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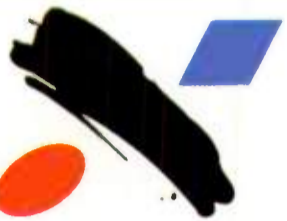
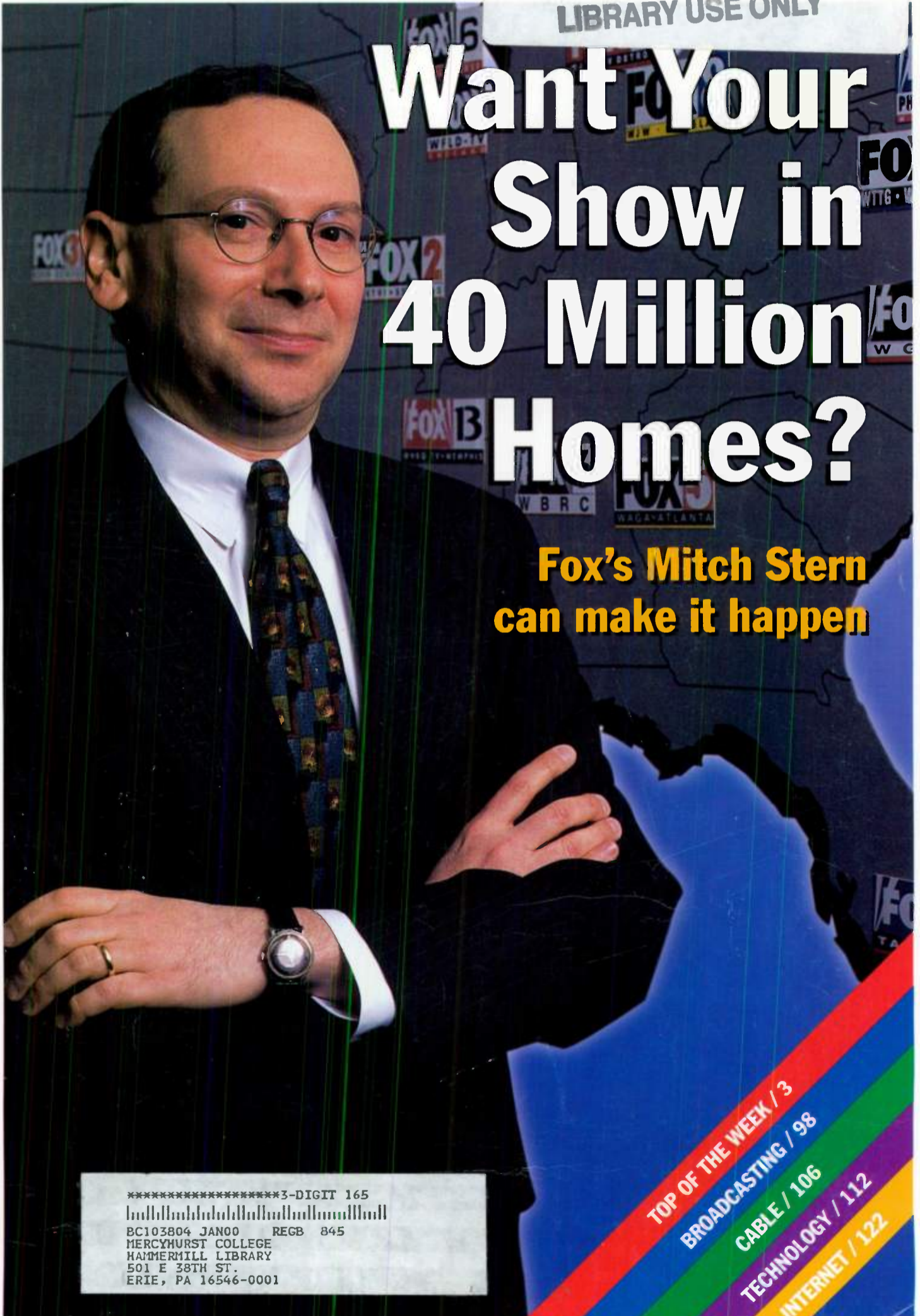
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N A T P E

SPECIAL REPORT

Top 25

Station Groups

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SPEECH.



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IN BRIEF

House Telecommunications Subcommittee Chairman Billy Tauzin (R-La.) plans to introduce by this summer a bill that would reform the FCC, Tauzin spokesman Ken Johnson said. Tauzin would like the FCC to be a less regulatory and smaller agency. He met this week with House Commerce Committee Chairman Tom Bliley (R-Va.), who gave Tauzin the green light to go ahead with the bill. Tauzin plans to work with House Commerce Committee ranking member John Dingell (D-Mich.) on the bill. Tauzin also met with FCC Chairman William Kennard and asked him to "come up with a list of suggestions on how the FCC will work in the 21st century," Johnson said. Tauzin plans to make the same request of each commissioner, Johnson said. Tauzin and Kennard also discussed satellite TV issues, but Johnson would not reveal details.

Statistical Research Inc. said last week it has "begun work on the national rollout" of its TV ratings service, SMART (System for Measuring and Reporting Television). But the rollout itself is still contingent upon SRI's completion of negotiations with a strategic partner with the money needed to fund the service. It will cost an estimated \$100 million to take SMART national, in competition with Nielsen Media Research's national TV ratings service, known as NTI. SRI President Gale Metzger confirmed that talks continued, but declined to provide details. He did say he hopes to have a deal completed "within weeks." SRI said it was closing down its SMART laboratory in Philadelphia and replacing it with a panel of 50 TV households in central New Jersey, not far from the company's Westfield, N.J., headquarters. Meanwhile, as SRI tries to compete with NMR in TV ratings, Arbitron confirms it is considering launching a new radio network ratings service to compete with SRI's existing RADAR service.

For more "In Briefs," see pages 16 and 18

SPECIAL NATPE ISSUE

Hicks loses appetite

As Chancellor stock lags, once-insatiable station buyer suddenly seeking suitor

By Elizabeth A. Rathbun and John M. Higgins

In a quick arrest of his ravenous appetite for acquisitions, Chancellor Media Chairman Tom Hicks is reversing course and looking to put the company into someone else's hands.

Chancellor has been the most aggressive buyer of radio, TV and outdoor ad properties, cutting 24 separate media transactions since 1997. That's created a portfolio estimated to be worth \$16 billion to \$25 billion.

Hicks insists the disclosure that he has tapped an investment banker to "structure a range of strategic alternatives" does not mean he's commencing an auction for an outright sale.

Instead, he said he would prefer a stock swap where his leveraged buyout fund Hicks, Muse, Tate & Furst would wind up the largest shareholder. That would keep the package of assets he's assembled somewhat intact.

"We've made a great profit for our investors but we think we can make a

much better approach...by making these assets keep working," he said. "We're talking to several people."

Among the companies mentioned as possible candidates for all or part of Chancellor were Clear Channel Communications Inc.; Infinity Broadcasting Corp.; General Electric Co.'s NBC Inc.;

Continues on page 128

Hicks, Muse, Tate & Furst Inc.

Media holdings

- Chancellor Media Corp. (110 radio stations, AMFM Radio Networks, rep firms Katz Media and Petry Media, approximately 35,000 billboards)
- Capstar Broadcasting Corp. (355 radio stations)
- LIN Television Corp. (13 TV stations)
- Sunrise Television Corp. (14 TV stations)

Hicks Muse is in the process of merging Capstar and LIN into Chancellor.

Combined, LIN and Sunrise represent the nation's 19th-largest TV group with 27 stations and coverage of nearly 8% of the nation's TV homes. (Coverage is based on FCC's criteria, in which coverage of UHF stations is discounted by half.)

DirecTV bags Primestar

Picks up two million subs in \$1.82 billion deal

By Price Colman

DirecTV's acquisition of Primestar and Tempo signals the end of the cable industry's struggle to figure out how it could leverage its DBS investment into something more than a defense of its borders.

For DirecTV, the \$1.82 billion deal pushes it to around 7 million subscribers and gives it enough satellite capacity to deliver 370 channels. As a result, DirecTV will gain the critical mass it needs to begin making a profit.

"I believe these transactions represent an inflection point in the direct-to-home industry," says Michael Smith, chairman/CEO of DirecTV parent GM-Hughes Electronics. "We're well positioned to compete better against our real competitor—cable."

With new revenues from the acquisitions, DirecTV should report its first operating profit this year and an operat-



DirecTV President/CEO Eddy Hartenstein now counts seven million subs, 370 channels

ing profit of \$300 million to \$400 million in 2000, Smith says. But with the fire-sale prices that DirecTV is paying for Primestar's subscribers and TCI Satellite Entertainment subsidiary Tempo's transponders and satellites, cable's problems with its DBS foray are far from over.

DirecTV is paying \$1.3 billion for Primestar's medium-power customers, plus \$500 million for Tempo's 11 transponders at 119 degrees west longitude, and two satellites. The deal trans-

Continues on page 129

FCC unlikely to force unbundling

But commissioners battle over whether to launch inquiry

By Bill McConnell

The FCC will not try to force cable companies to open their broadband networks to Internet competitors, at least not yet.

Although most commissioners have indicated opposition to unbundling requirements, last week they continued to battle over whether to keep open the option to adopt unbundling rules in the future.

Internet providers and telephone companies argue that cable unbundling rules are necessary to prevent MSOs from using their high-speed networks to one day dominate the Internet.

Not surprisingly, America Online, MindSpring and other conventional dial-up Internet providers have lobbied aggressively for the FCC to recommend telephone-style unbundling rules in a report the agency sends to Congress Thursday.

The commissioners late last week continued to work on a few paragraphs in that report that would call for the agency to continue to monitor the broadband rollout. On one side are FCC Chairman William

Continues on page 128

The old and the new

At Home's \$6.7B purchase of Excite is driven by marketing needs of TV and the Internet

By John M. Higgins

For all the cyberbragging about Internet "portals" being the new media, they're running pretty quickly to the old media.

The \$6.7 billion sale of search engine Excite to cable-operator-controlled At Home marks the latest move by a Web portal into the hands of good old traditional media giants.

Snap! recently hooked up with NBC. Infoseek has linked up with The Walt Disney Corp. And Lycos is seeking offers from media companies, with Wall Street sources citing Time Warner and Viacom as possible buyers or partners.

The deal pace among portals points to a developing mutual dependency between old and new media. Aside from missing out on the multibillion-dollar valuations being created on slender revenues streams, "old" media companies have begun feeling the Internet's drain of eyeballs away from TV, newspapers and magazines. Launching CBS.com or MTV.com is only a partial salve.

At the same time, the portal sites subsist on a steady stream of surfers coming to their site. To keep the traffic lively, they need to go beyond sprinkling button and banner ads around other people's web sites. They need old media.

"It's become increasingly clear that as a search-and-directory player, you can't exist without cross-promotion through a broadcast or cable outlet," says Mark Mooradian, analyst for Jupiter Communications. With the meager revenue a search engine generates, Snap! could never afford the kind of on-air promotion it's been getting from new partner NBC.

The portal business is staggering in part because the cost of actually providing the product is so small. After all the costs of servers, communications and royalties on licensed technology, Excite's

gross margin is an incredible 82%.

What's expensive is the cost of driving traffic to the site. Advertising and a trafficking deal with Netscape eats up 54% of revenues. At the end of the day, Excite posted a \$33 million loss for 1998 on revenues of \$154 million.

"Anything that drives traffic is a good thing," said Jeff Gralnick, the former head of ABCNews.com. "The lifeblood is eyeballs. It's all about eyeballs and that's a relationship that's going to draw eyeballs."

Traffic, of course runs two ways, and that's in large part what At Home's Excite deal is about. The high-speed cable Internet company's chairman Tom Jermoluk said that the deal was spurred by the need for reach beyond broadband world to "narrowband" surfers using plain old telephones.

Having a well-known product in the "narrowband" world gives At Home a broader reach to offer advertisers. He also emphasized how he expects it to help market the broadband service to other Internet users and migrate them over.

Marketing costs for the @Home service are high. "Cable operators are probably paying \$150 per subscriber acquired," Jermoluk said, excluding hardware and labor costs of actually hooking them up.

Excite has 20 million registered users who visit the site at least once a month and two million that visit daily. "If Excite makes it easier, that's hundreds of millions of dollars," Jermoluk said.

Owning Excite—ranked by Media Metrix as the sixth most active Web site in December—will allow him boost his service's subscriber targets by 20%, he said.

That puzzled some industry and Wall Street players because at this stage of development, At Home's growth pace hinges on physical issues. Operators are slow to upgrade their systems and modem manufacturers have been slow to perfect equipment abiding by the cable modem standard that will allow retailers to sell the modems to subscribers rather than have operators carry the burden of leasing them.

"Demand is not the problem," said an executive with one of At Home's MSO partners. "Supply is the problem."

Charles Moldow, At Home vice pres-

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Broadcasting & Cable

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Where to find us at NATPE

BROADCASTING & CABLE's press room at NATPE will be located in the Rosedown Room of the New Orleans Hilton Riverside. Call 504-586-4601 or fax at 504-586-4608.

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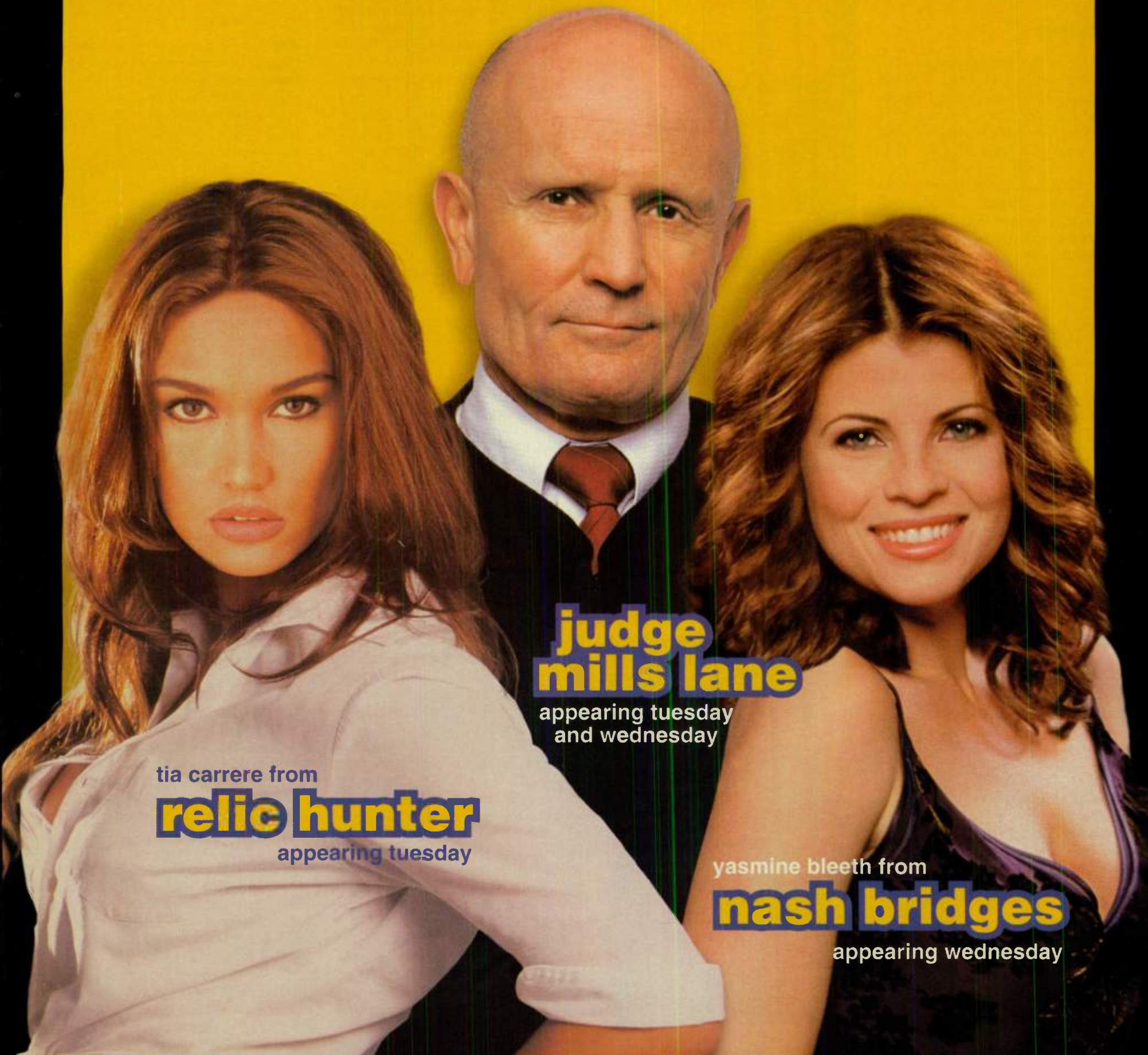


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World Radio History

Cable's next originals

At TCA, networks showcase made-for-cable programming

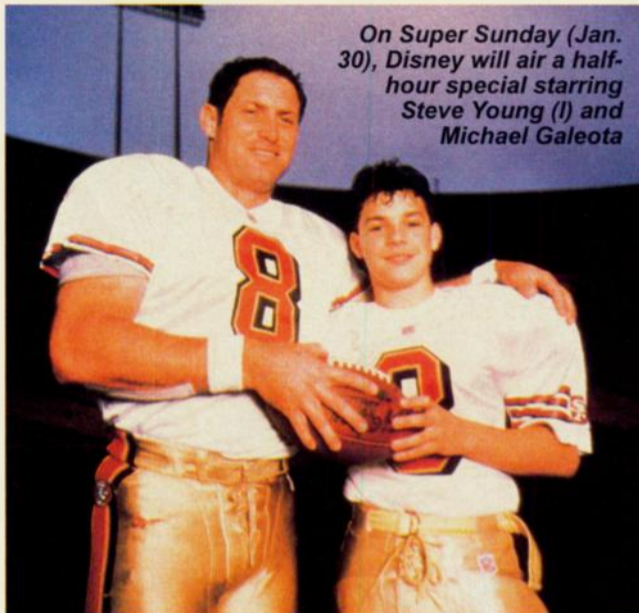
By Donna Petrozzello

Several cable networks unveiled their latest original offerings at the Television Critics Association tour in Pasadena, Calif., last week. More reports from TCA start on page 110.

Showtime

True to its "no limits" image campaign, Showtime's original movie offerings for 1999 lean toward controversy. *The Devil's Arithmetic* tells a tale of the Holocaust as seen by a child and is based on the book by Jane Yolen. Showtime is targeting the film to general audiences, but the film includes such graphic violence, programming president Jerry Offsay says Showtime may need to edit a softer version that would be appropriate for children. Offsay said in that scenario, Showtime would air both versions of the film at different times.

Speaking to TV critics in Pasadena, Calif., last week, the film's executive producer Dustin Hoffman said, "Parents will have to decide whether they want their children to watch this film," though he encouraged Showtime not to dilute the film or its message. "Our youngest child is 11 and I suspect that it will hurt her to watch it. But it will



On Super Sunday (Jan. 30), Disney will air a half-hour special starring Steve Young (l) and Michael Galeota

be an important hurt."

Other original Showtime movies on tap for 1999 include *Love Songs*, a trilogy of stories set in an urban context played out by an African American cast; *That Championship Season*, a remake of the play and directed by Paul Sorvino; *Bonanno: A Godfather's Story*, a six-hour miniseries about Mafia boss Joseph Bonanno; *The Passion of Ayn Rand* featuring Henry Fonda; and *Freak City*, about friendships that develop among residents of a special-care facility.

Following the debut of Showtime's first original series *Linc's* and *Rude Awakening* last summer, Showtime unveiled plans to premiere two new series, *The Hardwood* and *Beggars and Choosers* later this summer. *The Hardwood* examines the lives of three pro basketball players, each struggling in different phases of their careers and each facing different types of pressure. *Beggars and Choosers* is an offbeat comedy about the tele-

vision business and the people who try to earn a living in the business. Offsay also says Showtime has renewed *Linc's* for another season.

Disney Channel

Beginning in April, Disney Channel encourages kids to meld their TV viewing and online habits with a new original series, *Z Games*, a show in which kids are given 20 minutes and an assortment of common household

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Pearson pushes power couple

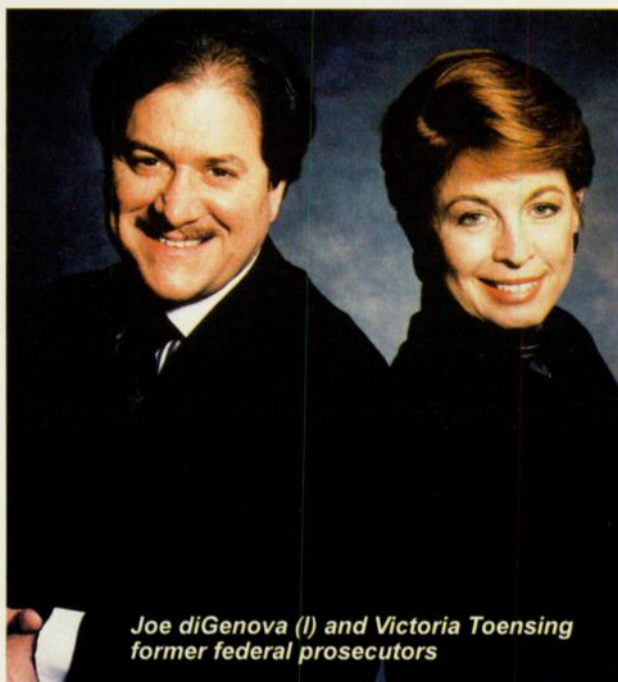
Washington-based syndication effort will try to do for broadcast what legal shows did for cable

By Joe Schlosser

Pearson Television executives are looking to give local broadcast stations a show to take what has become a stock-in-trade of cable networks in recent years—a Washington-based day-and-date legal forum.

Prosecution, Defense & Spin with Toensing & diGenova is set for a fall launch as a late night half-hour from the syndicator.

The nightly show will be hosted by the prominent husband-and-wife legal team of Victoria Toensing and Joseph diGenova, who have done their share of *Geraldo Rivera* and CNN legal shows in the past. The political/legal roundtable will be based in Washington and will feature nightly guests from all segments of the political and legal spec-



Joe diGenova (l) and Victoria Toensing former federal prosecutors

trum.

"All the current shows of this nature have been cable shows," says *Prosecution, Defense & Spin's* producer Neil Russell. "There is nothing like this in broadcast syndication that is produced on a nightly basis."

