campaign for Working Families had sought the time to support Republican Tom Bordonaro, who is running in a special election for the seat left vacant by the death in October of Democratic Rep. Walter Capps. The law compels stations to run such ads only if they are offered by the candidates themselves. Bordonaro's media staffer said he agreed that the ads were graphic and that he preferred a second set of ads the stations considered acceptable—but the anti-abortion group chose not to run the second set and instead pressed for its original ads at the FCC instead. The Campaign for Working Families says the controversial ads are less graphic than news reports on the abortion procedure have been. Although the California election takes place tomorrow (Jan. 13), the FCC could be asked for a more formal ruling to clarify the law for future elections.

David Brinkley returned to Sunday morning's *This Week* on Jan. 4, but not as a journalist for ABC News. Instead, he served as a corporate spokesman in commercials for Archer Daniels Midland Corp. (ADM), which has been a major sponsor of *This Week* since Brinkley left NBC in 1981 to create and host the program for ABC. He appears in seven different ADM spots to be seen in coming weeks. Newspaper reports last week quoted a number of veteran journalists who were critical of Brinkley's decision. They suggested he was damaging his journalistic credibility, built during a 50-year career. The 77-year-old Brinkley stopped hosting *This Week* in November 1996 and left the broadcast entirely upon his retirement from ABC last year. Brinkley couldn't be reached for comment at deadline. ABC declined to comment on his decision to serve as ADM spokesman; however, an ABC News spokesperson said the network screened the first spot with Brinkley before it aired. "The issues for the network were that it not be offensive, which it wasn't, and that there be no confusion in the minds of viewers that David Brinkley has a new role [with ADM] and is no longer with ABC."

CBS has hired John Orlando as a Washington VP. Orlando joins Gail MacKinnon, VP of federal policy, and will oversee CBS's day-to-day rela-

tions with Congress, the administration and the FCC. Both Orlando and MacKinnon will report to Marty



Orlando

Franks, CBS senior VP. Orlando comes to CBS from Washington lobbying firm Timmons & Co., where he had been VP since 1992. He was chief of staff for Rep. John Dingell (D-Mich.) in 1986-89

and was chief of staff to the House Energy and Commerce Committee, which Dingell chaired, in 1989-92.

The Portals ball is back in the House Commerce Committee's court this week as **investigators review letters from Portals investor Franklin Haney and Washington lobbyist Peter Knight.** A committee spokesperson says hearings on the FCC's new headquarters are still possible but that no decision has been made on how to proceed. Committee investigators have been examining Knight's role in the move and a \$1 million payment made from Haney to Knight. Late last month, Haney's attorney told the committee that his client views the prospect of a hearing as "preferable to the campaign of unsubstantiated accusation and innuendo which we have experienced to date." House Telecommunications Committee Chairman Billy Tauzin (R-La.), meanwhile, plans to introduce legislation to block the General Services Administration from paying for the move. "The idea is to slow the train down," Tauzin spokesman Ken Johnson says of the move.

The Satellite Broadcasting and Communications Association last week said it supports extending the program access rules five years past the expiration date of 2002. The association also backs including terrestrially distributed programming in the program access rules along with satellite-delivered programming. The program access rules prohibit cable companies that own both cable networks and cable operators from cutting exclusive programming distribution deals for satellite-delivered programming. DIRECTV has filed complaints at the FCC about cable company Comcast, which refuses to sell rights to distribute Comcast's regional sports networks to DIRECTV. Comcast distributes the network terrestrially by microwave. DIRECTV also is not happy with the SBCA's stance. "The SBCA is frankly somewhat conflicted on this issue because of its programmer members," says Steve Cox, DIRECTV senior VP. "From a pure DBS standpoint, this is a step in

the right direction, but it probably falls short of what we need from a legislative standpoint." The DBS company would like to see an even longer extension of the program access rules and would like changes in the law to ensure pricing parity. DBS companies have complained to Congress and the FCC that cable companies that own programming give their own cable operators lower programming prices than they give other buyers.

As part of an effort to get *ABC World News Tonight* with Peter Jennings back on track, **ABC News is bringing back old hands to two key Washington beats.** Sam Donaldson is resuming his former post as chief White House correspondent, replacing John Donovan, who will be reassigned. Cokie Roberts is returning to the top Capitol Hill beat as chief congressional analyst, replacing John Cochran, also expected to be reassigned.