Toensing and diGenova have become one of Washington's high-profile power couples over the last few years. Toensing is a former deputy assistant attorney general who led the U.S. Justice Department's Terrorism unit and diGenova formerly ran the U.S. Attorney's office in Washington. The couple first met at the 1980 Republican National Convention in Detroit and married soon after. In 1992, the couple opened their own Washington law office.

"Joe and Victoria come at this from a legal standpoint. Everything is rooted in legal issues," says Russell. "They have been large-scale prosecutors as well as defense attorneys who have been in the trenches on a lot of high-profile cases. They are very clever and play off each other very well."

Pearson Television President Robert Turner says the point of the show is to examine hot public issues from a legal perspective. "Whether it's a Washington event or something big that's from outside the city, any high profile event that touches on the law will be discussed," Turner says. "We want to have a 'topic of the day' in our half-hour show, and we will likely only tackle one or two issues per show."

The show is available on a barter basis. ■

Sinclair claims 5 takers

Group expects to close time auction deal at NATPE

By Joe Schlosser

Sinclair Broadcasting executives claim five syndicators wanted to enter their weekend time-period auction.

Less than a week after most of Hollywood's top syndication studio executives denounced Sinclair's \$1 million asking price to clear an hour weekend program on 34 Sinclair stations, executives at the Baltimore-based station group were claiming they had had discussions with five interested programmers and that four had ponied up the price of admission to the precedent-setting auction.

Bill Butler, Sinclair's top programming executive, didn't disclose the identity of those five parties last week, saying only that negotiations for Sinclair's offering of three separate million-dollar station packages was about to get under way. Earlier in the month, Sinclair sent out a letter to 20 top Hollywood TV studios inviting interested parties to join an auction-like setup for prime weekend time periods on various Sinclair stations ranging from the nation's 14th-largest market (WTTA-TV Tampa) to number 120 (WMMP-TV Charleston, S.C.).

"We are having discussions with five people, one of which I have already [turned down] because the money was not there," Butler says. "We have conversations set up with these people during NATPE and we'll probably wrap it up right after the conference."

Butler's letter asked for bids on the three separate station packages (the least expensive package had an asking price of \$967,000) to be phoned into him by Friday, Jan. 15. When word of the unusual Sinclair offer got out in the Hollywood community two weeks ago, many top studio executives didn't warm to the proposal. In last week's *BROADCASTING AND CABLE*, one syndicator called the letter "obnoxious and arrogant" and another said it was "the most disgusting letter" he had ever read.

Stations generally have paid and still do pay the studios for their syndicated programming, so the Sinclair letter seemed to catch many of the top syndication executives off guard. "I was kind of surprised at the reaction, the vehemence," Butler said. "I've got to think it's a reflex reaction that was done without thinking it through." ■

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At \$1 million, Valenti takes home honors

MPAA chief maintains position as highest paid media association exec

By Paige Albinak

After 32 years leading the film industry's lobby, Jack Valenti's salary has topped the \$1 million mark. And his raise helped secure his spot as Washington's highest-paid media association lobbyist.

In 1997, Valenti earned \$1,033,130 for heading the Motion Picture Association of America's lobbying effort. And most of his peers would say he earned his keep, shepherding three bills through Congress and strengthening the copyright protection of the Hollywood studios he represents (see story, page 11).

The figures are culled from publicly available IRS documents, the latest obtainable dating from 1997.

Decker Anstrom, president of the National Cable Television Association, came in second, earning \$821,634 in 1997. That's a 13% increase from his 1996 paycheck of \$724,785.

National Association of Broadcasters President Eddie Fritts flip-flopped in the salary rankings again this year with United States Telephone Association President Roy Neel. Fritts pulled in \$639,992, up 22% over 1996. Neel earned \$533,845, which is down from last year's \$606,737, but Neel also was paid \$189,419 in benefits and bonuses in 1997 that weren't included in his salary.

The Cable Telecommunications Association's President, Steve Effros, leads the next tier of lobbyists, having earned \$367,500 in 1997, up 5% over his 1996 salary of \$350,000. If CATA merges with NCTA, which the organizations of both boards are slated to decide in February, Effros' job (and compensation) may change significantly in 1998.

Chuck Hewitt, president of the Satellite Broadcasting and Communications Association, made \$334,233 in 1997, almost 12% over his 1996 salary of \$299,030.

Jim Hedlund, president of the Association for Local Television Stations, received a \$310,000 paycheck in 1997, nearly 6% above the \$293,000 he earned in 1996.

Margita White, president of the Association for Maximum Service Television, in 1997 earned \$215,000, almost 9% more than the \$198,000 salary she made in 1996.

David Brugger, president of the Association of America's Public Television Stations, in 1997 was paid \$165,000, a small increase over the \$162,500 he made in 1996.

Andrew Kreig, president of the Wireless Communications Association, made \$150,000 annually in WCA's last two fiscal years, which end on Aug. 31. In 1996 Kreig received \$20,000 in bonuses and benefits. In 1997 he received \$15,000 on top of his salary.

Although they are not registered lobbyists, leaders of professional societies have influence in Washington and on the industry as a whole. Bruce Johansen, president of the National Association of Television Programming Executives (NATPE), was paid \$382,609 in 1997, up 25% from the \$306,975 he made in 1996.

Char Beales, president of the Cable Television Industry's Marketing Society (CTAM), earned \$310,623 in 1997, a 19% increase from her salary of \$261,465 in 1996.

A number of advocacy groups also work to protect the public interest in Washington. The Media Institute, led by Patrick Maines, fights against measures that threaten the media's First Amendment rights. Maines earned \$96,000 in 1997 for his efforts. He was paid \$94,878 in 1996.

Media Access Project's Andrew Schwartzman earned \$82,250 in 1997, up a bit from the \$78,250 he made in 1996. Schwartzman's nonprofit law firm fights to make sure that broadcasters, cable operators and satellite TV providers offer adequate public service.

The Center for Media Education's top two executives, president Kathryn Montgomery and executive Jeff Chester, evenly split a \$118,862 salary in 1997.

The two, who are married, together earned \$121,082 in 1996. CME focuses on keeping media safe for children as well as on the behalf of the public interest. ■

Who makes what?

Here's what the top association executives got paid in 1997, the last year for which IRS records are available (The 1996 figures are in parentheses).



1
JACK VALENTI
Motion Picture Assn. of America
\$1,033,130 (\$950,000)



2
DECKER ANSTROM
National Cable Television Assn.
\$821,634 (\$724,785)



3
EDDIE FRITTS
National Assn. of Broadcasters
\$639,992 (\$525,008)



4
ROY NEEL
United States Telephone Association
\$533,845 (+ \$189,419 in bonuses and benefits) (\$606,737)



5
STEVE EFFROS
Cable Telecommunications Assn.
\$367,500 (\$350,000)



6
CHUCK HEWITT
Satellite Broadcasting and Communications Assn.
\$334,233 (\$299,030)



7
JIM HEDLUND
Association for Local TV Stations
\$310,000 (\$293,000)



8
MARGITA WHITE
Association for Maximum Service Television
\$215,000 (\$198,000)



9
DAVID BRUGGER
Association of America's Public TV Stations
\$165,000 (\$162,500)



10
ANDREW KREIG
Wireless Communications Association
\$150,000 (\$150,000)

Valenti earns his keep

The lobbyist's lobbyist scores legislative hat trick in 1998

By Paige Albinak

When the Starr Report hit Congress last September, Motion Picture Association of America President Jack Valenti realized he had a problem.

Independent prosecutor Kenneth Starr's report recommending President Clinton's impeachment was threatening to stall three pieces of legislation vital to the interests of Valenti's Hollywood members. Those bills were needed to grant stronger copyright protection to digital works, extend copyrights for 20 more years and implement treaties to protect digital content worldwide.

So Valenti picked up the phone.

House Judiciary Committee Chairman Henry Hyde (R-Ill.), although bogged down in the beginning of partisan battles over impeachment proceedings, returned Valenti's calls and gave his assurances. All three pieces of legislation passed, making 1998—by Valenti's reckoning—the most successful legislative year he has had in 32 years of lobbying for the MPAA.

Valenti's continued success in Washington shows that no matter how much the lobbying game may have changed over the past three decades, having lofty connections remains the lobbyist's most important weapon.

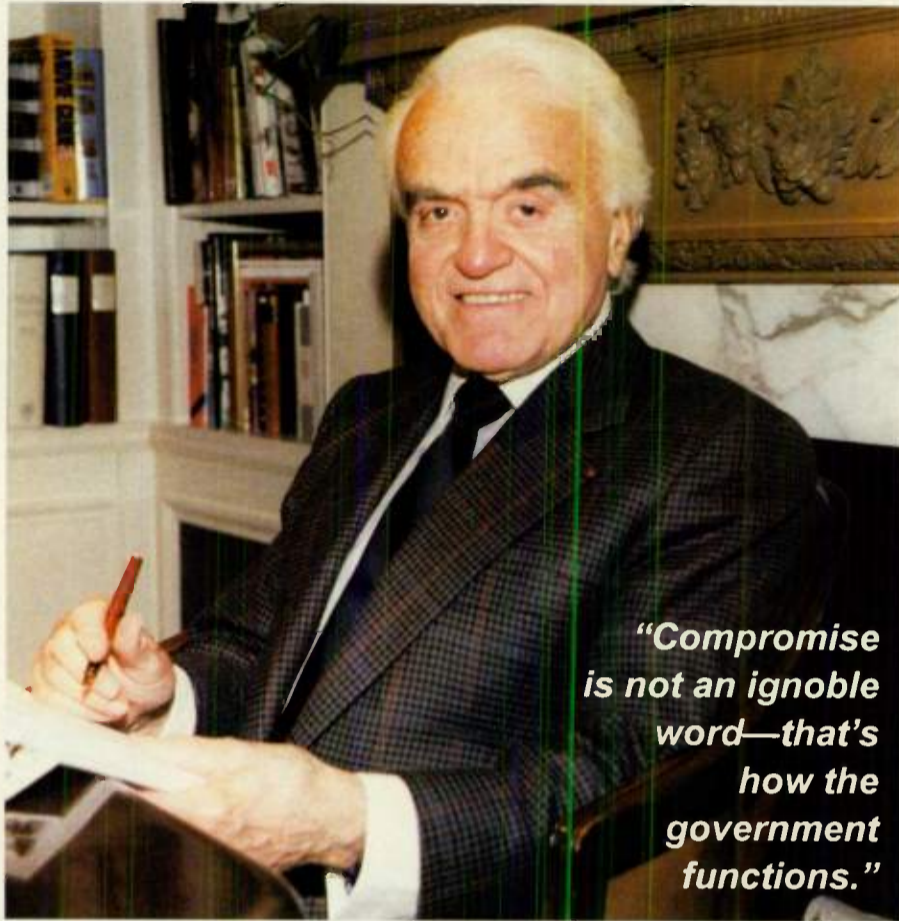
One of the principal lessons Valenti learned as an aide to Lyndon Johnson was how to win friends and influence people on Capitol Hill. Whatever their rank, "you give them all equal respect," says Valenti, 77. "You have to build friendships and alliances on both sides of the aisle. You can't survive in this town if you are partisan.

"The second thing that you learn is that you can never skirt the truth. You never fudge your position. The congressmen and the senators must always know the pros and cons. They must know the merits and vulnerabilities. And you have to let them know that. The big LBJ shibboleth was 'Never surprise me.' Never surprise anybody. You must always keep them informed on the Hill."

Whatever the rules, they work for Valenti. "He has no equal in terms of his ability to reach senior Republicans and senior Democrats," says Tony Podesta, chairman of Podesta.com, a Washington lobbying firm.

"Valenti clearly can pick up a phone and have someone take a call and you can't discount that," notes one Hill staffer. "There aren't many lobbyists that can still do that with almost every member of the House, the Senate and the administration."

Valenti's biggest win this year was gaining passage of bills that ratified and implemented treaties that were



"Compromise is not an ignoble word—that's how the government functions."

negotiated in December 1996 by the World Intellectual Properties Organization (WIPO), a branch of the United Nations. The laws protect digital products online and give copyright holders the means to prosecute copyright thieves all over the world.

In addition, Congress also approved a bill that extends for 20 more years copyrights on such works as books, TV and movie scripts. The MPAA also scored a small victory when Congress failed to move a bill that would have delayed an increase to satellite TV carriers' royalties.

No one grants Valenti all the credit for the tremendous effort that brought about three major copyright wins in one year. Hilary Rosen, president of the Recording Industry Association of America, was an ever-present force throughout the long process. And a small army of lobbyists from trade associations, corporations and outside firms assaulted the Hill daily during the final months of the 105th Congress to push the legislation through.

"Giving Valenti all the credit wouldn't ring true to the world," said one studio lobbyist. "But he was very important to the process and sort of the senior figure among all the trade associations. He was critical to the process."

Valenti served as a kind of general for the effort—a general who had the good fortune to have other factors tilt in his favor.

Most powerful lobbies—including broadcasters, small business and the American Association of Retired Persons—gain their strength by having

many influential and outspoken citizens as members. The MPAA membership roster comprises seven movie studios—powerful members to be sure—but concentrated in Los Angeles and void of any regular-guy voices. But lobbying Congress for digital copyright protection brought the MPAA together with enough other powerful industries from all over the country that an ad hoc coalition sprang up around them.

The copyright coalition grew until it included the movie studios, recording industry, software publishers, book publishers, telephone companies and online service providers. By the time the final details were being hammered out in closed-door, late-night meetings, only the consumer electronics industry and the universities and libraries were still sitting on the other side of the negotiating table.

"We formed a seamless alliance," Valenti said. "It was a cooperative venture that never once foundered. It was unified at the beginning and unified at the end."

"Working with the other members of the coalition was fortuitous for all of us because it gave us a grassroots lobby that MPAA lacked and it gave other groups a political power that they lacked in Jack Valenti," says one studio executive who works in Washington.

Still, once the digital copyright bill was wrapped up by Congress and sent to the President, there were parts with which no one was entirely happy. For instance, the MPAA and recording industry would have liked the online service providers to bear more liability

for copyrighted material taken from their networks. In the end, Congress did not require online service providers—such as cable operators and telephone companies—to bear any responsibility for the actions of their customers. Valenti, Rosen and their coalition were forced to give in because the telephone companies were ready to kill the bill over the issue.

But all the groups recognize that the final compromise was a necessary and expected evil.

"At the end of any kind of long, tormenting Congressional journey where negotiations have to be conducted, no one is entirely satisfied with every aspect of it," Valenti remarks. "Compromise is not an ignoble word—that's how the government functions. I think that what we did was exemplary in the sense that we had three important pieces of legislation all moving along. We forged what I thought were some reasonable and necessary compromises. In the end, what was finally constructive was a piece of Congressional architecture that keeps the rain off for all of us."

"It's fairly rare that anyone ends up a 100% winner at the end of a session where the parties are relatively equally divided and it's hard to get anything through. With Congress distracted by campaigns, impeachment and everything else, this was not easy," Podesta notes.

"Was it our wish list of what we would have really liked to see? Not a chance," says a source with the Digital Future Coalition, a group of 42 member bodies including academics, libraries, scholars and technologists concerned about privacy and overregulation of the Internet. "But was it an incredible improvement from what we had to start with? Definitely."

Besides overwhelming support from many influential industries, members of Congress recognized that they needed to deal with digital copyright protection this year.

"More than Jack Valenti's clever lobbying, there was a consensus in Congress on this bill," notes one Senate staffer. "We believed it was the right legislative path to take. Beyond that, it was a very heavily lobbied bill with very little lobbying against it, with the exception of the [consumer electronics industries]."

Congress also was highly motivated to pass the digital copyright bill this year because it did not want to start the entire process over again this year. "People had spent up to four years trying to get this bill passed," says one studio executive. "It already had a lot of history and thousands of hours of time. People on the Hill just didn't want to spend any more time."

Considering all the time he himself has spent on lobbying issues for these past 30 years, one might think Valenti would be ready to call it quits. He's just had the best legislative year of his career. He could go out on top. But no, he says.

"Retire, what's that?" Valenti asks. "As long as you are having fun, putting in 18 hours a day and still eager to face the next day... then why not?" ■

POW

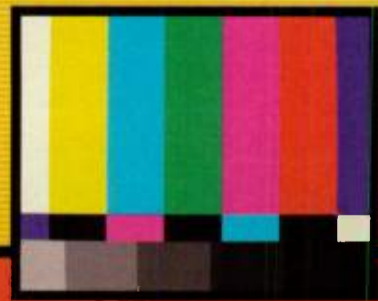
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Gaming ads ride on Supreme Court

High court will consider conflicting rulings, constitutionality of gambling ad restrictions

By Paige Albiniak

The U.S. Supreme Court is expected to hear arguments on whether radio and TV broadcasters can legally air ads for casino gambling.

The high court agreed to take the case after two appeals court decisions split on the issue. The Ninth Circuit Court of Appeals in San Francisco in 1997 ruled that broadcasters could air the ads. Also, a U.S. District Court in New Jersey last year agreed with the Ninth Circuit after Players International and the National Association of Broadcasters sued to strike down the law there. The government appealed its case to the Third Circuit Court in Philadelphia, but Players and the NAB asked the court to put off the case until the Supreme Court had an opportunity to hear it.

The case seemed to be headed to the high court last summer, after the Fifth Circuit Court of Appeals in New Orleans disagreed with the Ninth Circuit. A split between circuit courts usually forces the Supreme Court to settle the issue. It was unclear whether the high court will hear the case this session or later.

The Fifth Circuit Court judges ruled 2-to-1 in favor of upholding the ban, with that court's chief judge dissenting. Chief Judge Henry Politz wrote that the government had "totally failed to meet its burden of proving that a nationwide ban is mandated."

Judge Edith Jones of the New Orleans court, affirming the ban, wrote that enough media outlets are legally available to casinos without needing to advertise gaming on radio or TV, especially since casinos can advertise as long as they do not show gambling. That court also said that radio and TV ads are especially compelling and available to children. Finally, Jones wrote that the ban needs to remain in place to protect states in which gambling still is illegal.

"That the broadcast advertising ban...directly advances the government's policies must be evident from the casinos' vigorous pursuit of litigation to overturn it," Jones wrote.

Broadcasters in the Fifth Circuit, represented by the Greater New Orleans Broadcasters Association (GNOBA), argue that the federal statute violates their right to advertise legal products. GNOBA based its argument on a legal test that first was established in 1980. That test requires the government to prove that a ban on commercial speech directly advances a substantial government interest. In this case, the government has to prove that the public is less inclined to gamble if it is not exposed to gaming advertisements.

Passing that test becomes difficult, GNOBA's attorneys argue, because federal law allows for exceptions. Broadcasters can air ads for casinos located on Indian reservations, for instance, or for state-run lotteries.

"Each exception waters the ban down," says one GNOBA attorney. "When you take a ban like that and put exceptions into it, then the burden becomes a heavy one."

Don Cooper, GNOBA's executive director, says he thinks the case could be "the landmark free commercial speech case for years to come ... This has broad implications for a number of commercial free-speech issues."

Broadcasters' victories in two regional courts already has allowed them to air gaming ads in New Jersey and in the nine Western states the Ninth Circuit covers, unless a state law forbidding gaming ads already is in place. If the Supreme Court strikes down the ban, broadcasters will have to check the laws of their state.

Broadcasters still may choose not to run gaming ads even if the Supreme Court deems such spots legal, because broadcasters risk drawing the negative attention of lawmakers and public interest advocates if they run such ads.

The NAB is neither encouraging nor discouraging its members to begin running gambling spots. "We support a local station's right to decide whether to air gaming ads and ads for other legal products," said NAB spokesman Dennis Wharton.



CLOSED CIRCUIT

BEHIND THE SCENES, BEFORE THE FACT

NEW ORLEANS

ABC's of affiliate issues

ABC Television Network President Pat Fili-Krushel was set to present a "conceptual outline" of the network's position on program repurposing, digital networks, compensation and exclusivity to key affiliate board members late Friday or over the weekend, sources say.

If the feedback from those board members is positive, the outline would be spelled out at today's affiliate meeting in New Orleans, sources say. Otherwise, the outline will be shelved until the network and the affiliate board can agree on the broad strokes.

NEW YORK

Gralnick leaves ABC News

A Long-time ABC News veteran who helped drive the news division's online effort, departed suddenly last week. Jeff Gralnick, vice president and executive producer of special events for ABC News, cited budget concerns for his change in status. "ABC News has various budget problems and [I was] judged the odd person out by the news management and told to go away, so I'm going away," said Gralnick, who had spent 25 of the past 28 years with the network. He indicated his next stop would be Barbados before his next career move. ABC spokespeople were unavailable to comment at presstime late Friday.

WASHINGTON

No Bulls, just ball

It will be a rebuilding year for the NBA on TV as the broadcast and cable schedules reflect the exodus of Michael Jordan and other Chicago Bulls stars.

You won't be seeing the Bulls at all on TV unless you live in New York or Chicago, said Ed Markey, vice president of sports press for NBC. Turner Sports, which combined with NBC last year for a \$2.64 billion, four-year deal for the NBA, will show no Bulls games on WTBS or TNT. Even the rematch of last year's finalists, the Bulls and Utah Jazz, on the season's Feb. 5 opening night will not be shown. The Bulls will appear only once, Feb. 21, in a regional telecast.

While all five prime time games on NBC last year featured Jordan and the Bulls, none of this year's 11 prime time games will include the defending champs. It's a clear acknowledgement that both NBC and Turner realize that this year's edition will not be the same dominant Bulls team of the 1990s. Typically, the team appeared nearly 20 times nationally during most regular seasons in the 1990s, and about

as many times during playoffs.

Besides Jordan, Scottie Pippen will shoot for the Houston Rockets. And while career plans for Dennis Rodman remain as uncertain as his hair color, it's unlikely he'll be a Bull.

That gives television and the NBA the chore, or the opportunity, of exposing new stars and contenders. Each team will play 50 games in the lockout-shortened season, with six non-conference games each and no all-star game. NBC and Turner will televise 89 games, 28 on NBC and the rest on TBS or TNT.

The Los Angeles Lakers, with the telegenic stars Shaquille O'Neal and Kobe Bryant, look to get the most exposure, with 12 games on cable and 11 on broadcast. Other top-ranked teams--the New York Knicks, Indiana Pacers, and the Jazz--will also be getting more air time.

TV wonk

Gore Commission Co-chairman Norm Ornstein wants broadcasters to do more in the public interest, but maybe what he secretly wants from broadcasters is a job. Ornstein certainly doesn't shy away from the spotlight.

In November, he wowed a crowd at Washington's Improv comedy club with self-deprecating tales of his less-than-lustful marriage. And this month he made a surprise appearance on *Lateline*, comedian Al Franken's NBC show that spoofs *Nightline*.

Ornstein appeared as himself, a policy wonk at the American Enterprise Institute. *Lateline* producers put him on the show only after all their other guests fail to show up. Ornstein gained the exposure because he is a friend and a sometime co-worker of Franken. Asked whether he has any plans to expand his moonlighting stints, Ornstein says: "No, I don't plan to quit my day job." But that doesn't mean he would reject any offers, either.

CHICAGO

CNN Newsource opens Chicago bureau

CNN Newsource will announce tomorrow (Jan. 26) that it is opening a bureau in Chicago on March 1. The syndicated news service's three other bureaus are in Los Angeles, Washington and Atlanta. At NATPE in New Orleans this week, CNN Newsource will be highlighting its new *Mrs. FixIt* home repair series for local newscasts. The series is cleared in 35 markets, on stations including KCBS-TV Los Angeles, WPVI(TV) Philadelphia and WFAA-TV Dallas.

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THE VIEW

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daytime

Source: NTL* W25-54 AA share estimates 11/30 - 12/27/98 vs. 8/11 - 8/31/97 NSI** W25-54 AA ratings estimates November 1998. † W25-54 AA share estimates avg. in daytime clearance markets vs. half-hour time period lead-in average, November 1998. Qualifications available upon request.

World Radio History

Rep. Benjamin Cardin (D-Md.) last week asked the FCC not to place new restrictions on local marketing agreements and in-market radio/TV combinations. "I most strongly insist the commission refrain from contemplating, let alone adopting, such rules," Cardin wrote in a letter to FCC Chairman William Kennard. "Such actions run counter to the Telecommunications Act of 1996 and the intent of Congress." Cardin noted that an LMA with Sinclair Broadcasting allowed WNUV-TV in Baltimore to become financially sound and upgrade its programming. "WNUV launched Baltimore's first new evening news program in decades," he said. "I strongly believe the FCC should be examining opportunities to provide additional relief to over-the-air broadcasters so they can survive and compete in today's multi-channel world." FCC staffers have drafted a plan that would make LMAs count toward local and national ownership caps. If that happens, Sinclair might be forced to exit the LMA or sell its own Baltimore station, WBFF-TV, because one company cannot own two stations in the same market.

PolyGram Television has cleared its new half-hour relationship series, *Blind Date*, in 55% of the country for next fall. *Blind Date* has been cleared in the top two markets on Chris Craft United Television stations WWOR-TV New York and KCOP-TV Los Angeles. Other clearances include WPWR-TV Chicago, KBHK-TV San Francisco, KUTP-TV Phoenix and KTVD-TV Denver.

Carsey-Werner Distribution has cleared NBC Studios' *Profiler* in 70 markets representing 57% of the country for next fall. Station groups clearing the one-hour series include a number of the NBC O&O's, ABC O&O's and Scripps-Howard stations.

Profiler is cleared in seven of the top ten markets and the off-network sale will include 64 hours in its initial distribution package.

Buena Vista Television is launching *Disney's New True Life Adventures* nature specials on the ABC-owned and operated stations. The series of four one-hour documentaries revives a tradition started by Disney in the 1940s with the Academy Award-winning *Disney's True Life Adventures*. The four specials are available in syndication on a barter basis (8/6) with one special available per quarter starting in January 2000. Buena Vista is also offering a new syndicated movie package at NATPE entitled *Martial Arts Masters 1: The Best of Jackie Chan and Jet Li*. The package consists of nine titles including *Super-cop 2* and *Operation Condor 2*.

The Public Broadcasting Service unveiled a new drama/history slate at the TV Critics Press tour that includes a new *Masterpiece Theater* series that focuses on American authors. PBS is also developing a new series called *Stage on Screen* that will showcase new and classic works from the nation's leading theater companies. PBS said it has also commissioned *Foto-Novellas II*, a news series of four original half-hour dramas inspired by Mexican and Latin American pulp novels. PBS is also developing three history programs in collaboration with Devillier Donegan Enterprises that focus on Genghis Khan and the Roman and British Empires. In other PBS programming news, actor/comedian Michael Palin will do a three-part series on Ernest Hemingway called *Hemingway's Travels*; composer Zubin Mehta will recount his 40-year career in *Zubin Mehta: a World Full of Music*. Next fall, PBS plans to present *Indepen-*

dent Lens, a ten-week series devoted to the works of independent video and filmmakers. PBS also announced that its PBS Sponsorship Group, public television's national corporate marketing consortium, attracted \$12.2 million in program sponsorships during the quarter ending Dec. 31.

Tribune's fourth quarter and year-end financial results are in. Fourth quarter operating revenues for the company's broadcasting and entertainment were up 6% to \$299 million, while operating profits were up 6% to \$96 million. Year end results for that division: revenues up 9% to \$4.153 billion, with an 11% gain in operating profit to a little more than \$317 million. Overall, Tribune Co. posted an 8% gain in revenue in the fourth quarter to \$765.4 million with profits of \$188 million. For the year, revenues were up 10% to \$2.98 billion with a 9% gain in operating profit to just over \$702 million.

USSB reported a net operating loss of \$31.8 million for the fourth quarter, an 11% increase from the comparable period in 1997. Fourth-quarter revenues increased 12.4% to \$144.7 million while the net loss increased 12.8% to \$30.9 million, or 34 cents per share. Quarterly results were affected by a one-time charge of \$20.7 million, or 23 cents per share, related to the termination of contracts stemming from USSB's pending acquisition by Hughes Electronics. Excluding the one-time charges, USSB's net loss was \$10.2 million, or 11 cents per share. USSB's net operating loss for the full year declined 34% to \$60.7 million. USSB reported that 1998 revenues increased 20.6% to \$550.8 million while the net loss declined 35% to \$56.6 million, or 63 cents per share. Absent the one-time charges, USSB's net loss would have been \$35.9 million, or 40 cents per share.

Pax TV will air its original two-hour special *Quest For Noah's Ark* on Sunday, Feb. 7. The special will examine the legend of Noah's Ark through recreations and through historical evidence.

CNN Newsource Sales will host Larry King in its NATPE Conference booth on Tuesday, Jan. 26. That day King will be one of the featured speakers at the conference's opening general session.

Paramount Domestic Television's reality strip *Real TV* has improved 27% in the last three weeks in the national Nielsen Media Research ratings. For the week ending Jan. 10, *Real TV* scored its highest rating of the season, a 3.3. The show's adult 18-to-49 demo rating rose 6% that week, to a season-high 1.7.

Robert H. Levi has been named president of worldwide program planning and acquisitions at Turner Entertainment Group. Levi was formerly executive vice president of worldwide program planning and acquisitions for Turner Entertainment Group.

MediaOne Group has made a strategic investment in online banking firm Wit Capital. The amount wasn't disclosed but MediaOne says it's the equivalent of a 4% stake in privately held Wit. From September 1998 through year end, Wit has obtained \$21 million in venture financing, the company says. Wit has handled more than 40 public stock offerings over the Internet since launching its investment banking service in September 1997. The company now acts as a co-manager, or e-Manager, in public offerings. Wit intends to launch the Web's first digital stock market permitting direct buying and selling between investors in the second quarter.

'NOVA' nabs the Gold Baton

NOVA, the pioneer PBS science news series, was awarded the Gold Baton at the 57th annual Alfred duPont-Columbia University Awards ceremony. The series, produced at WGBH-TV Boston, was recognized for five programs: *Everest: The Death Zone*, *The Brain Eater*, *Supersonic Spies*, *China's Mysterious Mummies* and *Coma*. Columbia University President George Rupp, while presenting the prize to executive producer Paula Apsell, said of *NOVA*: "[It's] the series that brings us elegant photography, thorough research, often suspense and always good reporting—to teach us about the world."

The event was held Jan. 20 at Columbia University in New York and was hosted by *60 Minutes* correspondent Ed Bradley. The awards honor excellence in broadcast journalism. Recipients were selected from 634 submissions that first aired between July 1, 1997 and June 30, 1998. —Mara Reinstein

Eleven Silver Batons for overall excellence were also presented:

- ABC News' *Nightline* and Ted Koppel for *Crime & Punishment*.
- Laura Angelica Simon, Tracey Trench and *P.O.V.* for *Fear and Learning at Hoover Elementary* on PBS.
- WRAL-TV Raleigh and Stuart Watson for a series of investigative reports on military medicine.
- WEWS-TV Cleveland and Bill Sheil for *Final Mission*.
- CBS Evening News, Eric Engberg and Vince Gonzales for *Tomb of the Unknowns*.
- Dan Collison, Rebecca Perl, Tom Jennings and *This American Life* for *Scenes from a Transplant* on Public Radio International.
- Raymond Henderson, Tony Buba and the Independent Television Service for *Struggles in Steel: A Story of African-American Steelworkers* on PBS.
- WBBM-TV Chicago and Carol Marin for coverage of Congressman William Lipinski's primary campaign.
- CBS News' *60 Minutes* and Mike Wallace for an investigation of the international pharmaceutical industry.
- WMAQ-TV Chicago and Renee Ferguson for *Strip-Searched at O'Hare*.
- Vanessa Roth and Thirteen/WNET(TV) New York for *Taken In: The Lives of American's Foster Children* on PBS.



A scene from *NOVA*'s award-winning 'China's Mysterious Mummies.'

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Cablevision links 900 schools to the Internet



New York City Mayor Rudy Giuliani (l) and Cablevision Systems President James Dolan (r) announce the cable operator's commitment to spend \$50 million on high-speed cable Internet service to 900 schools in Brooklyn and The Bronx. The announcement was made at one of three learning centers Cablevision is helping establish to train teachers classroom use of high-speed access.

Road Runner, the high-speed online service jointly owned by Time Warner, MediaOne Group, Microsoft Corp., Compaq Corp., and Advance/Newhouse, tallied 180,000 customers at year-end 1998, the company says. In addition, customer demand in the fourth quarter exceeded company expectations with an average of more than 4,000 new customers a week signing up. AtHome, a similar service owned primarily by cable operators with TCI as its largest investor, reported about 330,000 customers at year-end. Road Runner says its largest customer cluster is in the Northeast, where it has about 40,000 customers. San Diego, Calif., is Road Runner's single largest urban deployment with 16,500 customers while Portland, Maine, has the highest penetration with 12.23% of all homes passed within 20 months of launch. Road Runner is available to roughly 7 million homes.

Scientific-Atlanta is developing

technology to increase hybrid fiber-coax network reverse path capacity and improve performance in an effort to hasten deployment of high-volume interactive media traffic, the company says. S-A is using time division multiplexing and digital reverse lasers at the node and expects those enhancements to allow cable operators to serve up to four times more subscribers with one fiber and transmit signals over longer distances.

STC Cable Partners I acquired the assets of Galaxy Management Inc., encompassing about 1,750 basic cable subscribers in Sequoia, Tenn. Financial terms weren't disclosed, but at the common industry price of \$2,000 per subscriber, the deal would be worth roughly \$3.5 million. Pat Thompson of Daniels & Associates represented Galaxy Management in the transaction.

Mount Prospect, Ill., is the latest addition to Ameritech New Media's cable TV franchises. The

Mount Prospect Village Board's unanimous approval of a 15-year agreement means Ameritech will compete against incumbent cable provider TCI. Mount Prospect has about 21,600 households. With the Mount Prospect franchise, Ameritech now has 74 cable franchises in Illinois and 93 total throughout its Midwest region.

Cable MSO Insight Communications will use General Instrument DCT-2000 and DCT-5000+ interactive digital set-top boxes to provide digital cable, e-mail, video-on-demand and high-speed Internet access to customers in Rockford, Ill., and Columbus, Ohio.

Insight's Rockford system has about 66,000 subscribers and the Columbus system about 90,000 customers. New York City-based Insight owns and operates cable systems in California, Georgia, Illinois, Indiana, Kentucky, Ohio and Virginia.

RCN Corp. had received open video systems (OVS) approvals to pass more than 6 million homes by the end of last year, the company says. RCN says that, as a result, it has received more OVS grants than all other operational telecommunications carriers combined.

EchoStar CEO Charlie Ergen, NCTA President Decker Anstrom and Consumers Union Co-Director Gene Kimmelman plan to testify at a Jan. 27 hearing on satellite TV company EchoStar's plans to purchase the satellite assets of News Corp. and MCI WorldCom. Senate Antitrust Subcommittee Chairman Mike DeWine (R-Ohio) will hold the hearing.

The satellite TV industry and copyright holders last week fought over royalty fees before a three-judge panel at the U.S. Court of Appeals in the D.C. Circuit. The U.S. Copyright Office last year raised to 27 cents per subscriber per month the fees that satellite TV companies must pay to import network signals and to retransmit superstations. According to the law, Congress directed the Copyright Office to assign fees so that they would reflect "fair market value," which is what satellite TV companies might pay if they negotiated each fee separately with each

copyright holder instead of having it set for them. John Seiver, attorney for the Satellite Broadcasting and Communications Association, argued that satellite copyright fees should be equal to cable's, which are approximately 10 cents for superstations and 2.5 cents for imported TV networks. The copyright holders, which include movie studios and sports, argue that the fees should stay as they are, which still is much less than the networks or sports leagues would prefer that they pay, said Robert Garrett, an attorney with the law firm Arnold and Porter who represents sports.

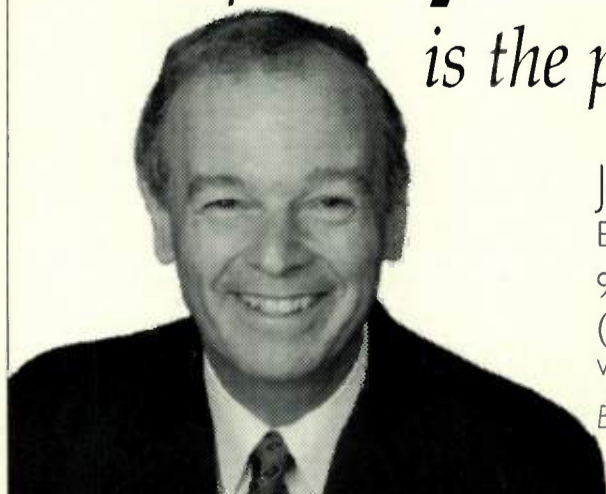
Fox Sports Net has signed a major cash sponsorship agreement with the New York Yacht Club/Young America Challenge for the America's Cup 2000 sailing regatta, which begins in New Zealand this fall. Fox Sports Net's sponsorship package includes

extensive corporate hospitality starting in Newport, R.I. this summer and continuing to Auckland, N.Z., where the Challenger Races for the Louis Vuitton Cup start in October. Other sponsor benefits include logo signage on Young America's sails and hulls of its two racing boats, signage at Young America venues and placement within Young America's newsletter and Web site. Fox will also receive a number of "17th man" crew member positions, which allow spectators to ride aboard the racing vessel itself. But perhaps the biggest benefits Fox Sports will receive is the opportunity to advertise its brand on cable sports competitor ESPN, which owns U.S. coverage rights to the America's Cup.

FCC Commissioners Susan Ness and Harold Furchtgott-Roth, along with National Telecommunications and Information Administration chief Larry Irving today (Jan. 25) get to turn the tables on

broadcasters during a panel discussion sponsored by the Association of Local Television Stations. Rather than being in the hot seat themselves, the three officials are scheduled to grill five executives on a variety of industry issues. "People get bored when commissioners sit on panels and say predictable things like 'My mind is not made up' and 'We're considering all the issues,'" says ALTV President James Hedlund. "In this format, the officials can be devil's advocates. It can be very entertaining." ALTV is hosting its annual convention today in New Orleans in conjunction with the NATPE annual conference. The three officials are slated to quiz Barry Baker, president of Sinclair Communications; Tony Cassara, president of Paramount Stations Group; Dennis FitzSimons, president of Tribune Broadcasting; Kevin O'Brien, general manager of ktvu-tv, and John Siegel, chairman of United Television. Also on ALTV's lineup today are luncheon speaker Rep. Billy Tauzin (R-La.) and evening speaker Sen. John McCain (R-Ariz.). A breakfast roundtable discussion with FCC, administration and congressional staffers is also scheduled.

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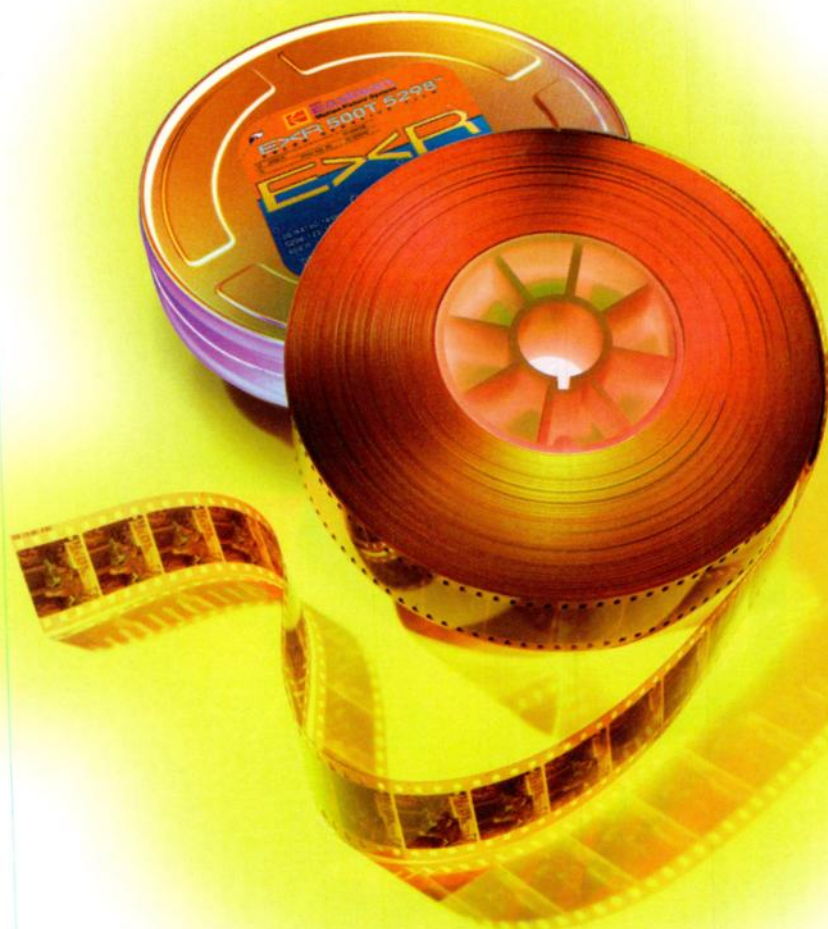
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World Radio History

It's showtime: NATPE '99

ALTV Highlights

All events are slated for the Morial Convention Center.

Monday (Jan. 25)

■ Opening session: State-of-the-industry addresses by ALTV Chairman Stuart Swartz, KMSP-TV Minneapolis-St. Paul, and ALTV President James Hedlund. 9:30-10 a.m. Rooms 243-245.

■ Panel session: The Grand Inquisition—FCC Commissioners Susan Ness and Harold Furchgott-Roth; Larry Irving, head of the National Telecommunications and Information Administration; Barry Baker, Sinclair; Tony Cassara, Paramount Stations; Dennis FitzSimons, Tribune Broadcasting; Kevin O'Brien, KTVU-TV San Francisco, and John Siegel, United Television. 11:15-Noon. Rooms 243-245.

■ Luncheon: Keynote speech by House Telecommunications Subcommittee Chairman Billy Tauzin (R-La.); presentation of ALTV Distinguished Service Award to William Frank, retired, Chris Craft-United Television Broadcast Group. 12:30-2 p.m. Rooms 356-357.

■ Panel session: A Network Perspective—Susanne Daniels, The WB; Steven Glick, William Morris Agency; Larry Jacobson, Fox; Tom Nunan, UPN; Jeff Sagansky, Pax TV, and Marc Schacher, Tribune Broadcasting. 2-3:30 p.m. Rooms 243-245.

■ Panel session: A Syndication Perspective—Joel Berman and Frank Kelly, Paramount; Scott Carlin, Warner Bros.; Stephanie Drachkovitch and Janice Marinelli, Buena Vista; Lawrence Lytle, Big Ticket Television; Jim Paratore, Telepictures, and John Ryan, Worldvision Enterprises. 3:30-5 p.m. Rooms 243-245.

■ Address (co-sponsored with NATPE): Senate Commerce Committee Chairman John McCain (R-Ariz.). Rooms 343-345.



The 36th Annual NATPE Conference & Exhibition gets underway this week in New Orleans with more than 700 different exhibitors from around the globe selling their wares. Of those coming to the conference, more than 300 are from outside the United States. And not surprisingly, it's the international markets that are driving up attendance and the amount of dollars (or whatever form of currency is being used) that will be changing hands.

This year, the conference floor will feature more than 400,000 square feet of exhibition space and multimillion dollar booths from some of the top domestic syndicators.

So far, registration is outpacing last year's by 3% and international registration is up 6% over last year, according to

NATPE executives. Last year, 17,250 people attended the convention. For the first time, there will be a pavilion from Israel on the conference floor along with a Swiss-Belgium pavilion featuring four different production companies.

The highlights for Monday, Jan. 25, include the all-day ALTV (Association of Local Television Stations) session, the "2nd Annual NATPE International Forum" and "The Cable Connection Luncheon" sponsored by the National Cable Television Association.

Tuesday, Jan. 26, kicks off with NATPE's "Coffee With..." series, featuring a 7:30 a.m. chat with *Ally McBeal* producer David E. Kelley. CNN's Larry King follows with opening remarks at 9 a.m. and the NATPE Creative Achievement Award presentation for Imagine Entertainment's Ron Howard and Brian Grazer.

ment's Ron Howard and Brian Grazer.

Wednesday, Jan. 27, gets going with *South Park* creators Trey Parker and Matt Stone handling the "Coffee With..." chores at 7:30 a.m. Howard Stern will address the general session, and Hearst-Argyle's John Conomikes's will receive the Chairman's Award at 9 a.m.

Thursday, Jan. 28, is Internet day at NATPE, with various sessions and demonstrations about the industry. The conference will close Thursday night with a "NATPE Wrap" party featuring The Neville Brothers and Dr. John.