When NBC last week announced plans to "debut a new anchor" in the "Weekend Update" segment on Saturday Night Live, it didn't mention the fact that NBC West Coast President Don Ohlmeyer was behind the move. That was left for outgoing "Weekend" anchor Norm MacDonald to reveal—on CBS's *Late Night with David Letterman*. Letterman in turn called Ohlmeyer an idiot. NBC had no comment. Last Wednesday NBC issued a press release indicating that cast member Colin Quinn would replace MacDonald as "Weekend Update" anchor starting with the Jan. 10 broadcast. It turns out that MacDon-

ald was dumped by Ohlmeyer, as was segment producer Jim Downey, over the objections of *SNL* executive producer Lorne Michaels. Why? MacDonald told Letterman that he asked the same question of Ohlmeyer, who told him, "you're not funny." To which MacDonald replied, "Holy Lord, that's even worse news."

FCC commissioners this week are expected to release their annual report on the state of competition in the video marketplace. Regulators had hoped to issue the report last week but had to delay it while commissioners wrote individual statements to accompany the report. Few expect the conclusions in this year's report to differ much from those in last year's, which found the cable industry controlling 89% of all multichannel subscribers.

Paramount Domestic Television's weekly action hour series **Viper has been renewed in 66% of the country through the 1998-99 season.** *Viper* is cleared in 64 markets, including all of the top 10. Another one-hour Paramount series, *Wild Things*, has been renewed in 64% of the country for next season. *Wild Things* is cleared in 62 markets, including nine of the top 10.

Miami-based Blaya Inc. (Joaquin Blaya, chairman/51% owner, Radio Unica Corp., 49% owner) **is paying \$6.4 million for CBS's KXYZ(AM) Houston.** The sales gives Blaya holdings in five of the top 10 markets over which to deliver Spanish-language radio network Radio Unica. Radio Unica is entering its second week on the air with affiliates reaching 80% of the U.S. Hispanic market.

TCI will serve Java in its set-tops

Tele-Communications Inc. plans to incorporate Sun Microsystems' Java language for software applications in the next-generation cable set-top boxes it plans to deploy.

Introduction of advanced General Instrument set-tops equipped with Sun's PersonalJava software is expected early next year. "We'll move as quickly as we can to models that support PersonalJava," said Bruce Ravenel, TCI senior VP.

The agreement between TCI and Sun, announced Friday, is a major coup for Sun, which had been lobbying to position Java as an alternative to the Windows operating system. Sun may also provide an operating system, along with Microsoft and PowerTV, according to Ravenel. But Sun is confident that Java will provide "an open-standard software environment" for set-tops, according to Alan Baratz, president of JavaSoft. Set-top users could shop at home, bank or gain Internet access through Java. The deal also furthers the open-platform initiative promulgated by major cable MSOs.

Ravenel declined to comment on whether TCI is in serious negotiations with Microsoft for a comprehensive deal that would make Microsoft Windows the software platform, in combination with Java. But Ravenel did say the deal with Sun posed no impediment to a Microsoft pact: "We are in conversations with Microsoft, and there's nothing about this deal that will make that [deal] not possible." Reports had surfaced about Microsoft objections to a TCI/Sun pact.

—Richard Tedesco

Printed in the U.S.A. Founded in 1931 as *Broadcasting*, the News Magazine of the Fifth Estate. *Broadcasting-Teletesting* introduced in 1945. *Television* acquired in 1961. *Cablecasting* introduced in 1972. *Broadcasting/Cable* introduced in 1989. *Broadcasting & Cable* introduced in 1993. *Broadcasting & Cable* is a registered trademark of Reed Publishing (Nederland) B.V., used under license. *Telemedia Week* is a registered trademark of Reed Elsevier Inc. Reg. U.S. Patent Office.

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Is that opportunity knocking?

North Carolina broadcaster Jim Goodmon is to appear before the NAB board in Laguna Niguel this week to request its support for legislation that would clear the way for DBS companies to offer local TV signals in-market as long as they carry all the stations in the markets they serve. Having never heard a must-carry proposal it didn't like, the NAB, we expect, will heartily endorse such a proposal.

But in less formal moments at the Ritz Carlton, Goodmon will also be seeking backing for his local-into-local satellite venture. At a cost of some \$800 million, the venture will launch two satellites and offer subscribers in every market all their local TV stations. Goodmon says the demand for such a service is already there. By his reckoning, some 60 million homes are now paying cable operators \$7 billion a year for it.

The plan has a lot of merit. If it flies, broadcasters will have a much stronger hand in dealing with their local cable operators, and no broadcaster will be left behind in the inexorable migration of local TV signals to satellite. (That process began last week when DBS operator EchoStar began uplinking selected signals in six markets.) Also, the so-called white-area problem pretty much goes away. Demand for intrusive distant broadcast signals via satellite should wither when local signals become available.