Other interesting events next week include a Washington Update session with Senator John McCain, the traditional 5K-run, as well as a number of parties sponsored by the major studios. ■

NATPE Highlights

All events are slated for the Morial Convention Center.

Tuesday (Jan. 26)

■ Coffee with David E. Kelley, creator of *Ally McBeal*, *The Practice*, *Chicago Hope* and *Picket Fences*. 7:30-8:45 a.m. Room 245.

■ General Session: Larry King interviews Bill Maher and Martin Short. Presentation of the Creative Achievement Award to Imagine Entertainment (Ron Howard and Brian Grazer accepting). 9-10:15 a.m. *La Nouvelle Orleans Ballroom II*.

■ Seminar: Digital/HDTV Update—Jill Botway, The Botway Group; Colleen Brown, Lee Broadcasting; Preston Davis, ABC-TV; Alan McCollough, Circuit City, and Pat Scott, Fisher Broadcasting. 11:45-1 p.m. Room 345.

■ Exhibition: 10 a.m.-6 p.m.

Wednesday (Jan. 27)

■ Coffee with Trey Parker and Matt Stone, creators of Comedy Central's *South Park*. 7:30-8:45 a.m. Room 245.

■ General session: Address by radio and TV personality Howard Stern. Presentation of the Chairman's Award to John G. Conomikes, Hearst-Argyle TV. Address by NATPE Chairman Bruce Johansen. 9-10 a.m. *La Nouvelle Ballroom II*.

■ Seminar: The Economics of Media—Jessica Reif-Cohen, Merrill-Lynch; Mario Gabelli, Gabelli & Associates; Larry Gerbrandt, Paul Kagan Associates, and Bud Paxson, Pax TV. 10:15-11:30 a.m. Room 345.

■ Exhibition: 10 a.m.-6 p.m.

Thursday (Jan. 28)

■ Seminar: Video on the Internet—Brian Black, Pittard Sullivan; Nick DeMartino, American Film Market; Ed Huguiz, InterVu; Ken Park, Hyperlock Technologies, and John Reed, Source Media. 10:30-11:45 a.m. Room 345.

■ NATPE Wrap Party featuring Dr. John and the Neville Brothers. 7 p.m.-Midnight, *Generations Hall*.

■ Exhibition: 10 a.m.-6 p.m.

What's inside

A tough business

Talk shows some, but they mostly go. Of 50 that have been offered since since 1993, only two are left standing. / 20

The top 25

More programmings decisions are being made at the station-group level. Here's the programming thinking of the 25 with the longest reach. / 27

The NATPE universe

A complete listing of who will be offering what programming next week at the New Orleans convention center. / 66

Talk ain't cheap

Creating a success in the genre is a tough proposition

By Joe Schlosser

The talk show business is not an easy one to crack. Just ask Suzanne Somers or Tempestt Bledsoe or Magic Johnson for that matter.

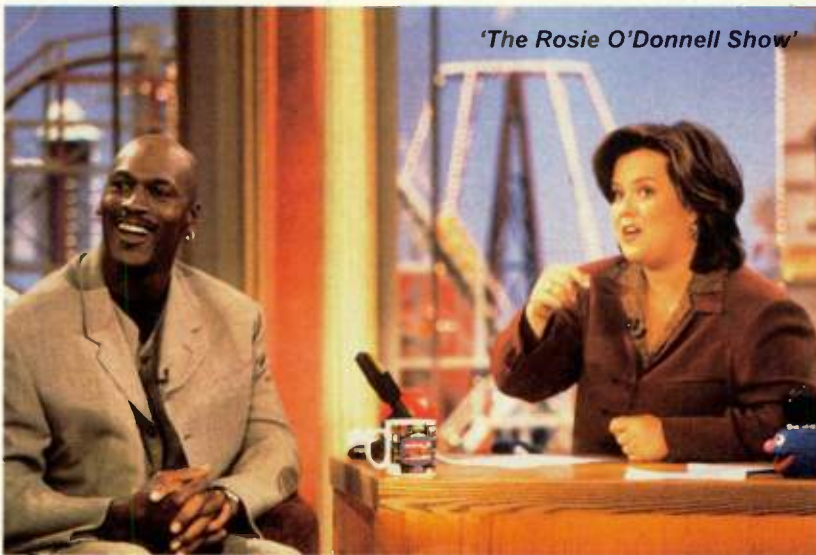
Since the 1993-94 television season, nearly 50 talk shows—daytime and late night—have been offered at the annual NATPE Conference in first-run syndication. Thirty-six actually made it on the air. Of the 36, only five remain standing. And those five include three celebrity-driven talk shows that debuted this past summer and fall—*The Roseanne Show*, *Donny & Marie* and *Howie Mandel*—which many observers don't give much of a chance of lasting past one or two seasons.

Over a six-year time frame, the only two talk shows still alive are Columbia TriStar Television Distribution's *Ricki Lake*, which debuted in fall 1993, and Warner Bros.' 1995 launch of the *Rosie O'Donnell Show*. Both Lake and O'Donnell have proven to be strong TV personalities. And at the time they debuted, both formats offered something a little different from the other talk shows. Lake targeted an urban teen audience that other talk shows had never tried to reach. And O'Donnell brought a *Tonight Show*-like format to daytime.

Between *Ricki*'s low key launch six years ago and King World Productions' high-profile start this past fall for *The Roseanne Show*, the list of celebrities and non-celebrities that have failed in syndication is mind-numbing. The losses for distributors and syndicators are in the hundreds of millions of dollars, according to some TV analysts. And unlike other syndication genres—such as the action hours, where a show can be stored in a studio vault and dusted off for another round of sales—talk shows, for the most part, are one-time, day-and-date product.

"There is a tendency in this

'The Roseanne Show'



business to look at a show that's working and extrapolate out and say the audience is ready for a big expansion in that genre," says Frank Kelly, co-president of Paramount Domestic Television, the studio that launched *The Montel Williams Show* in 1992 and *The Howie Mandel Show* this past season. "We all make this mistake occasionally. Basically, it's not about the genre, because people don't buy or watch genres. They watch TV shows and personalities," he says.

"I think a big chunk

of those shows that came out post-*Ricki* were from syndicators who said this genre is working, 'So my gosh, let's put a whole bunch on the air because the audience is looking for this genre.' They don't look for genres, they look for people and that's what we have to constantly remain focused on," says Kelly.

Just as a number of studios followed Lake's lead, Scott Carlin, executive vice president of Warner Bros. Domestic Television Distribution, says the same is true of O'Donnell.

"Everyone thought it was the talk-variety, celebrity-driven talk show format that propelled *Rosie* to where she was, and that if you could just knock off that format and plug in a new host that you could replicate *Rosie*'s success," says Carlin. "Obviously that is not the case. It had very little to do with the celebrities and more with *Rosie* and how she dealt with her guests."

The six-year stretch

From the 1993-94 season, Les Brown, Rolonda Watts and Bertice Berry all gave the talk show route a shot. *Rolonda* lasted a few seasons, but King World gave up on her show a lot faster than Oprah Winfrey's. The season turned out to be *Ricki Lake*'s coming-out party and Columbia TriStar's new, first-run syndication division was off successfully in its first attempt in the business.

In 1994, Suzanne Somers, Jon Stewart, Dennis Prager, Charles Perez and others including Gordon Elliott sat down on a couch or behind a desk. Twentieth Television's talker with Elliott stuck around awhile, but Elliott is now preparing to be the host of Buena Vista's

Talked out

Here are the three dozen talk shows that have debuted over the past six seasons. The five still on the air are shown in red.

1993-94

Show	Syndicator
Les Brown	(King World)
Bertice Berry	(Twentieth Television)
Ricki Lake	(Columbia TriStar)
Rolonda	(King World)

1994-95

Show	Syndicator
Suzanne Somers	(MCA)
Jon Stewart	(Paramount)
Marilu	(Eyemark/Group W)
Dennis Prager	(MCA/Multimedia)
Susan Powter	(MCA/Multimedia)
Charles Perez	(Tribune)
Richard Bey	(All American)
Gordon Elliott	(Twentieth Television)

1995-96

Show	Syndicator
Stephanie Miller	(Buena Vista)
Rosie O'Donnell	(Warner Bros.)
Gabrielle	(Twentieth)
Danny	(Buena Vista)
Carnie	(Warner Bros.)
Tempestt	(Columbia TriStar)
Mark Wahlberg	(Twentieth/New World/Genesis)
George and Alana	(Rysher)
Lauren Hutton and...	(Turner)
Crook & Chase	(MCA/Multimedia)

1996-97

Show	Syndicator
Scoop	(ACI)
Pat Bullard	(MCA)
Bradshaw Difference	(MGM)
In Person with Maureen O'Boyle	(Warner Bros.)

1997-98

Show	Syndicator
Arthel & Fred	(All American)
Home Team with Terry Bradshaw	(Twentieth)
Vibe	(Columbia TriStar)
The Keenen Ivory Wayans Show	(Buena Vista Television)
The Magic Hour	(Twentieth Television)

1998-99

Show	Syndicator
Howie	(Paramount)
The Roseanne Show	(King World)
Donny & Marie	(Columbia TriStar)

upcoming revival of *Let's Make a Deal*. As for Stewart, he has also taken a new gig as the host of Comedy Central's *The Daily Show*.

In 1995, Buena Vista tried a pair of talk shows, one with Stephanie Miller and another with *The Partridge Family*'s Danny Bonaduce. Warner Bros. took a shot with two talkers, O'Donnell's and another with singer Carnie Wilson. Mark Wahlberg was given a chance by Twentieth and New World, as was George



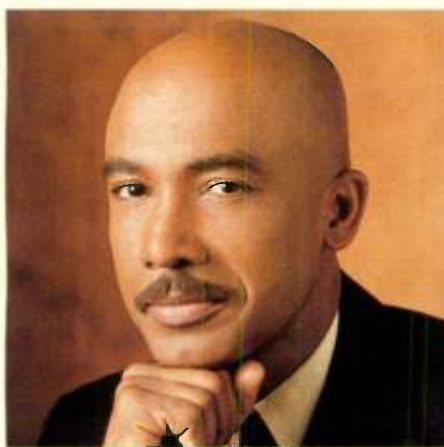
'Oprah Winfrey'



'The Jerry Springer Show'



'The Ricki Lake Show'



'The Montel Williams Show'



'Sally Jessy Raphael'

Hamilton with his ex-wife on *George and Alana*, while Lauren Hutton and former *Cosby* star Tempestt Bledsoe also were handed microphones. With 10 talk shows launched that year, 1995 produced the worst results of all the seasons through 1998.

1995's results probably explained the lack of celebrity-driven or even just plain-old talk shows launched the next fall. MCA tried its hand with Pat Bullard, now the host of the newly revived *Love Connection* and Warner Bros. brought *In Person with Maureen O'Boyle*. Since then, O'Boyle has been anchoring Warner's syndicated news magazine *Extra*.

The 1997-98 season brought some of the most expensive and most talked about failures in syndication history. There were the three late night talk shows: Twentieth Television's *The Magic Hour* with Magic Johnson, which lasted nine weeks; Buena Vista Television's *The Keenen Ivory Wayans Show*, which failed to make it through the entire season; and Columbia TriStar's *Vibe*, which went through two hosts (including comedian Sinbad) in less than one season. Also that year, Twentieth Television brought former Pittsburgh Steeler quarterback and Fox NFL analyst Terry Bradshaw into the daytime market with *Home Team* and All American's *Arthel & Fred* had its troubles from the outset.

This season's trio of celebrity-guest format talk shows are all averaging below a 2.0 rating, but the studios behind them are still talking about renewals for the 1999-2000 season. King World has *The Roseanne Show* signed on for two full seasons in the majority of the country. Columbia TriStar executives also have two-season deals for *Donny & Marie* and Paramount executives say they are currently renewing *Mandel* for a second go-round.

How long will it last?

A glance at the list of the latest Nielsen Media Research top-ten talk shows pretty much sums up the current situation.

Jerry Springer, with his new free-swinging format, has been going back and forth with *Oprah Winfrey* atop the national ratings for the past two seasons. *Sally Jessy Raphael*, *Montel Williams*, *Live with Regis and Kathie Lee*, *Maury Povich* and *Jenny Jones*, along with O'Donnell and Lake consistently round out the top-rated shows.

All of the veteran talkers have been on Monday through Friday daytime slots since at least the 1992-93 season—the year Springer, Williams and even Rush Limbaugh got started. But then again, that fall also saw the debuts of Whoopi Goldberg, Vicki Lawrence and Jane Whitney in daytime talk show formats.

"The established guys are still running the house," says Aaron Cohen, executive vice president of Horizon Media's national broadcast division. "*Montel* never left the scene, *Sally* never left the scene, *Springer* has been making the most noise and *Oprah* isn't



'Jenny Jones'



'Forgive or Forget'

exactly sliding off the face of the earth. You've had a number of people that have come up and tried and some are still hanging on by their fingernails. But for the most part the talk show domain is that of the talkers who started in the late '80s and early '90s."

Why is it still holding true?

Dick Kurlander, Petry Television vice president and director of programming, says the answer is obvious.

"There are too many shows chasing the same audience. And more importantly, the same guests, with sometimes marginal hosts, and that seems to be a recipe for failure more often than not," says Kurlander. "There is a finite number of A- and B-quality guests that are around and they are very difficult to book. And just because a person is a celebrity or a comedian in one area of show business doesn't mean they can necessarily host a talk show well."

Twentieth Television President Rick Jacobson, whose studio launched the unique talk-relationship show *Forgive or Forget* last year, says many talk shows just aren't given enough time to succeed. He says *Oprah Winfrey*, *Live With Regis and Kathie Lee* and others were afforded more opportunities to find an audience than many of today's talk shows.

"You've got to give daytime a chance to grow," Jacobson says. "There are so many examples of it, and nobody does it. I promise you that you could have picked three or four shows over the last seven years, and if you would have left them alone for just two years, they could have become moderate to big-time success stories."

Dick Askin, Tribune Entertainment's president, says we are in a numbers-crunching period that does not lend itself to that kind of patience in televi-

sion. Askin is set to launch *Richard Simmons' Dream Maker* in daytime syndication this fall and the show is being billed as "not your everyday talk show."

"There is no doubt that with the increasing number of [Nielsen] overnight markets, you are starting to get a report card much faster than you used to," Askin says. "And it's not that shows are getting canceled too quickly. But I have found a much more disturbing pattern, that shows are downgraded too quickly. Some shows are moved even before the November books are out. That's getting a little ridiculous."

Studios USA president Steve Rosenberg, the studio that distributes *The Jerry Springer Show*, *Sally Jessy Raphael* and *Maury*, says many times a show looks good on paper and winds up being a disaster once it hits the airwaves.

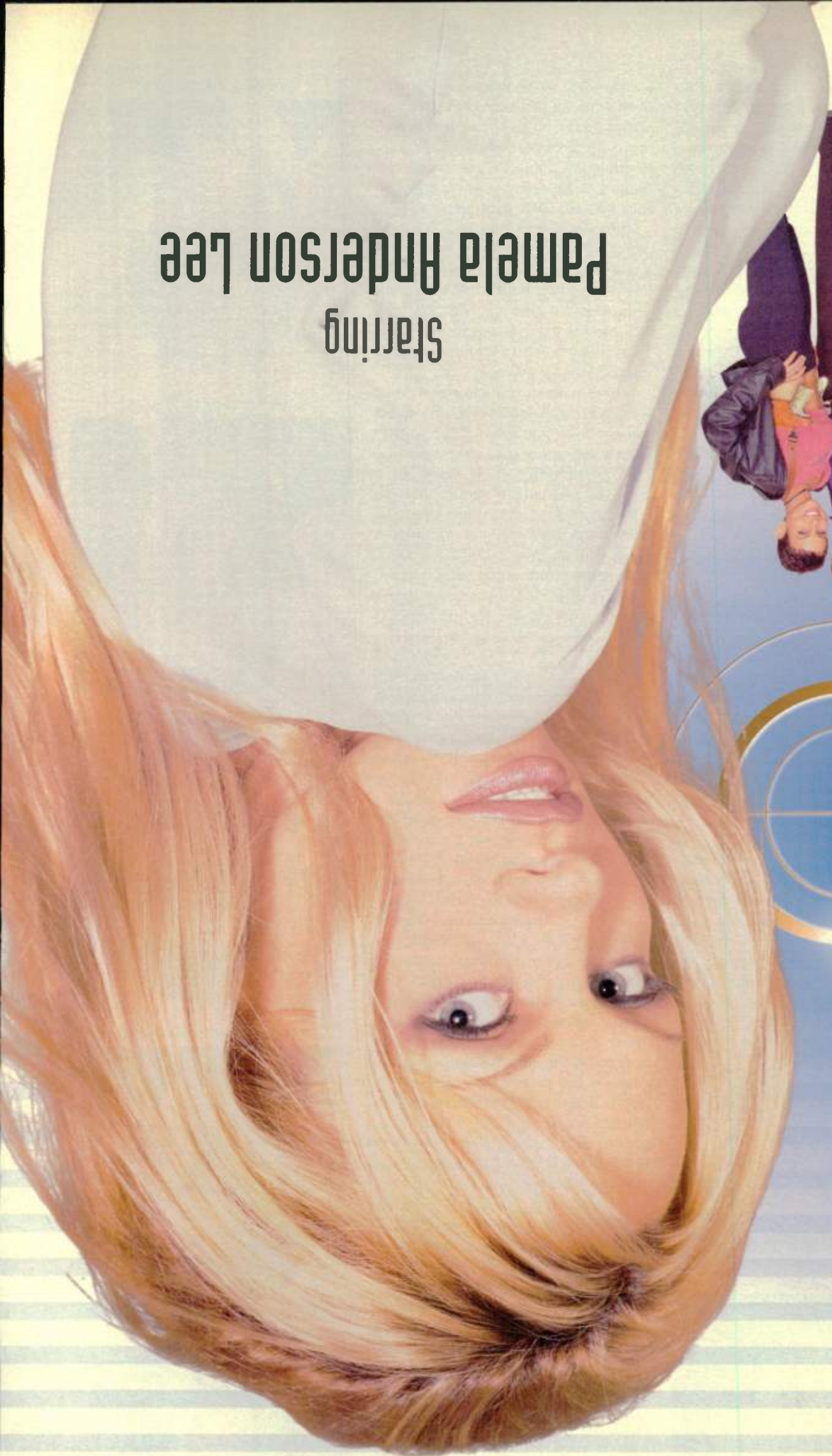
"My feeling is that too often we get seduced by what we think will sell and not what we think will work," says Rosenberg. "And sometimes you don't have a good show. At some point, everybody has to agree on that—you don't want to stick with a bad show just because you think that if you give it time, people will then watch bad shows. They won't."

So how do you cultivate a new talk show in such a hostile environment? Jacobson and Buena Vista Television president Mort Marcus say the answer goes back to the way *Winfrey*, *Williams* and others got started—with practice in local markets. King World executives found *Winfrey* on a local Chicago talk show in 1985. *Williams* started on a local basis and so did many of the other top talkers of the past and present.

Jacobson, whose parent company Fox owns 22 local stations, is looking to start small talk shows on the Fox O&Os in the near future and Marcus already has a few projects in the works at a number of ABC O&Os.

"It's really a good model—that's how *Oprah* started, how *Jerry Springer* started and a lot of the others," Jacobson says. "What it says is that it is really hard for these shows to happen. And when you come out the first day, they are not going to be as good as they will be two years from now. If you can find a way to get a laboratory going, you've got a better chance of success when you get to the big show." ■

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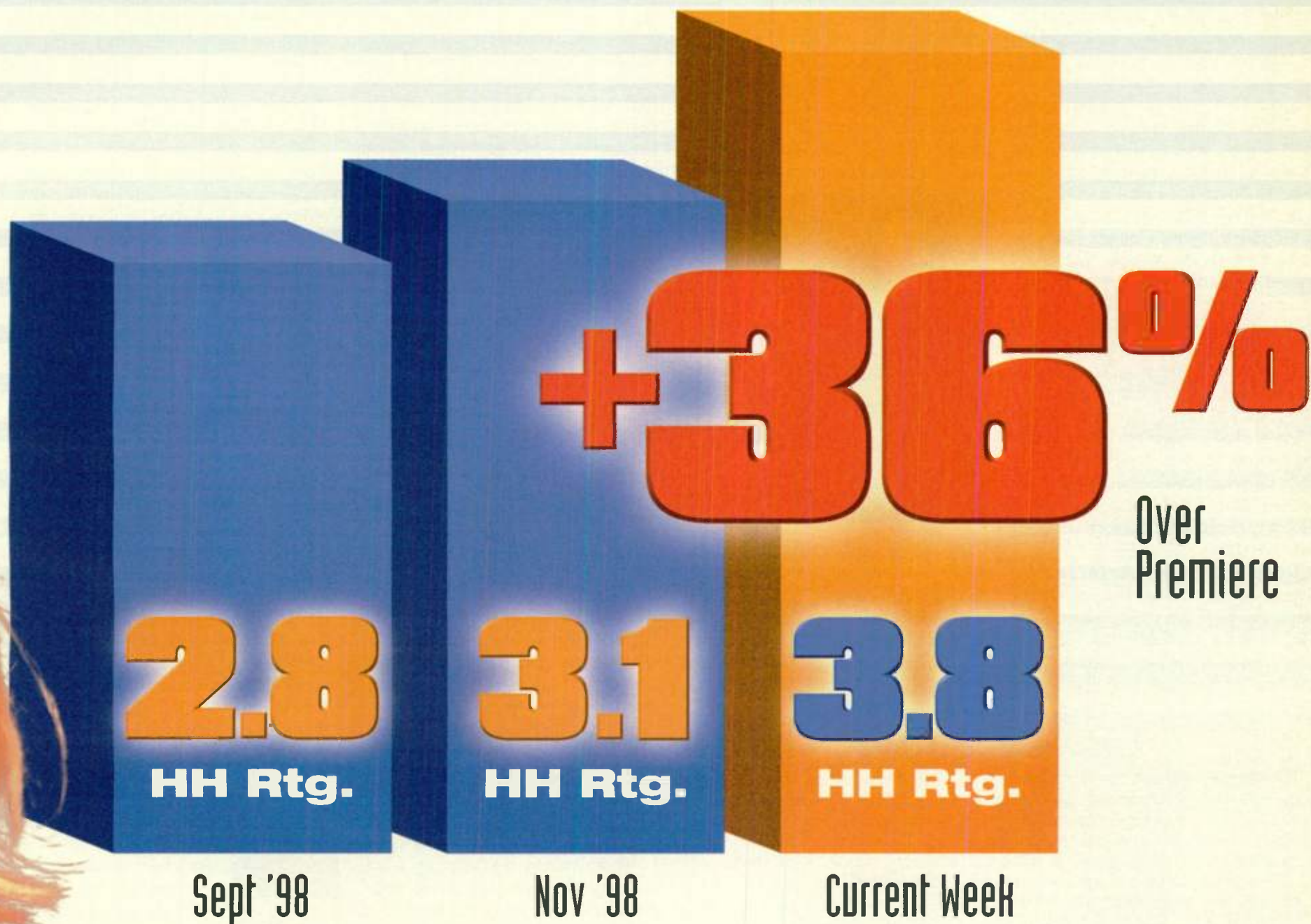


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World Radio History

Source: NSS, Explorer, HH GAA where applicable
(#1: 98 - 99 season-to-date through 1/3/99) Sept. = 9/1/98 - 9/30/98,
Nov. = 11/1/98 - 11/30/98, Current Week = 1/4/99 - 1/10/99

Late-night blues

Why last year's big shows—'Magic,' 'Keenen' and 'Vibe'—went south

By Joe Schlosser

In 1989, Paramount Domestic Television executives were lauded for changing the late-night climate with the launch of *The Arsenio Hall Show* in syndication.

The show broke new ground in the late-night arena, invading a time period and a genre that had mostly been dominated by white guys for more than three decades. Hall not only attracted an urban audience, observed many at the time, but he also took away some of *The Tonight Show* and *David Letterman* viewers.

Since Hall's demise in 1995, many Hollywood studios have tested the late-night waters with similar talk-variety shows, but none has lasted more than two seasons. Plenty have used celebrities as hosts, and most of those have been quickly killed-off after their launch. Last year alone, Keenen Ivory Wayans, Sinbad and former basketball star Earvin "Magic" Johnson all took a crack at late night television and came away empty. The three late-night failures in 1997 and 1998 cost their respective studios millions of dollars and inhibited development of the late-night talk shows this year. HBO's *Chris Rock Show* seems to be the glaring exception. The half-hour weekly late night show has been renewed for another season. And HBO has been scoring decent, if not good ratings for its late-Friday time slot.

However, at this week's NATPE Conference in New Orleans, you won't find a single late-night talk show on the docket. The story for this fall in the late night time period is off-network sitcoms, *Jerry Springer*, *Judge Judy*, and new reality

half-hours, such as Telepictures Distribution's first-year series *Change of Heart* and PolyGram's upcoming *Blind Date*.

But many television and syndication executives are not quite ready to put the late-night, urban-audience, talk-variety show to bed for good—at least not yet. A number of syndicators in Hollywood say they are just letting the viewer's distaste dissipate before they give it another go round. And many still say *Arsenio* proved there is an audience to be had in the late night arena—it just has to be tapped.

"I think when a company comes up with a show that they believe in, they'll get back in," says Frank Kelly, Paramount Domestic Television's co-president. "I think there is a tendency to



'The Arsenio Hall Show'

think that because a show like *Arsenio Hall* broke through, that you can bring an alternative program to the late night marketplace and just because it feels alternative, that it will work. I think we've been through a period that shows that it isn't necessarily the case.

Mort Marcus, president of Buena Vista Television, the Disney-owned syndicator which brought *The Keenen Ivory Wayans Show* to TV in the fall of 1997, says the high-priced late-night talk show may be a thing of the past—at least in syndication. *Vibe*, *Wayans'* show and *The Magic Hour* reportedly cost the three studios close to \$10 million apiece.

"I think a lot of us took a real swing there and lost a lot of money," Marcus says. "Three companies lost a lot of money and I think it would be hard for someone to make the financial commitment that Columbia [with *Vibe*], Fox [with *The Magic Hour*] and Disney made again. Someone will enter because there are more time periods available in late night.

Not many syndicators were saying they wanted to bring the next *Vibe* or *Arsenio Hall Show* into syndication. But a few of Hollywood's top studios haven't ruled out the possibility of re-entering that time period. King World executives may already be plotting a late night course for the fall of 2000.

"I think late night is an area where you could have a lot of success," says King World's programming head Andy Friendly. "I think people are a little gunshy right now after the failure of three high-profile programs, but our business is cyclical and by next season you will see some new late-night shows coming along and we could be one of them."

King World recently signed comedian and *Homicide* co-star Richard Belzer to a development deal for a potential late-night show. It is unclear if Belzer's project will be for cable or syndication.

Dave Smith, the president of the entertainment division at Frank N. Magid Associates, a TV research firm, has conducted a number of surveys and done extensive analyses



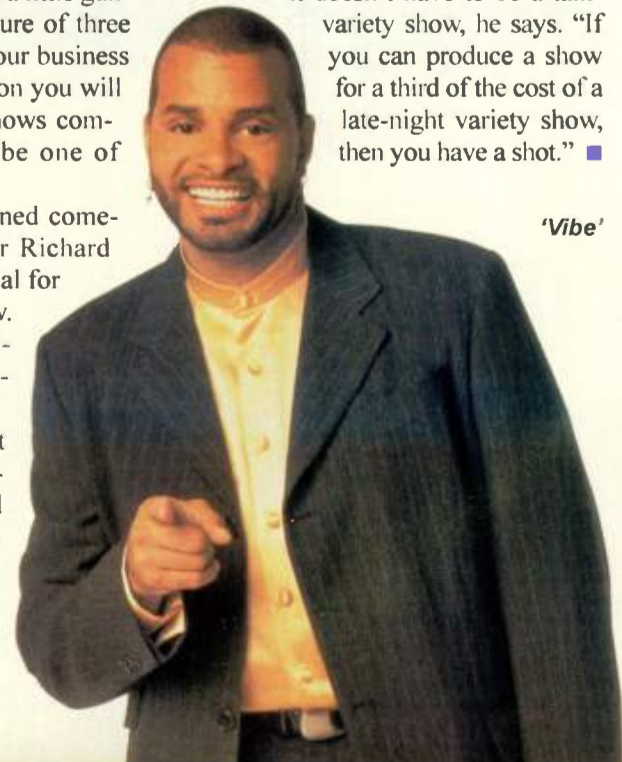
'The Magic Hour'

of the latest late-night failures. Smith says his company's studies have shown there is an audience to be had, but the way to attract viewers outside the traditional late night arena is not as cut-and-dried as some Hollywood studios believe.

"It's a very delicate mix to get that available audience in late night and yet get a broad enough audience so that it is profitable too," Smith says. "Clearly Leno and Letterman leave some audiences unserved, specifically women, older women and ethnic audiences—primarily Hispanic and African Americans."

Smith says most of the syndicators that have attempted to copy the *Arsenio Hall* format have gone after African American viewers, which he says are the most underserved by *The Tonight Show* and *The Late Show with David Letterman*. But he says even if a new late-night talk show were to attract "all of the African-American audience that is available in the time period," it still would not be a large enough to make a show successful. Smith says that the core African American late-night audience is only in the 1.6 to 1.7 national rating range. "You still have to attract primarily a young urban audience of mixed ethnicity to get a 2.0 or a 2.5 rating," he says. "And ideally you want to get a 2.5 rating to reach a level of profitability."

So what's the answer to the multimillion dollar late night question? Well according to Smith's findings, it is to produce a much cheaper program that can attract the audience that is out there. And it doesn't have to be a talk-variety show, he says. "If you can produce a show for a third of the cost of a late-night variety show, then you have a shot." ■



'Vibe'

Late-night 1999

The top new show in late night this season—aside from off-network sitcoms like *Friends*—is Telepictures Distribution's *Change of Heart*—a half-hour strip that fits right into Magid Associates' late-night research findings. *Change of Heart*, which is paired with a new version of *Love Connection* in late night, has shown national ratings growth and the right demographics from the start.

The show takes two couples that have been dating for less than six months and gives each partner an opportunity to go out on a date with someone else. The end result is often messy with arguments on both sides and lots of laughs from the studio audience.

"People are starting to experiment in late night and I think *Love Connection* and *Change of Heart* have really shown there is life after 11 p.m.," says Bill Carroll, vice president and director of programming at Katz Television.

Scott Carlin, executive vice president of Telepictures Distribution, says he and other company executives felt there was going to be a "huge" opportunity in late night this past fall after the most recent entries were cancelled.

"We made a bet that the shows that were there last year, would not be there this year. Or certainly they would not all be there and that stations were going to need programming," Carlin notes. "*Change of Heart* and *Love Connection* are certainly economical ways for stations to program late night."

And coming this fall from PolyGram Television is another half-hour reality-relationship-type show called *Blind Date*. The series is going to follow young adults on real blind dates. The feedback from many station general managers and station rep firms has been extremely positive.

What movie fans watch
when they're not
watching movies.

SISKEL & EBERT



Television's #1 first-run half-hour weekly.



Source: NTI HH rating (GAA where available) 9/7/98-1/3/99;
excludes programs with simultaneous strip exposure.

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World Radio History

What's new at NATPE?

Plenty. Here's a genre-by-genre look at what the major syndicators will be offering next week in New Orleans. A complete listing of NATPE exhibitors and their programming wares starts on page 66.

THE NEW CLASS OF TALK SHOWS

Show	Distributor	Terms-barter split ¹	Clearance ²	Debut
Latifa	Telepictures	cash-plus-3.5/10.5	35%	Fall '99
Christopher and Camilla	Pearson	barter-7/7	35%	Fall '99
The Ainsley Harriott Show	Buena Vista	cash-plus-3.5/10.5	NA	Fall '99
Dr. Joy Browne	Eyemark	cash-plus-3.5/10.5	60%	Fall '99
Leeza	Paramount	cash-plus-3.5/10.5	NA	Fall '99
The Martin Short Show	King World	cash-plus-3.5/10.5	NA	Fall '99
Richard Simmons' Dream Maker	Tribune	cash-plus	55%	Fall '99

HOURS READY FOR ACTION

Show	Distributor	Terms-barter split ¹	Clearance ²	Debut
Relic Hunter	Rysher Entertainment	barter-8/6	NA	Fall '99
Avalon	Paramount	barter	NA	Fall '99
Doyle's The Lost World	New Line	barter-7/7	NA	Fall '99
Total Recall 2070	PolyGram	barter-8/6	NA	Fall '99
Beastmaster: The Legend Continues	Tribune Entertainment	barter-8/6	60%	Fall '99
Peter Benchley's Amazon	Eyemark/Alliance Atlantis	barter-8/6	NA	Fall '99
Your Big Break	Buena Vista	barter-8/6	NA	Fall '99
Dream Team	BKS Bates	barter-8/6	NA	Fall '99

GAME SHOWS IN PLAY

Show	Distributor	Terms-barter split ¹	Clearance ²	Debut
Who Knew?	Paramount	cash plus-5.5/1.5	NA	Fall '99
Family Feud	Pearson	cash plus-1.5/5.5	40%	Fall '99
Let's Make a Deal	Buena Vista	cash plus-3.5/10.5	NA	Fall '99
100 Percent	Pearson	barter-3/4	30%	Jan. '99
Blind Date	PolyGram	cash plus-3.5/3.5	NA	Fall '99

THE NEW NEWSMAKERS

Show	Distributor	Terms-barter split ¹	Clearance ²	Debut
National Enquirer	MGM Domestic	barter-3.5/3.5	76%	Fall '99
Free Speech	Studios USA	cash-plus-1.5/5.5	NA	Fall '99

NEW ON THE COURT DOCKET

Show	Distributor	Terms-barter split ¹	Clearance ²	Debut
Judge Mathis	Warner Bros.	cash plus-3.5/10.5	60%	Fall '99
Divorce Court	Twentieth	cash plus-5.5/1.5	70%	Fall '99

OFF-NET CONTENDERS

Show	Distributor	Terms-barter split ¹	Clearance ²	Debut
Caroline in the City	Eyemark	cash-plus-1.5/5.5	85%	Fall '99
The Drew Carey Show	Warner Bros.	cash-plus-1.5/5.5	84%	Fall '99
In the House	Warner Bros.	cash-plus-barter	82%	Fall '99
The Parent'Hood	Warner Bros.	cash-plus-barter	80%	Fall '99
3rd Rock From the Sun	Carsey-Werner	cash-plus-barter	92%	Fall '99
Unhappily Ever After	Buena Vista	cash-plus	NA	Fall '99
The Wayans Brothers	Warner Bros.	cash-plus-1/6	79%	Fall '99
The Profiler	Carsey-Werner	7/7 barter split	NA	Fall '99
Screen Gems Network	Columbia	NA	NA	Fall '99
Clueless	Paramount	cash-plus-3.5/3.5	70%	Fall '00
The Jamie Foxx Show	Telepictures	cash plus-1/6	78%	Fall '00
Moesha	Worldvision	cash-plus-6/8	65%	Fall '00
Sabrina	Paramount	cash-plus-1.5/5.5	70%	Fall '00
Spin City	DreamWorks/Paramount	cash-plus-1.5/5.5	90%	Fall '00
Suddenly Susan	Warner Bros.	cash plus-1.5/5.5	84%	Fall '00
Raymond	Eyemark Entertainment	cash-plus-1.5/5.5	NA	Fall '00
King of the Hill	Twentieth	cash-plus-5.5/1.5	94%	Fall '00
7th Heaven	Worldvision	barter 6/8	72%	Fall '00
Buffy: The Vampire Slayer	Twentieth	7/7	NA	Fall '01

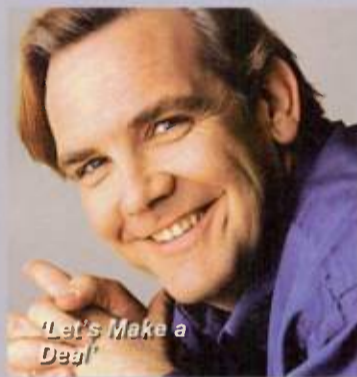
1. Syndicated shows are offered on either a "barter" or a "cash-plus" basis. In straight barter deals, the syndicator and station split advertising time. In cash-plus deal, the syndicator receives money plus a share of the advertising time. In this column, the first number is the syndicator's share of the advertising time (in minutes); the second figure is the station's.
2. Percentage of Nielsen's 99.4 million TV homes covered by TV stations to which the program has already been sold.



Latifa



Total Recall 2070



Let's Make a Deal



Divorce Court



Buffy: The Vampire Slayer

Special Report

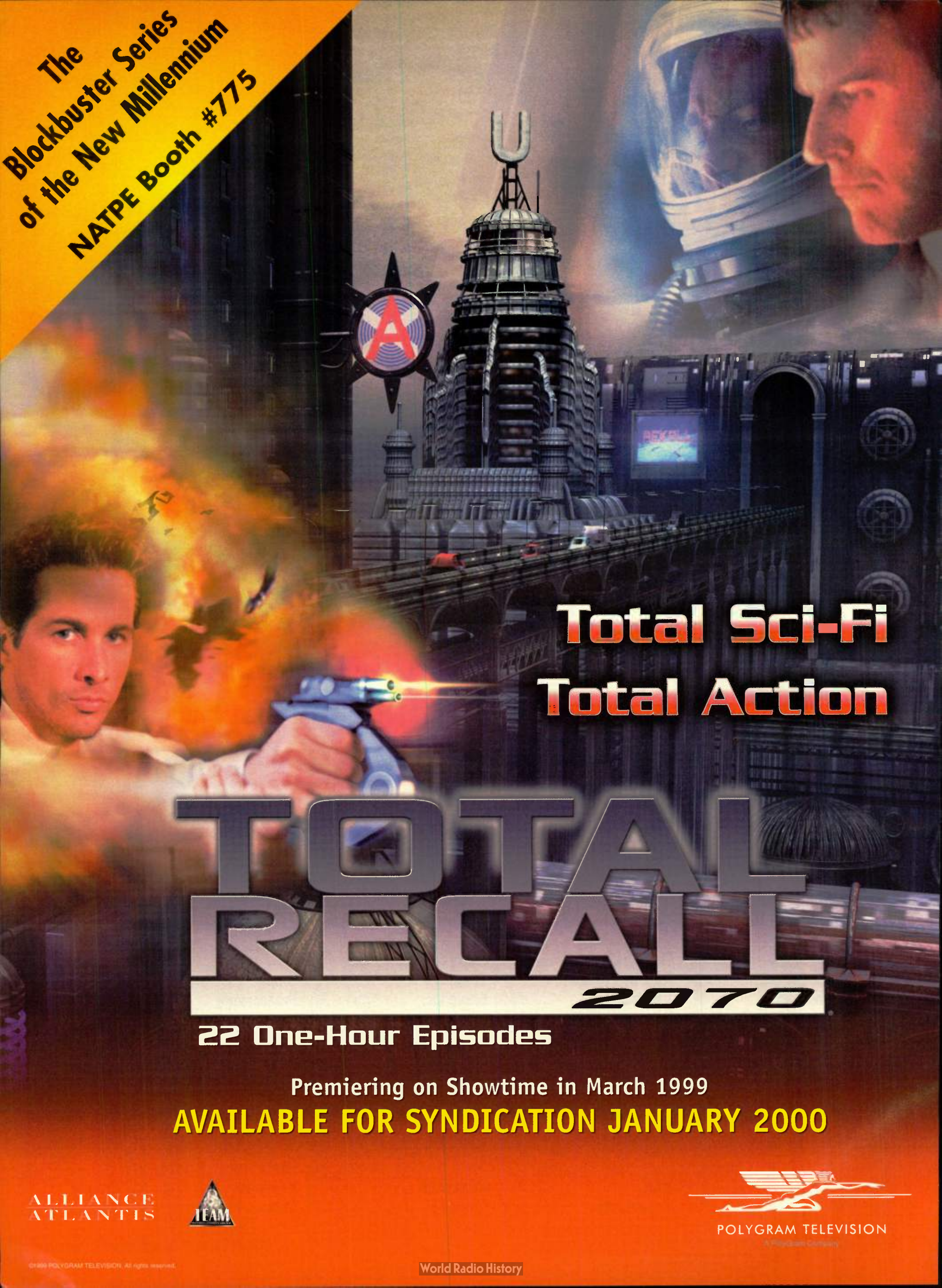
Top 25 Television Groups

The Powers That Buy

B&C looks at the shopping lists and syndication strategies of the nation's largest station group owners

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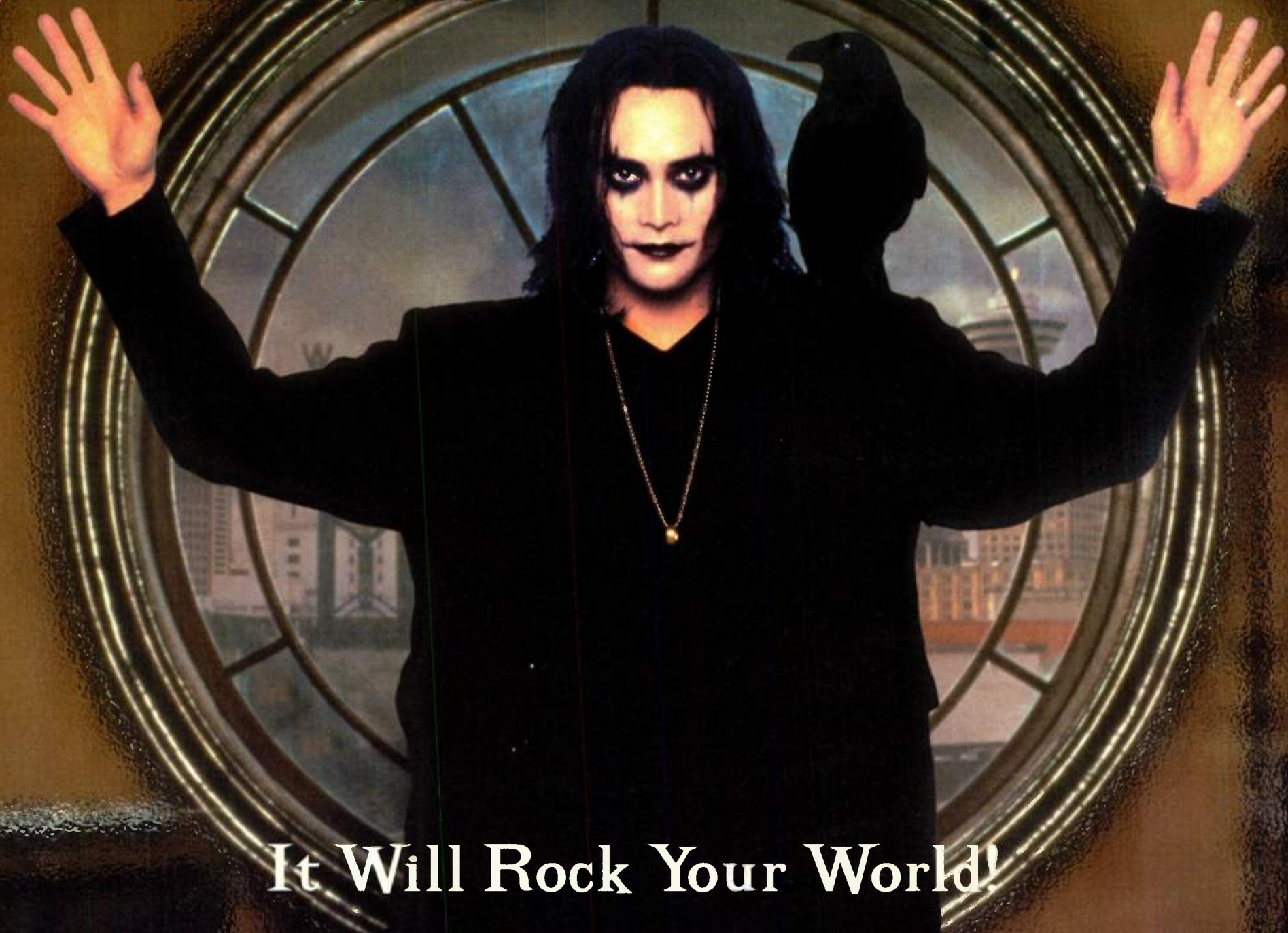
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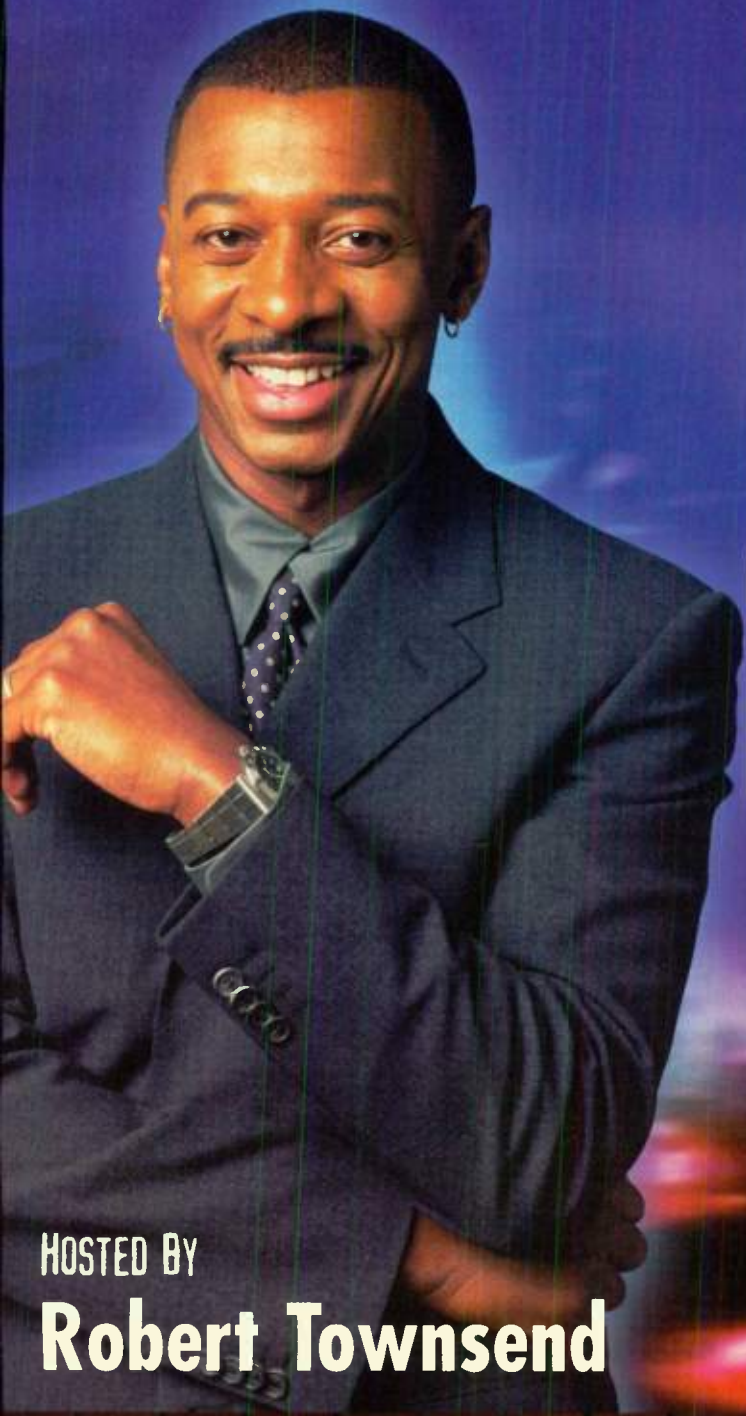