But is it a business? Citing that \$7 billion, Goodmon believes it is. Broadcasters who get the Goodmon pitch will decide for themselves. In any event, we advise them to give the venture serious consideration. Many broadcast groups missed out on being important DBS players when they failed to follow the lead of DBS pioneer Stan Hubbard. They may not get a third chance.

Don't blink

Now that we have a week of news-on-demand under our belts, we wanted to stand back for a moment and look at the experience of maintaining a daily news presence on the Web (www.broadcastingcable.com). We wanted to, but we can't. One of the things we have found about "feeding the

beast" (a real-time news ticker in particular) is that if you stand back for a moment, somebody else's news site may beat you to a story. So between updates, we'll just tell you that from a journalist's perspective it's quite a rush.

We had anticipated a little adrenaline added to what already has been a full dose from daily and weekly news races on several fronts, but what has come as a bonus is the feedback from you. It is immediate and global. Our e-mail file has been growing with comments and questions about our new site. (That includes queries about the access hiccups that are virtually inevitable in the early stages of a new project. Our desire for getting you the news is exceeded only by our desire to work the bugs out so that we can be assured you're receiving it.) There was the request for info from the Indiana Farm Bureau, for instance, and the courtship note ("may I see a sample") from a possible new subscriber in Paris. Among our favorite comments on the newly redesigned Website was one from Dennis Charles of Fairborn, Ohio: "After spending more than 50 years in radio and TV, your page is not unlike hearing a knock on the door and finding an old friend paying a visit." We hope to make a lot of new friends, too, as we refine our product with your help.

Brinkley takes a licking

Retired newsman David Brinkley was upbraided by several other retired and nonretired veteran newsmen for his decision to become a spokesman for the company that sponsors his old stomping ground (a practice, although not widespread, which is at least as old as the late John Cameron Swayze's wristwatch). Frankly, there was hardly this kind of outcry when former Sen. Bob Dole made a commercial for American Express almost immediately after his retirement from presidential politics. The criticism leveled at Brinkley that his move in retirement might suggest favoritism while still in the saddle would seem no less applicable to Dole or anyone else who was once in a position of influence over the companies they promote. Still, we can see their point, particularly since the ads featuring Brinkley are running in *This Week*, the show he used to host (and journalists must, after all, be held to higher standards than those at the seat of government). We don't believe this new deal reflects any favoritism, but the fact that it could raise that specter over an exemplary record of journalistic enterprise is itself—fairly or unfairly—the best argument against the practice.

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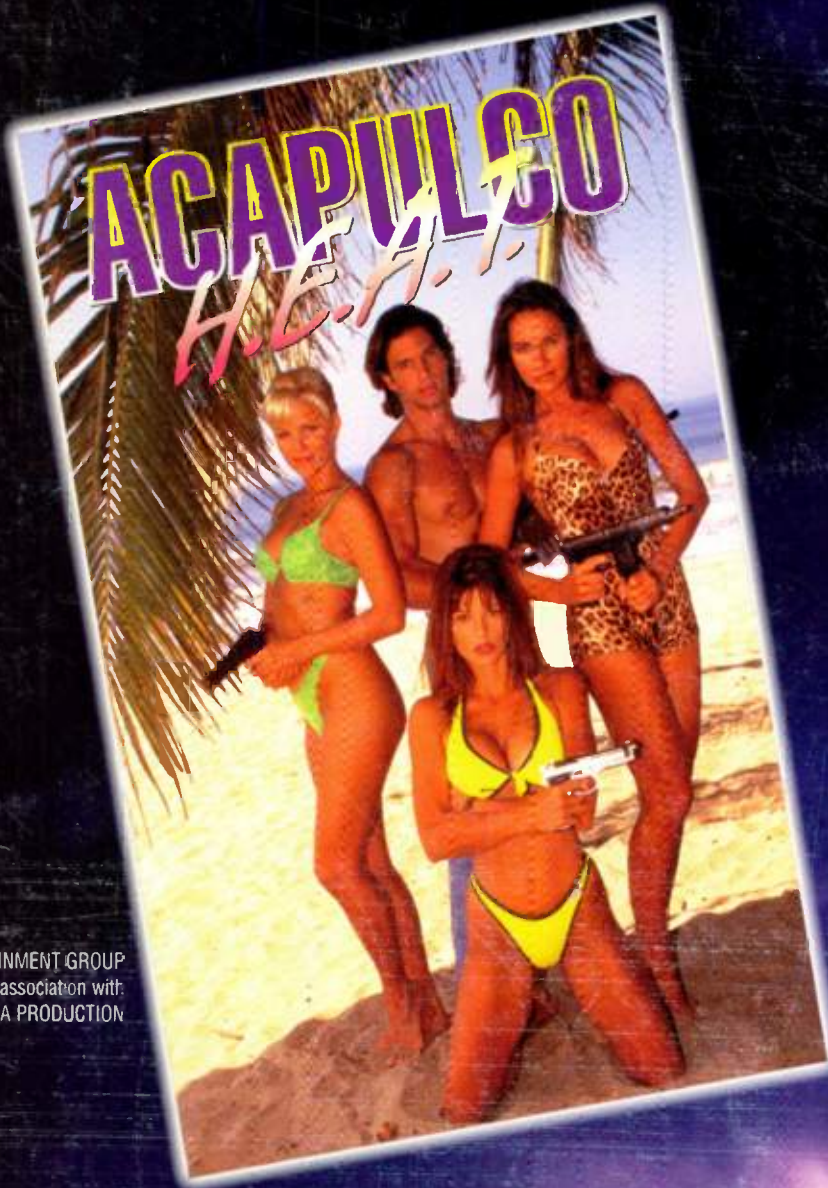