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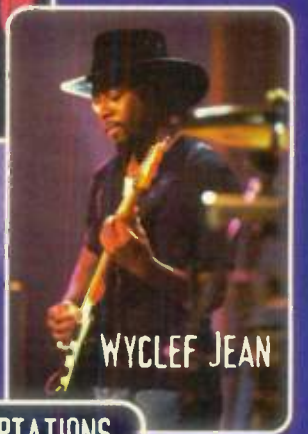
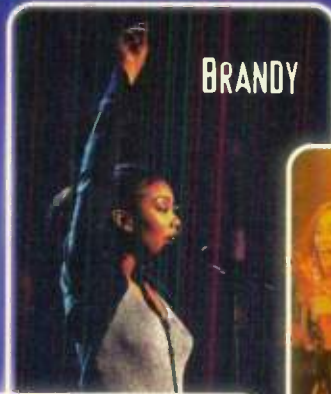
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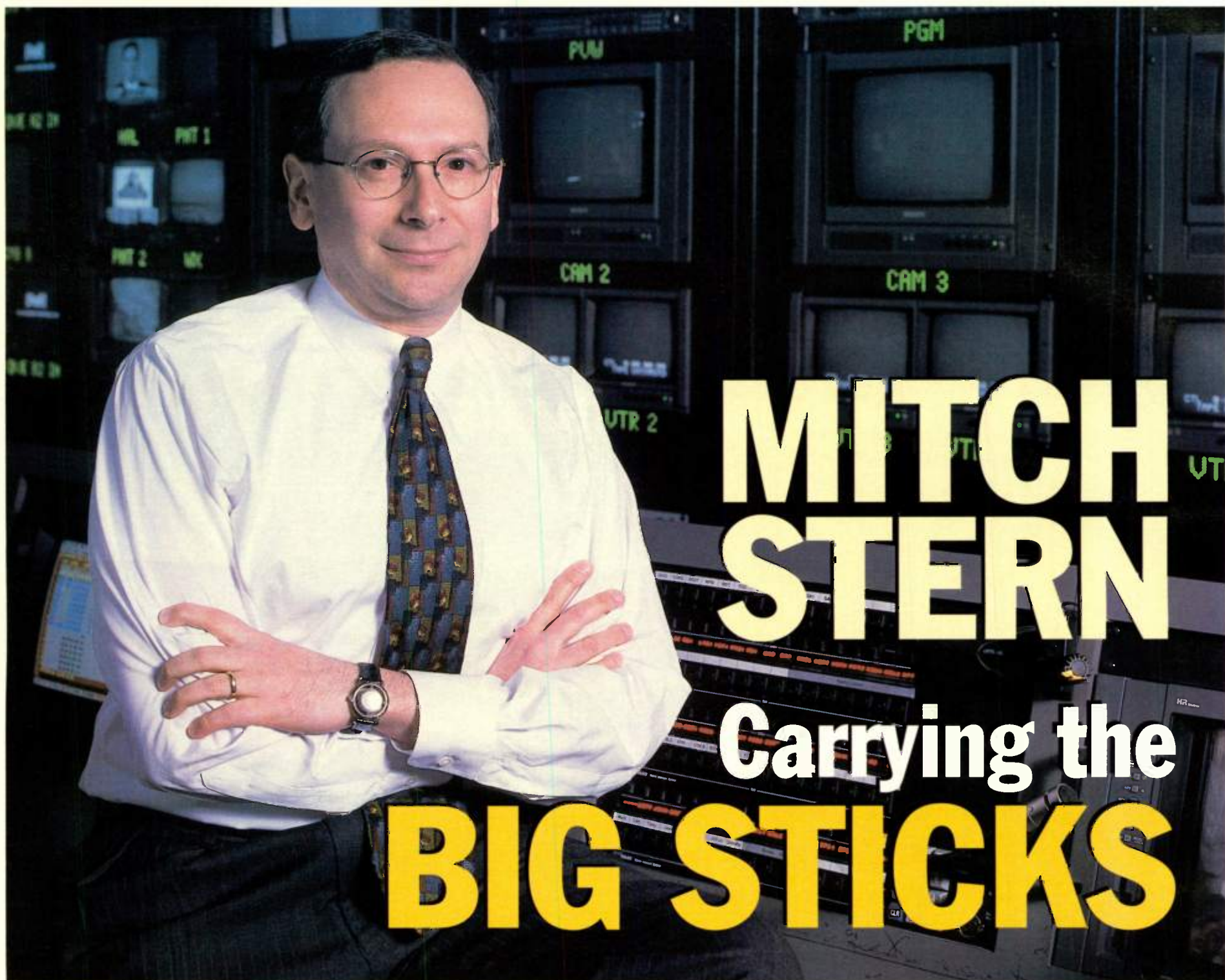
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MITCH STERN

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The first stop for nearly every syndicator these days is Mitch Stern's Los Angeles office. As head of the top TV group, in terms of reach, the newly crowned chairman and chief executive officer of Fox Television Stations carries the most clout in the TV station business, and he's looking for more. Stern, who joined Fox in 1986 as vice president and chief financial officer of the station group, now controls the 22 Fox owned and operated stations, which reach a combined 40% of TV homes (or 35%, using FCC criteria, upon which the exclusive B&C Top 25 Station Groups rankings are based). Fox parent News Corp. is currently lobbying hard in Washington to loosen network ownership rules so that it can buy more stations.

Last June, when he was named chairman of the station group, Stern added oversight of Fox's syndication division, Twentieth Television, to his portfolio. That makes him both a station-minded syndicator and a syndication-minded station group head. He has final say on what first-run programs are launched and where the 20th Century Fox network programming goes in syndication. Stern and Twentieth Television President Rick Jacobson are working on a full slate of original first-run product to fill a number of daytime voids on the owned and operated stations.

Since the 1996 acquisition of 10 New World TV stations, which boosted station holdings from 12 to 22, Stern has been busy trying to get all the markets on the same Fox wavelength. Fox executives say that 18 of the 22 owned and operated stations are now number one in prime time in their markets (for the November book) and that the four stations that are not number one are running a close second.

Stern, from his office at KTTV-TV Los Angeles, talked candidly with BROADCASTING & CABLE's Joe Schlosser about the station group and Twentieth Television's prospects for the next millennium.

Why were you put in charge of the Twentieth Television division, and would you explain your new role?

I think it's because much of the program development is so easily launched, and Rick Jacobson and I have been working as partners since we have been here anyway. I think there were some synergies that were just more quickly, more efficiently organized.

What are your plans for the division?

From a program development standpoint, daytime is our number-one priority. What I've done, and the same would be true for the television stations, is to try and ask the right kind of questions. Get into a business and say, "Sure, you're in this culture, you think it has to be this way, why?" When you mix some of these companies together, Twentieth and the stations mixed together, you get things you didn't expect. You get positive reactions to things. So, when I have explained things to the Twentieth sales or programming people about why stations think [a certain way], all of a sudden they are not [thinking] parochially and then we find a meeting of the minds. The best thing a syndication company can do is to be station-oriented. The best syndicators really work well with stations and come from a station background. The criticism of a lot of programmers is that they have never worked at television stations; they are guessing. Things that are logical don't necessarily work. You can take a lot of short cuts if you have a few smart people working for you saying, "Try something new." If I can bring anything to Twentieth, it is to

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World Radio History



approach things in a station-minded way.

What about syndication in general? Is everything that you are setting out to develop going to be for the Fox stations only or will it be available to station groups in general?

There may be ideas that are not really going to be for the [Fox-owned] stations. There might be things that are just for cable, including off-network product. Right now, Twentieth is syndicating *Forgive or Forget* and, in the majority of markets, they are not Fox stations. So, no, its Twentieth's job to make a lot of money. If we can't clear shows, they'll go on other stations.

Are you going to use the stations as a test bed for syndicated shows? I know Buena Vista Television is looking to do that with the ABC station group.

Actually, I had a meeting today about developing what might be a syndicated show out of one of the stations. And it could be tested on one, or a number, of our stations. That way, you don't have to incur all the costs and energy trying to clear a show only to take it off quickly. Especially the kind of daytime shows that we are talking about, which are not the kind of show where you are going to get a big-name star to host the program.

We are talking about some kind of an ensemble, quasi-news entertainment type show. The interesting thing on Twentieth is that all the first-run shows that have ever been developed, that have been successful—which are *A Current Affair*, *Studs*, *Cops* and *America's Most Wanted*—were done out of the stations first. KTTV-TV Los Angeles did *Studs*; *America's Most Wanted* was in Washington; *A Current Affair* came out of New York. That's sort of the old days, but that formula worked. It's not that you shouldn't do the

high-end shows with a big-name star. You can do that, too. But, somehow that connection was cut off, and that was a mistake because it was a formula that worked. And there were a lot of shows with names you would never remember because they were tried on a couple of stations and they didn't work. But they were very inexpensive trials. That is something that we are working on. It is very possible that in the near future we could be rolling shows out like that in a few markets, and we don't have to wait for NATPE.

This group produces over 100 hours a day of news, and a lot of the morning shows we do are news-structured but with a lot of entertainment features in them. The thing to do is to have a core of talent and producers that can think a little more toward daytime. And if you can grow some things out of there, fantastic.

How important are the Fox owned-and-operated stations to the overall strength of the Fox network? Are there plans to acquire more stations?

In terms of the O&O's [owned and operated stations] importance to the network, I'll just give you the one piece of information I like to pass on. In the November book, 18 of our 22 owned stations were number one in their markets. The other four were number two. These stations, unlike other stations, have made prime time the most important daypart, as if it were their own daypart. Many other groups would say late news, or some other time, is their most important daypart. We actually overload our promotion toward prime and the results show it. Our programming strategy of making prime time our number-one priority goes back a long way. To do that, we thought that making [prime time] access work would be the promotional base for that and would also be a good financial investment for

us. And then, third, making late news work and branch out that way. I think that strategy has worked, and I don't see anyone else not trying the exact same thing.

Is that strategy at the expense of other dayparts?

Well, that's an interesting question because it's hard to talk about the group when you get outside of prime time because the majority of stations now are more in the early afternoon news model, not the kids model. For all those stations, daytime is very important: daytime meaning 9 a.m. to 5 p.m. And we are very strong on most of these stations and have made major investments that, for the most part, have worked. The other stations, you get three hours of kids [programming], so now you are talking about 9 a.m. to 2 p.m. The most expensive daytime shows are really those targeted between 3 p.m. and 5 p.m. because they are news lead-ins. So, in daytime you have to look at two different things in terms of the original O&O's. Daytime certainly was less important than access, early fringe or prime time.

Are you at a point where you can put more emphasis on daytime?

Yes, I think we are, and we have. Since Twentieth Television and the stations were combined under me, the emphasis has been on developing programming, primarily for daytime. And the show coming out this year [*Divorce Court*] is probably the best idea we have had in a while. It's a genre that works and we know it works. It's got a great title and we found the right judge and I think it's going to be great. We developed it for daytime but I'm sure it's going to be airing on a lot of stations in much higher-profile dayparts.

That's one show. Are there more?

If you take, for example, the New World stations, which are just packed with daytime shows, they don't have much room for anything new. It depends on the station, but most of them have *Rosie O'Donnell*. A lot of them have *Jerry Springer*; *Regis & Kathie Lee*, all the shows that you know. The idea is for all of our stations to develop more and more product.

Let's return to the idea of more and more stations. How is Fox approaching that?

Given the FCC limit of 35 percent coverage right now, we can't add any more stations, but that is something we are lobbying for.

What should the cap be?

Maybe 50 percent. The FCC is reviewing all of its ownership rules: The cap, LMAs, cross-ownership, things like that. To go beyond the 35 percent is something that we want. For example, It's a way of trying to make the network more profitable. Everybody says the network is not profitable and the O&O's are profitable. Well, given the cost of lots of nationally televised programs, like the NFL, we're looking to recapture profits. There is nothing that I can understand, or I have read, that says there is some magic about 35 percent coverage.

What is your influence within News Corp.? How involved are you with Rupert Murdoch?

He probably calls me once a week, minimum. And we discuss issues involving the stations, but many, many other topics as well. It's usually whatever is high on his priority list. That would include international projects. I think it's more of a general review of the business when we talk about the stations: How are the ratings and how are the revenues? He never asks anything too particular. It's usually a very general discussion about non-station, non-syndication issues, and that seems to be happening a lot. I'm actively involved in the corporation in some formal ways with something called the executive committee, which meets quarterly to discuss overall corporate issues. And then there are a lot of informal things, like he's [Murdoch] thinking of making an investment in such and such a country or media property, [and he'll ask] "What's your opinion?" This

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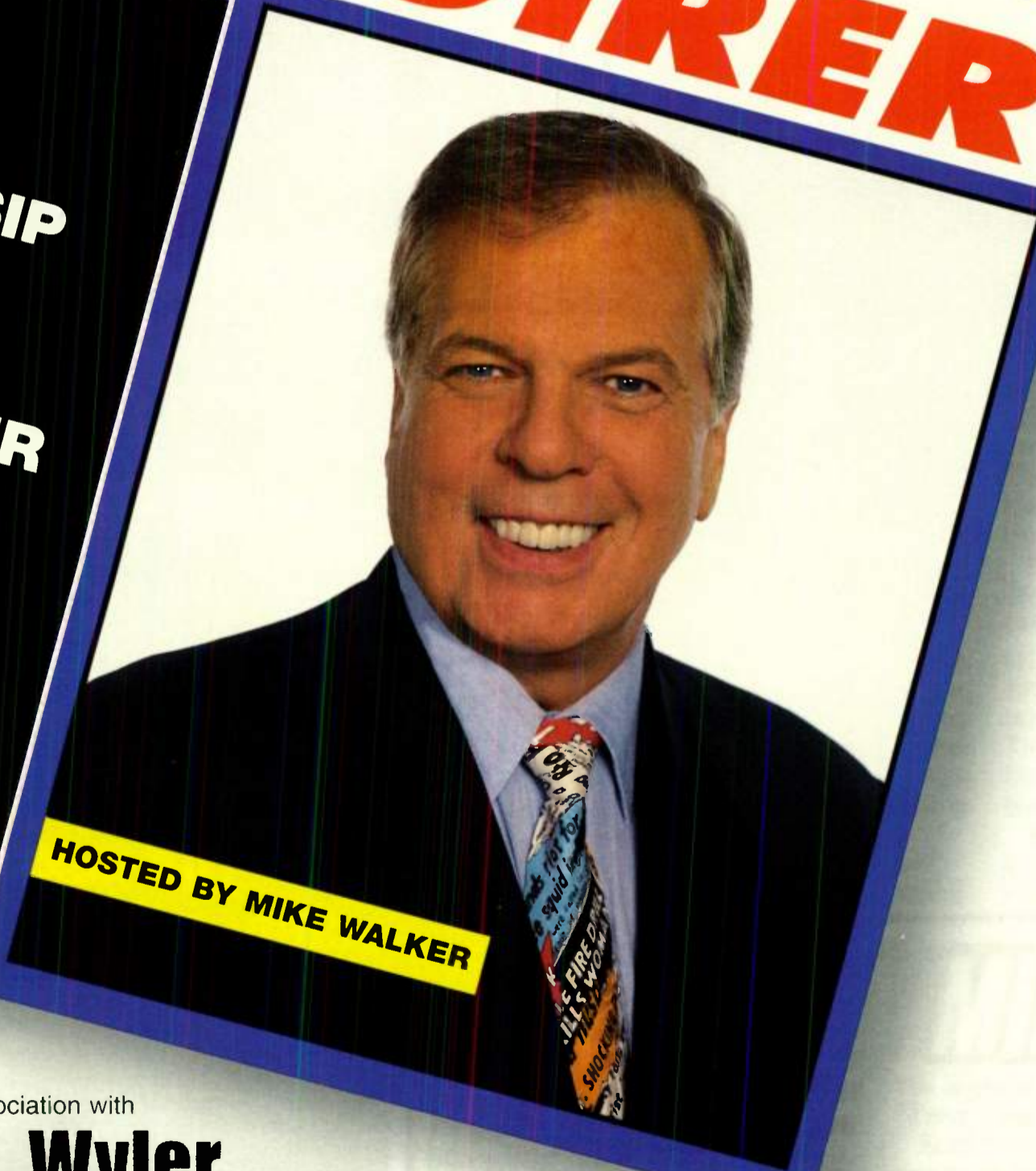
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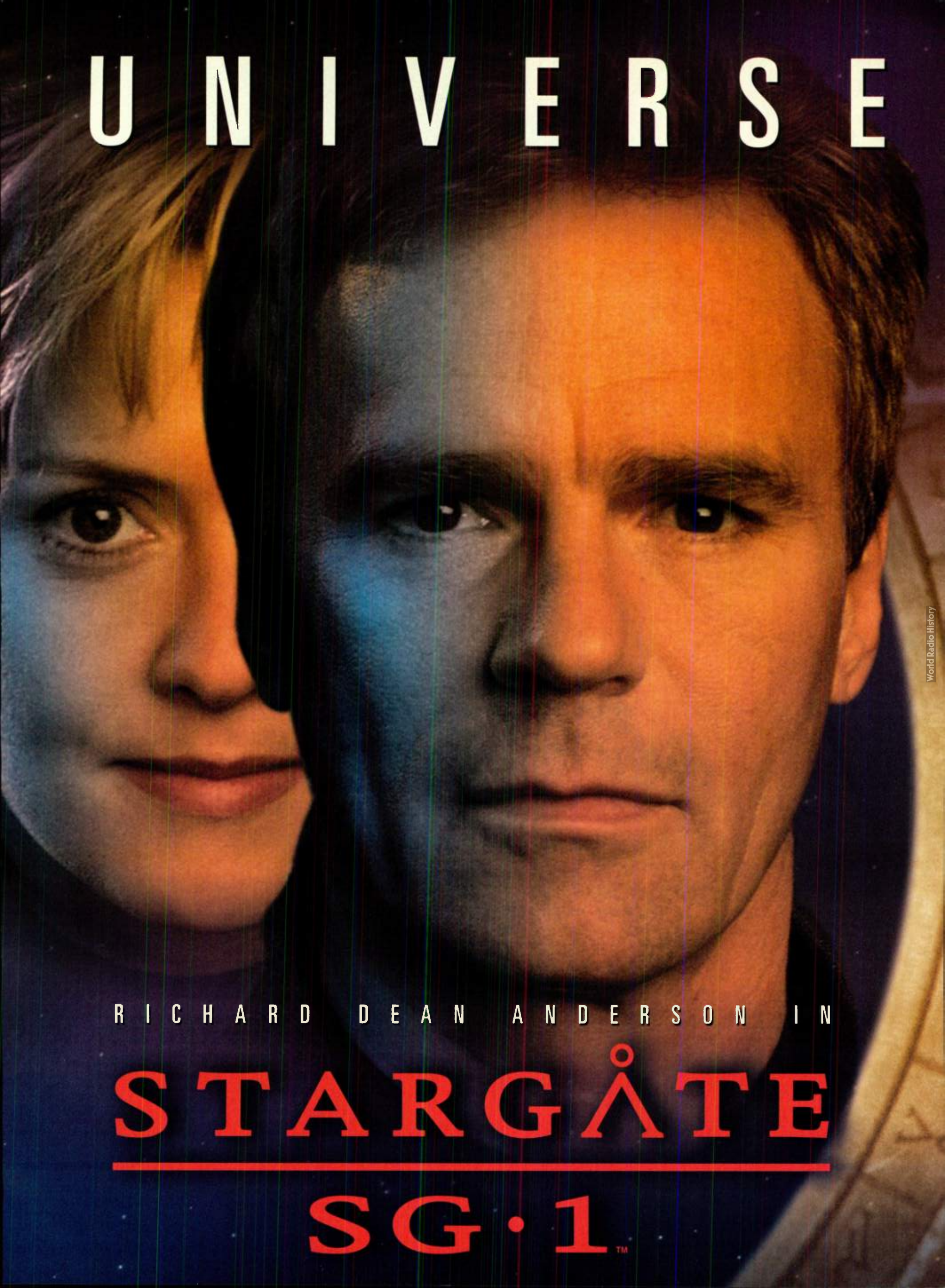
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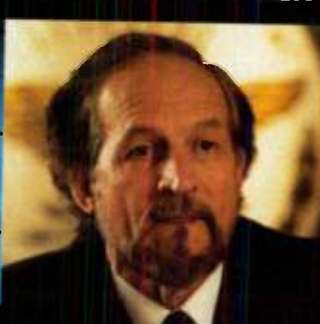
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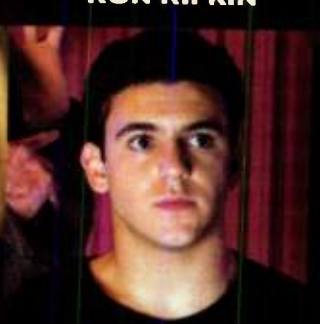
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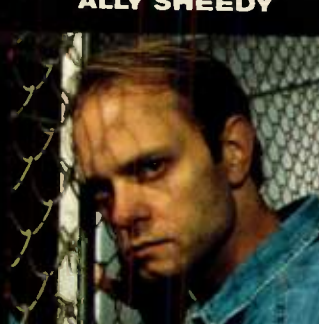
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DANIEL J. TRAVANTI



FRED SAVAGE



DAVID HYDE PIERCE



MELISSA GILBERT



ESAI MORALES



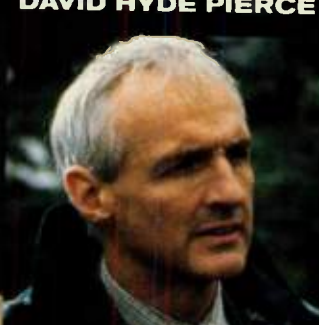
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FRANK WHALEY



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LEONARD NIMOY



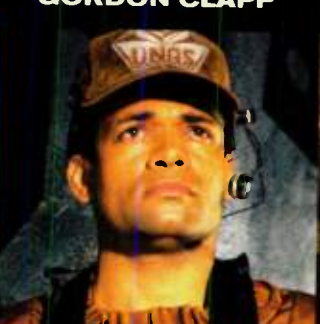
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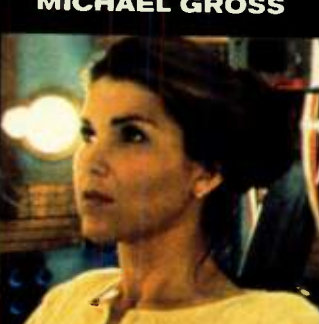
GREGORY HARRISON



JON CRYER



MARIO VAN PEEBLES



PERI GILPIN



LOU DIAMOND PHILLIPS



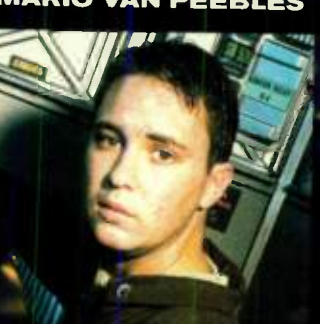
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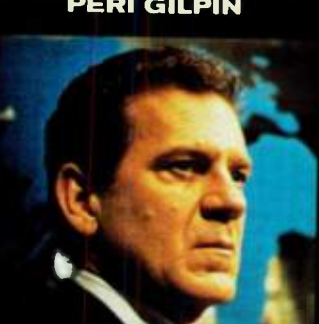
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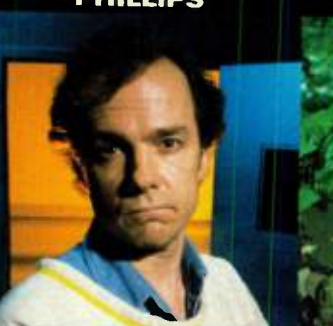
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WIL WHEATON



ROBERT FOXWORTH



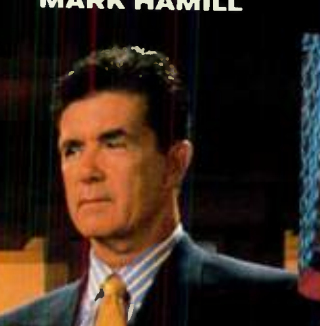
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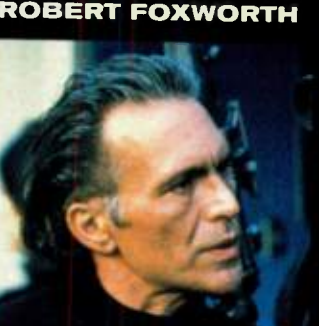
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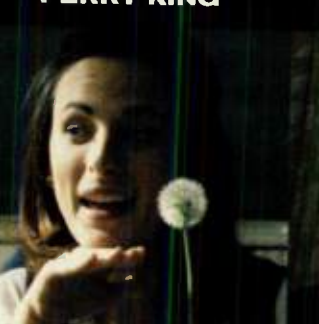
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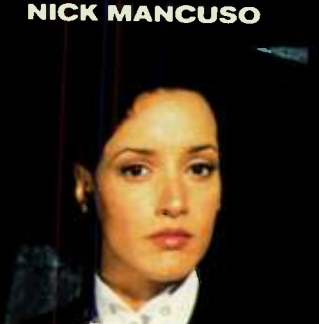
MARLEE MATLIN



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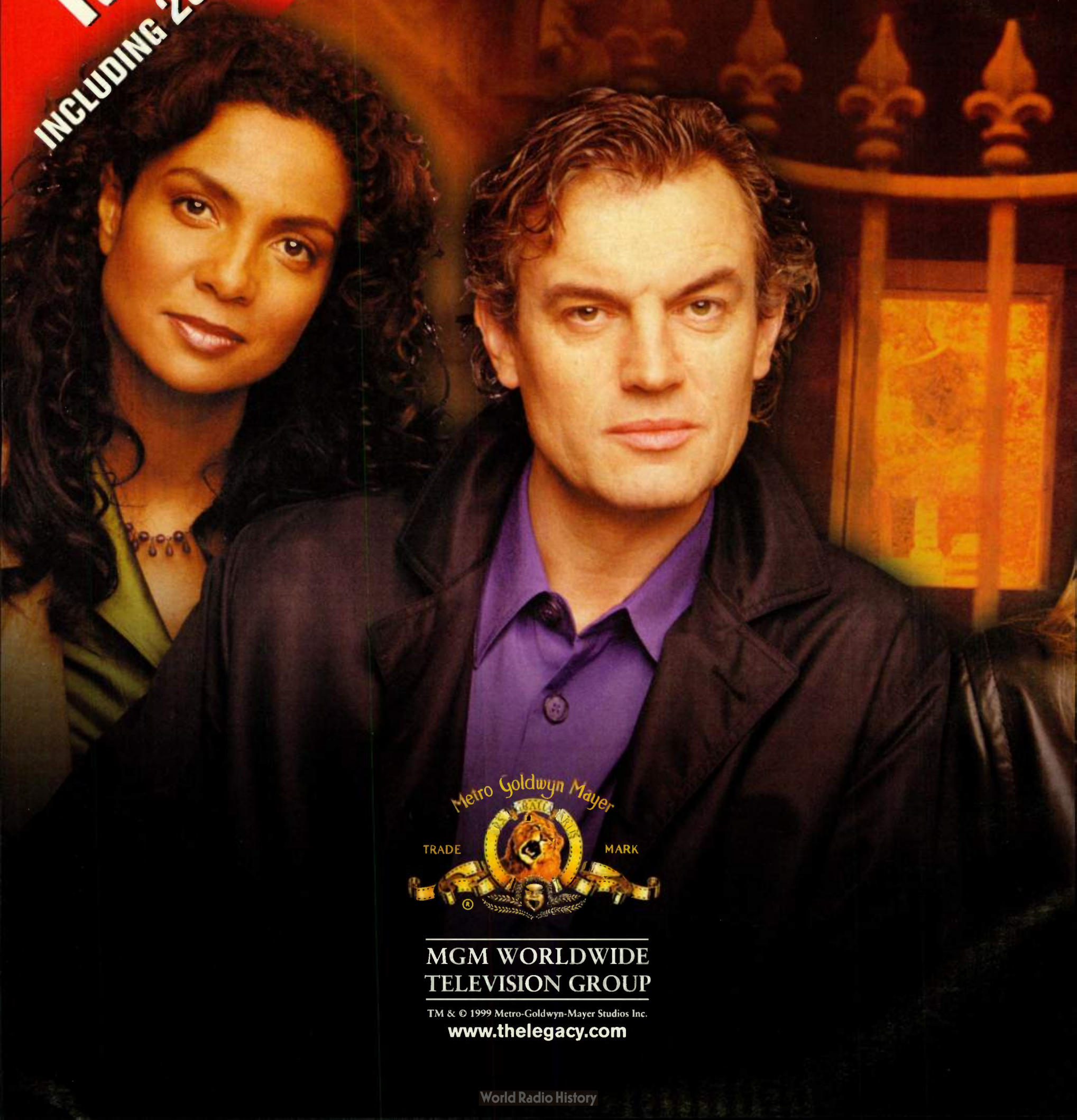


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happens all the time, and you can't really tell where he is but you can tell what form of transportation he's on. The airplane has one sound, the boat has another sound and the car has another sound.

You come from a business background. Where did you learn about programming?

I learned a lot of news when I worked at CBS. I learned something about programming when I went to WCBS-TV and we dropped Two on the Town to do Wheel of Fortune. That was really my entry to the programming side. CBS was not really a big syndication buyer. When I came to Fox, it was all about programming, and it was the first time I was ever really introduced to a studio.

Primarily, I guess I really learned programming from Greg Nathanson (former head of development for the Fox O&Os), who I think is the best programmer, period. He could tell you what every network should be doing, what each station group should be doing. He taught me to try and think how your competition should act and when they don't act that way, try and pre-empt them.

Have you had to work harder to catch up on the programming side?

I work hard, but no harder than a lot of our executives. One thing about having 22 stations is that you see so many different competitive situations; you get so many different perspectives. There are a lot of smart things being done [outside] the top 10 markets and we are looking at that closely. When you go from 12 stations to 22 stations, you get so much cross-pollination. How do you take the best of what you've seen in news or programming or wherever you see things working, and then implement them? Why shouldn't it work on this station or that station? It wasn't necessarily that I had to invent the wheel. In many cases it was just getting rid of some bad ideas. There are some very, very bad programming ideas that people will not shake. If you get rid of them, that's your first step toward profitability.

Twentieth has had some failures in the first-run business lately: The Magic Hour and Home Team with Terry Bradshaw, for example. Is there a clear path ahead now?

I wasn't in charge of Twentieth for either of those two shows, so I don't want to say anything one way or the other. In both cases, some people thought they were good programming ideas, but they did not work and they went off the air pretty quickly. Those were just failed programs. We could go back in time and, with New World, there were a number of failures in daytime talk. The problem is that so often they get a name of somebody and they have a person that was popular in prime time or on radio, but that doesn't mean it will transfer over into a daytime talk show. A lot of daytime shows have gone down this year, the biggest ones. Something needs to happen in daytime. The old war horses are vulnerable, and that is definitely an environment that we can take chances in. You have a lot of room.

Is there a programming slate for 2000, 2001 at Twentieth and for the station group as a whole?

It's a constant process. We won't make shows just because I have a quantitative goal. But we're not going to not try a show because we have too many. What we're not going to do is go crazy over launches, pay people ridiculous amounts of money and have a \$20 million failure.

While we're on the subject of programming, I was told that your former secretary is helping out the competition as co-star of ABC's The Drew Carey Show.

My former secretary plays Mimi, and her character is based on herself and the way she treated me. Most of

those jokes are real [laughs]. No, she's doing a wonderful job on the show and I'm proud of her.

It has been two and half years since Fox acquired the 10 New World stations. How has the process of bringing them into the Fox family gone?

Much better than many expected. Everyone said it would take forever to fix these stations. In some cases, we were stuck with bad programming, but for the most part, the key was changing the thinking. It was "Gee, this isn't working. We're going to work twice as hard at it. We'll just work harder at the same thing that's not working." It's exactly the wrong thing to do. We essentially changed a lot of things. We changed the entire sales structure. We changed most of the way they were going to do programming. We re-emphasized our image of localism. They were trying to do world news from Atlanta, and we're not talking about

There are so many outlets for national news that for our stations to emphasize anything outside of local and regional news would be crazy.

Do you subscribe to the theory that cable is eventually going to swallow the networks?

No, but there are things that are going to change a lot.

I think this cable versus station idea is sort of a goner. When you are looking at being competitive, you have to figure out whom you are competing against. [Broadcasters] are losing audience to cable, but you have to ask, "Who is losing the audience?" Is it Fox? Is it everyone? I think that right now, this is really being heightened because some of the so-called audience being lost to cable is really, maybe, going to other media, the Internet or other forms of entertainment. Everyone is looking at broadcasters right now in a year that most people would say has been the worst year for development in a long time. That includes syndication. There are really very few shows that you can say, "Hey, there is a breakout hit." There are a few shows at the network level, but honestly, everything else is really down.

I think some of the networks have panicked in scheduling. And, you know the scary thing for broadcasters is that they are going to keep trying to do these old ideas and [then] they are going to have to take some risk. The great thing about Fox, I think, is we are everything about taking risk. We've been doing this, fighting uphill. This idea that we have 18 stations out of 22 that are clear number ones in prime time, common prime, I should say (8 to 10, when all the networks run network programming), is beyond me. I could never have predicted that.

In this company, [News Corp. executives] are going to be real happy if Fox Sports Net is working. And some of those viewers could be coming from stations, maybe, but most of that is not coming out of the stations. If you want to see if Fox is doing well, you're going to look at all the Fox assets. Look at Disney. They look like they're about ESPN, and ABC is sort of an afterthought. What I think is most scary for everybody is that if you're not in a lot of these different businesses, then you're limited, and you will be dependent on somebody who will put it to you some day. The great thing about this company is that we're in the businesses we need to be in.

You will have a whole new group of stations in the digital age. How are you approaching that?

All I can tell you, in terms of digital, is that the station goal is to be digital on the timetable that the FCC has set. This is an investment of more than \$100 million and it's taking quite a bit of time and energy to get it done. On how it's used, how digital will be used, it's still a topic of great discussion around here and how digital dovetails into other priorities in the company that are also important. In some ways, News Corp.'s Sky Television in London is advanced digitally beyond where we are today.

There will be a lot of good internal information coming from there on how to do this right. Most of what I read about how digital is going to do this and that is, at this point, sketchy at best, and the best ideas that are talked about by the people around here haven't been announced. I don't know if it's a long time away, but it's not real close. You have to put up a tower. Do you want to know how a guy putting up a tower in St. Louis fell off and died? That's a reality. The FCC is completely up in the air on this stuff. We're getting ready, but ready for what? We'll be ready, though.

So what's next up for Mitch Stern?

The company always engages you in all of these other projects, so I never have enough time for the stations or syndication. No matter what title people have in this company, they really do a lot of different things. That's what always keeps it interesting.

1 Fox Television Stations Inc. (subsidiary of News Corp. Ltd.)

23 stations/35.3% of U.S.

STATION	MARKET (ALL FOX AFFILIATES UNLESS NOTED; CH.)	DMA
WNYW(TV)	New York (ch. 5)	1
KTTV(TV)	Los Angeles (ch. 11)	2
WFLD(TV)	Chicago (ch. 32)	3
WTXF(TV)	Philadelphia (ch. 29)	4
WFXT(TV)	Boston (ch. 25)	6
KDFW-TV	Dallas/Fort Worth (ch. 4)	7
KDFI-TV*	Dallas (Ind.; ch. 27)	
WTTG(TV)	Washington (ch. 5)	8
WJBK-TV	Detroit (ch. 2)	9
WAGA-TV	Atlanta (ch. 5)	10
KRIV-TV	Houston (ch. 26)	11
WJW-TV	Cleveland (ch. 8)	13
WTVT(TV)	Tampa/St. Petersburg, Fla. (ch. 13)	14
KSAZ-TV	Phoenix (ch. 10)	17
KDVR(TV)	Denver (ch. 31)	18
KTVI(TV)	St. Louis (ch. 2)	21
WITI-TV	Milwaukee (ch. 6)	31
WDAF-TV	Kansas City (ch. 4)	33
KSTU(TV)	Salt Lake City (ch. 13)	36
WBRC-TV	Birmingham/Tuscaloosa, Ala. (ch. 6)	39
WHBO-TV	Memphis, Tenn. (ch. 13)	43
WGHP-TV	Greensboro, N.C. (ch. 8)	47
KTBC-TV	Austin, Texas (ch. 7)	60

CNN. We changed completely the way they did promotion. We emphasized prime and other dayparts. The turnaround has been dramatic. I thought one of the toughest stations would be Tampa because it is the oldest viewing audience of all of the [Fox] O&Os by a lot. It's now number one. We gave general managers, I think, a lot of freedom. Basically, we doubled the profits in a year [he would not elaborate] and now we're starting to say, "Look, we have so many strong stations. Let's look at where we can start sharing good ideas between stations."

Is there a national news effort on the way from Fox, maybe with a local angle?

No. There is a Fox News feed. It's called Fox News Edge and it goes to all affiliates. Besides sharing among O&Os, we're sharing with the affiliates. The way to distinguish yourself these days is to be local.

2 CBS Stations Inc.

14 stations/30.8% of U.S.

STATION	MARKET (ALL CBS AFFILIATES; CH.)	DMA
WCBS-TV	New York (ch. 2)	1
KCBS-TV	Los Angeles (ch. 2)	2
WBBM-TV	Chicago (ch. 2)	3
KYW-TV	Philadelphia (ch. 3)	4
KPIX-TV	San Francisco (ch. 5)	5
WBZ-TV	Boston (ch. 4)	6
WWJ-TV	Detroit (ch. 62)	9
WCCO-TV	Minneapolis/St. Paul (ch. 4)	15
WFOR-TV	Miami/Fort Lauderdale (ch. 4)	16
KCNC-TV	Denver (ch. 4)	18
KDKA-TV	Pittsburgh (ch. 2)	19
WJZ-TV	Baltimore (ch. 13)	24
KUTV-TV	Salt Lake City (ch. 2)	36
WFRV-TV	Green Bay, Wis. (ch. 5)	69

"We'd like to see our afternoons get stronger. We're in fantastic shape in access and in great shape in the mornings," says Ben Zurier, vice president/program research, CBS Television Stations.

"We're making a big move in daytime with *Dr. Joy Browne*," Zurier says. Seven of CBS's 14 stations have made a major commitment to Eyemark Entertainment's *Dr. Joy Browne* for fall. Zurier says some stations will air the show at 10 a.m., and others will broadcast it at 3 p.m. Eyemark is owned by CBS Inc.

"We're putting the money into *Joy Browne*. It's best for our stations as a single-topic talk show. ... There's not a lot of them out there," explains Zurier.

Among other new talkers, he thinks *Queen Latifah* is a "tremendous talent," even though CBS stations are not picking it up.

Another Eyemark-distributed show, *Martha Stewart Living*, is on at least eight CBS stations in daytime.

Zurier says CBS buys programs as a group and on the station level. "We try to take advantage of our leverage [as a group] where we can," he says, adding that if a group deal doesn't work, stations negotiate individually.

CBS also has been talking to syndicators about weekend hours. Zurier says syndicators are "anxious" to get the group's weekend business. Currently on weekends, 12 CBS stations air *The Howard Stern Radio Show* while 11 carry Eyemark's *Pensacola: Wings of Gold*.

The group also is evaluating new shows for weekends such as Eyemark's *Peter Benchley's Amazon* but no decisions have



Seven of CBS's 14 stations will carry 'Dr. Joy Browne' in daytime this fall.

been made.

In prime time access, the group will stick with *Hollywood Squares* on 11 stations and *Entertainment Tonight* on nine. Both have been renewed through 2001.

Among talk shows aired on various CBS stations in early fringe are *The Oprah Winfrey Show*, *The Rosie O'Donnell Show* and *Sally Jessy Raphael*. CBS is adding *Rosie* on KUTV-TV Salt Lake City for 2000 and *Oprah* will be picked up on WFOR-TV Miami for 2000. The new Martin Short talk show will air this fall in fringe on WFOR-TV.

CBS also picked up *Let's Make a Deal* for WWJ-TV Detroit for fall. And the group is adding *Judge Mills Lane* to both WJZ-TV Baltimore and KUTV-TV Salt Lake City's fall lineup.



"We'd like to see our afternoons get stronger. We're in fantastic shape in access and in great shape in the mornings."

Ben Zurier, vice president/program research, CBS Television Stations

3 Paxson Communications Corp.

50 stations/29.2% of U.S.

"This NATPE is absolutely different than last year for us," says Lowell "Bud" Paxson. "What we will be doing out there is not so much buying syndicated product, but looking at some of the syndicators who have not been able to place their programming and whether they would like to buy a seat on the big Paxson plane."

Paxson says his network, which is a combination of 50 TV stations and an "all first-class plane," is in search of programming that could air primarily in weekend time periods. But he also says PAX TV has room for some weekday morning series if the shows adhere to Paxson's family-friendly policy.

That is a big change from last year's NATPE conference when Paxson executives were busy trying to fill up their 24-hour soon-to-launch network with syndicated product. PAX TV, which launched last spring as the seventh national broadcast network,



"[W]e are looking at some of the syndicators who have not been able to place their programming and whether or not they would like to buy a seat on the big Paxson plane."