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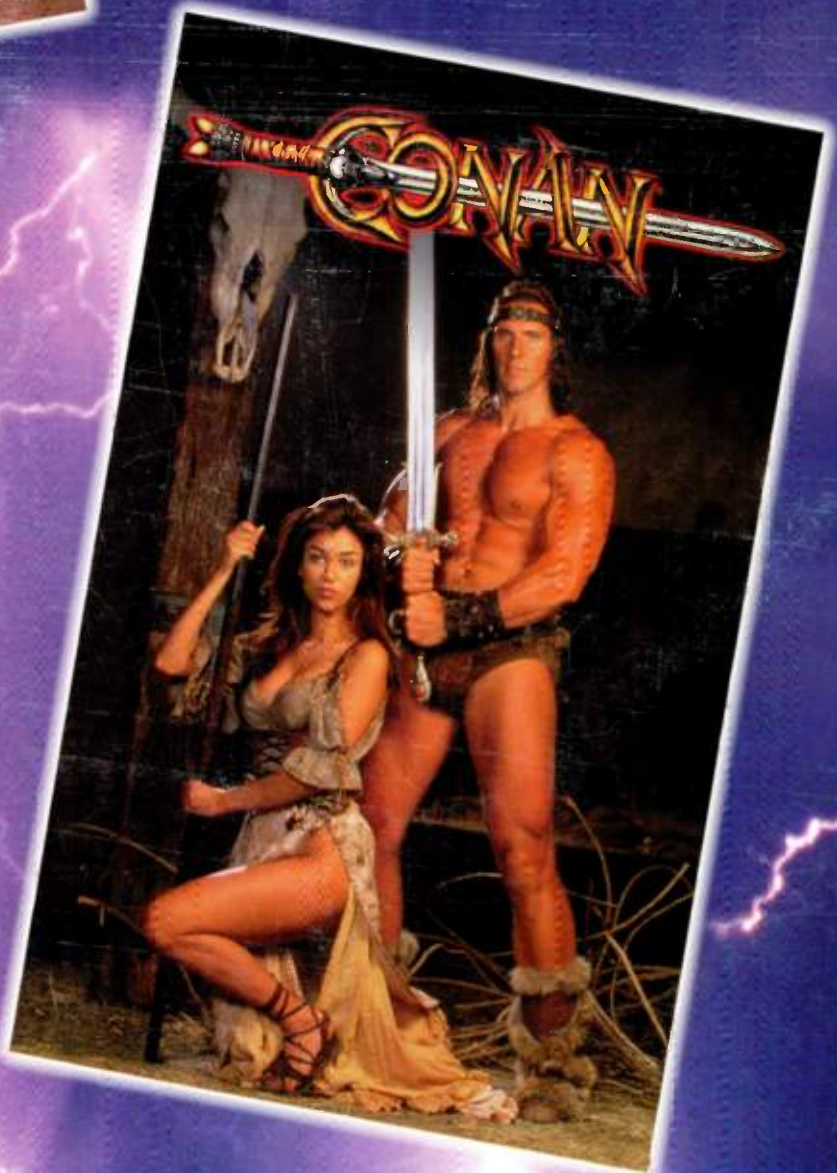
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