Lowell "Bud" Paxson

STATION	MARKET (ALL PAX TV AFFILIATES; CH.)	DMA
WPXN-TV	New York (ch. 31)	1
KPXN-TV	Los Angeles (ch. 30)	2
WCPX-TV	Chicago (ch. 38)	3
WPPX-TV	Philadelphia (ch. 61)	4
KKPX-TV	San Francisco (ch. 65)	5
WPXB-TV	Boston (ch. 60)	6
KPXD-TV	Dallas/Fort Worth (ch. 68)	7
WPXW-TV	Washington (ch. 66)	8
WPPX-TV**	Washington (ch. 60) (option to buy)	
WPXD-TV	Detroit (ch. 31)	9
WPXA-TV	Atlanta (ch. 14)	10
KPXB-TV	Houston (ch. 49)	11
KWPX-TV	Seattle (ch. 33)	12
WPPX-TV	Cleveland (ch. 23)	13
WXPX-TV	Tampa/St. Petersburg, Fla. (ch. 66)	14
KPXM-TV	Minneapolis/St. Paul (ch. 41)	15
WPXM-TV	Miami/Fort Lauderdale (ch. 35)	16
KPXC-TV	Denver (ch. 59)	18
KSPX-TV**B	Sacramento, Calif. (ch. 29)	20
WOPX-TV	Orlando, Fla. (ch. 56)	22
KPXG-TV	Portland, Ore. (ch. 22)	23
WFPX-TV	Raleigh/Durham, N.C. (ch. 62)	29
WNPX-TV	Nashville, Tenn. (ch. 28)	30
KPXE-TV	Kansas City (ch. 50)	33
KUWB-TV	Salt Lake City (ch. 16)	36
WPXH-TV	Birmingham/Tuscaloosa, Ala. (ch. 44)	39
WPXV-TV	Norfolk, Va. (ch. 49)	40
WPXL-TV**B	New Orleans (ch. 49)	41
WPXX-TV**B	Memphis, Tenn. (ch. 50)	43
WPXP-TV	West Palm Beach, Fla. (ch. 67)	44
KOPX-TV	Oklahoma City (ch. 62)	45
WGPX-TV	Greensboro, N.C. (ch. 16)	47
WQPX-TV	Wilkes Barre/Scranton, Pa. (ch. 51)	51
WYPX-TV	Albany, N.Y. (ch. 55)	53
WDPX-TV	Dayton, Ohio (ch. 26)	54
KPXF-TV	Fresno, Calif. (ch. 61)	55
KYPX-TV**B	Little Rock, Ark. (ch. 42)	57
WLPX-TV**B	Charleston, W.Va. (ch. 29)	58
KTPX-TV	Tulsa, Okla. (ch. 44)	59
WPXK-TV	Knoxville, Tenn. (ch. 54)	63
WPXR-TV	Roanoke, Va. (ch. 38)	68
WPXG-TV	Green Bay, Wis. (ch. 14)	69
KPXO-TV	Honolulu (ch. 66)	71
KPXJ-TV	Shreveport, La. (ch. 21)	75
WPXU-TV	Champaign, Ill. (ch. 23)	82
KPXR-TV	Cedar Rapids/Dubuque, Iowa (ch. 48)	88
WJPM-TV	San Juan, P.R. (ch. 24)	Not ranked
WJWN-TV	San Sebastian, PR (ch. 38)	Not ranked
WKPV-TV	Ponce, P.R. (ch. 20)	Not ranked

⁰=Owns 49%, has option to acquire rest

acquired a number of the top off-network programs available to the station community, including a number of CBS shows like *Touched by an Angel*. PAX TV also gobbled up many older family friendly series such as *Highway to Heaven*, *Eight Is Enough* and *Life Goes On*.

"We're currently shooting five new series and putting the final touches on a number of joint ventures for those programs," Paxson says. "We'll be wrapping up those deals at NATPE so they can be sold internationally. Original programming is expensive, and we have set up deals to work with a number of overseas companies."

Two of the new series have already debuted on PAX TV, *Chicken Soup for the Soul* and *It's a Miracle*. Paxson says there are three more one-hour "family" dramas being developed that will launch on the network over the next several months.

HAVE A GREAT

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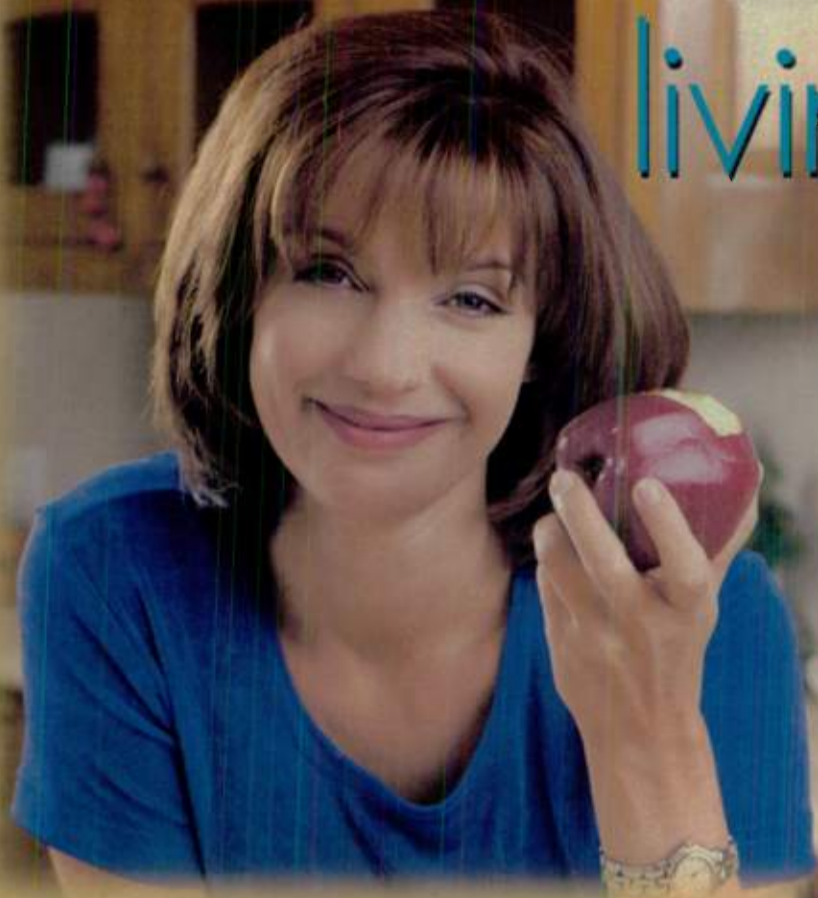


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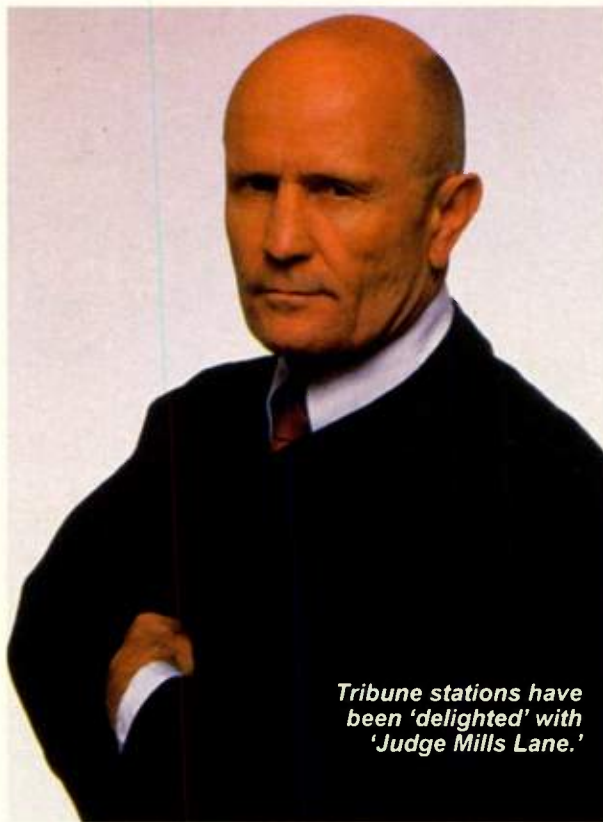
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TELEVISION PRODUCTIONS

A Unit of Hearst-Argyle Television Inc.

4 Tribune Broadcasting

20 stations/27.6% of U.S.

STATION	MARKET (ALL WB AFFILIATES UNLESS NOTED; CH.)	DMA
WPIX(TV)	New York (ch. 11)	1
KTLA(TV)	Los Angeles (ch. 5)	2
WGN-TV	Chicago (ch. 9)	3
WPHL-TV	Philadelphia (ch. 17)	4
WLVI-TV	Boston (ch. 56)	6
KDAF(TV)	Dallas/Fort Worth (ch. 33)	7
WBDC-TV	Washington (ch. 50) management agreement	8
WGNX(TV)	Atlanta (CBS; ch. 46)	10
KHTV(TV)	Houston (ch. 39)	11
KTZZ-TV	Seattle (ch. 22)	12
WDZL(TV)	Miami/Fort Lauderdale (ch. 39)	16
KWGN-TV	Denver (ch. 2)	18
KTXL(TV)	Sacramento, Calif. (Fox; ch. 40)	20
WXIN(TV)	Indianapolis (Fox; ch. 59)	25
KSWB-TV	San Diego (ch. 69)	26
WTIC-TV	Hartford/New Haven, Conn. (Fox; ch. 61)	27
WTXX(TV)*	Waterbury, Conn. (UPN; ch. 20)	
WXMI(TV)	Grand Rapids, Mich. (Fox; ch. 17)	38
WGNO(TV)	New Orleans (ABC; ch. 26)	41
WPMT(TV)	Harrisburg/Lancaster, Pa. (Fox; ch. 43)	46



Tribune stations have been 'delighted' with 'Judge Mills Lane.'

In early fringe, however, Tribune's WPIX(TV) New York, KTLA(TV) Los Angeles and WGN-TV Chicago will carry *Clueless* and *Sabrina, The Teenage Witch* in fall 2000.

Schacher says that on weekends, action hours dominate with *Earth: Final Conflict*, *NightMan*, *Hercules* and *Xena*. Tribune stations, however, will add Tribune Entertainment's *BeastMaster: The Legend Continues* for fall. All 19 stations also air Tribune Entertainment's *Malibu CA*, a half-hour weekly sitcom.

At Tribune, the focus for fall is on daytime. All 19 stations will carry *Richard Simmons's Dream Maker*, which is distributed by Tribune Entertainment.

"We're very high on *Dream Maker*. Richard Simmons belongs on daytime TV," says Marc Schacher, vice president of programming and development for Tribune Broadcasting.

"We've been delighted with *Judge Mills Lane*,"



"We're very high on *Dream Maker*. Richard Simmons belongs on daytime TV."

Marc Schacher, vice president of programming and development for Tribune Broadcasting

Schacher says. The show airs on all the group's stations and will be back for its second year. Tribune also airs *Love Connection* and *Change of Heart* in many of its markets in daytime and sometimes in late fringe. This fall, *Dream Maker* and *Judge Mills Lane* will make up the bulk of the group's first-run daytime schedule.

As for access and late night, Tribune is sticking with sitcoms, Schacher says, noting that *Friends* has been an outstanding performer. The company is looking at the genre for 2001 and beyond.

Tribune stations also have put together a sitcom block for late night including *Friends*, *Cheers* and

Seinfeld. "We've found that adult sitcoms are an area we can have to ourselves. ... It's been very successful for us," says Schacher.

In fringe, programming varies with stations carrying *Frasier*, *Sister Sister*, *Fresh Prince* or *Home Improvement*. The group has long-term deals to continue airing these shows.

5 NBC (subsidiary of General Electric Co.)

13 stations/26.6% of U.S.

STATION	MARKET (ALL NBC AFFILIATES, CH.)	DMA
WNBC(TV)	New York (ch. 4)	1
KNBC(TV)	Los Angeles (ch. 4)	2
WMAQ-TV	Chicago (ch. 5)	3
WCAU(TV)	Philadelphia (ch. 10)	4
KXAS-TV	Dallas/Fort Worth (ch. 5)	7
WRC-TV	Washington (ch. 4)	8
WTVJ(TV)	Miami/Fort Lauderdale (ch. 6)	16
KNSD(TV)	San Diego (ch. 39)	26
WVIT(TV)	Hartford/New Haven, Conn. (ch. 30)	27
WNCN(TV)	Raleigh/Durham, N.C. (ch. 17)	29
WCMH-TV	Columbus, Ohio (ch. 4)	34
WVTM-TV	Birmingham/Tuscaloosa, Ala. (ch. 13)	39
WJAR(TV)	Providence, R.I. (ch. 10)	50

"Reducing costs in success," is how NBC Television Stations President Pat Wallace describes the network-owned station group's syndication strategy.

What that means, essentially, is that the group is taking an ownership position in some of the shows on its air. So far, it's doing that in partnership with others to lower the initial investment and to have a shot at recouping some of the money spent on programming if a show becomes a hit.

What NBC is not contemplating now or in the foreseeable future, Wallace says, is the creation of an in-house domestic syndication unit. The network would need a lengthy roster of syndicable shows to justify

such an investment, says Wallace. "There are plenty of other companies that already have that structure in place," he says, and that for now, it makes more sense to work with them.

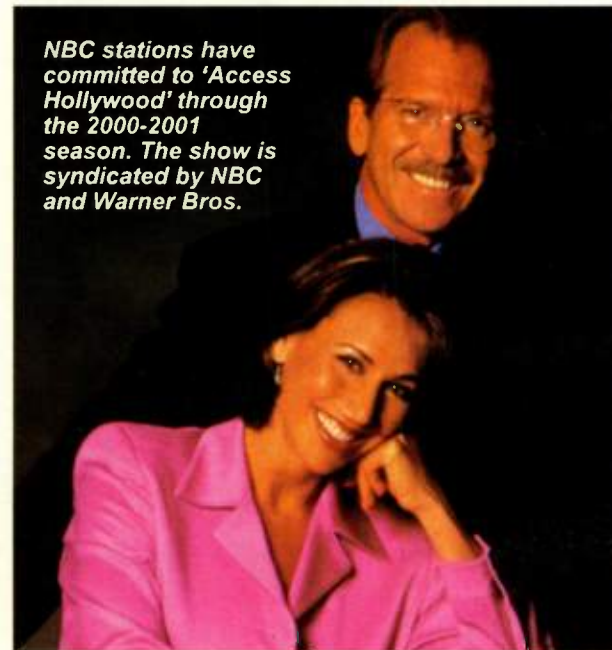
Right now, its main syndication partner is Warner Bros. Domestic Television Distribution (WBDDT), which it recently hired to syndicate *Access Hollywood*. NBC acquired a majority stake in the show from Twentieth Television. The show originally was a joint venture of New World Productions and NBC. Twentieth acquired New World's interest when it bought the company and still retains a small equity stake in *Access Hollywood*.

NBC also owns a substantial interest in *Extra* in partnership with WBDDT. Last week, when the companies announced that WBDDT would distribute *Access Hollywood*, they also said they would jointly market and promote the two magazines as a block of programming. That collaboration also will include possible story sharing, as producers of the shows will be in constant communication.

In access, NBC Stations has committed to both *Access Hollywood* and *Extra* through at least the 2000-2001 season.

But NBC's relationship with WBDDT goes deeper than that. It also has renewed *Rosie O'Donnell* through next season. That takes care of most of the group's early fringe time periods. In New York, where it doesn't have *Rosie*, it has committed to a block of court shows: *People's Court* and *Judge Judy*. In Philadelphia, it has renewed *Montel Williams* in a multiyear deal.

Wallace says the group is looking to develop another major "strategic move" for the 2000 season. High on the list of potential projects is a new talk show, although he stresses that "we're open to many things. Those conversations are starting now." Wallace says he wants to develop a program that would launch in daytime in the 2000-2001 season, and then, with suc-



NBC stations have committed to 'Access Hollywood' through the 2000-2001 season. The show is syndicated by NBC and Warner Bros.

cess, move to early fringe. An alliance could be forged with a studio, syndicator, stations or some combination, he says. He also doesn't rule out developing something in-house.

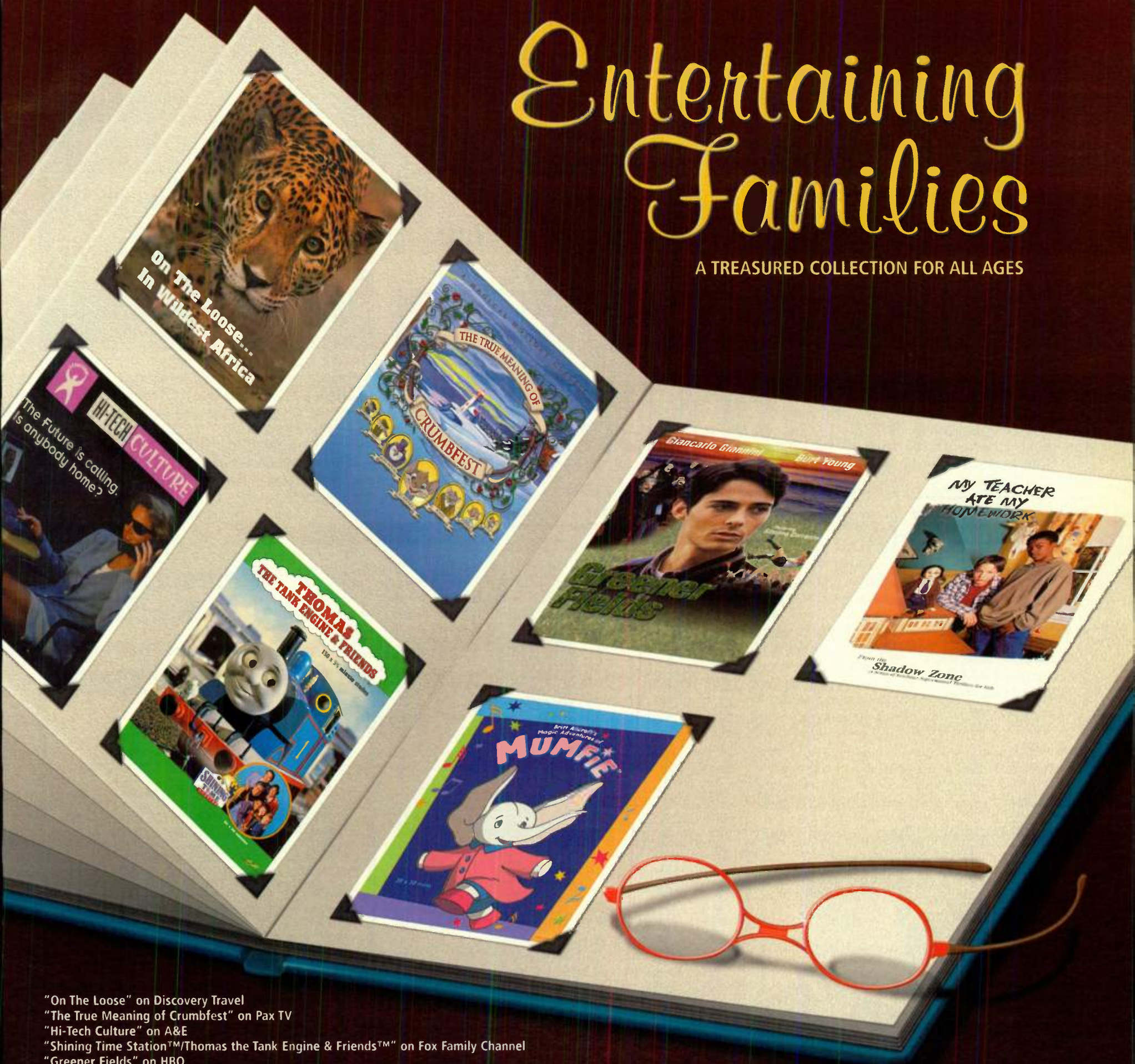
"In terms of our key dayparts, our program plans are in place," Wallace says. The network's news division last week announced it would develop a one-hour morning show, *Later Today*, for the 9-10 a.m. slot next fall. That will replace Paramount-produced talk show *Leeza*, which is heading into syndication. *Later Today* is intended as a network show that NBC hopes will be embraced by all its affiliates.

But what if affiliates don't want *Later Today*? Would NBC consider syndicating the show? "That's in the realm of the hypothetical that we're not even considering," Wallace responds. "I think it will be a great addition to our schedule and that affiliates will be enthusiastic about it."

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6 ABC Inc. (subsidiary of Walt Disney Co.) 10 stations/24% of U.S.

STATION	MARKET (ALL ABC AFFILIATES; CH.)	DMA
WABC-TV	New York (ch. 7)	1
KABC-TV	Los Angeles (ch. 7)	2
WLS-TV	Chicago (ch. 7)	3
WPVI-TV	Philadelphia (ch. 6)	4
KGO-TV	San Francisco (ch. 7)	5
KTRK-TV	Houston (ch. 13)	11
WTVD(TV)	Raleigh/Durham, N.C. (ch. 11)	29
KFSN-TV	Fresno, Calif. (ch. 30)	55
WJRT-TV	Flint/Saginaw, Mich. (ch. 12)	64
WTVG(TV)	Toledo, Ohio (ch. 13)	66

"We have the least need for new product," says Lawrence Pollock, president of ABC Owned Television Stations.

The core of the group's syndicated programming is expected to remain *Wheel of Fortune* and *Jeopardy!* on all 10 stations. Through 2002, *Rosie O'Donnell* will run on eight stations, and seven will carry *Oprah Live With Regis & Kathie Lee* also is aired on many ABC-owned stations.

"We have the least need for new product.... We're comfortable with where we are."

**Lawrence Pollock,
president of ABC
Owned Television
Stations**

ABC does not buy programming as a group, Pollock says. Individual stations buy their own shows, and some will shop for programming at NATPE.

WLS-TV Chicago is adding *Regis & Kathie Lee* for broadcast in the fall at 1:40 a.m., according to Fran Preston, program director.

Currently, the station carries *Oprah* at 9 a.m., *Inside Edition* at 3 p.m., *Jeopardy!* at 3:30 p.m. and *Wheel of Fortune* at 6:30 p.m. *Oprah* airs again at 11:05 p.m., followed by *Politically Incorrect* and *Inside Edition*. Those shows are all long-term deals, Preston says.

But the station does plan to add a new action hour to



"Wheel of Fortune" is a key part of ABC stations' syndication strategy. It airs on all 10 stations.

its weekend schedule this fall. WLS-TV is buying new series *Relic Hunter* with Tina Carrere. It will replace *S.O.F. Special Ops Forces*, which airs at 10:35 p.m. on Saturday nights. Preston says *Relic Hunter* has "promise," and is expected to draw a young female and male audience.

"We're comfortable with where we are," Preston says. At NATPE, she plans to look for movie packages and half-hour weekend lifestyle programs.

7 Chris Craft Television Inc./ United Television Inc.

10 stations/18.3% of U.S.

STATION	MARKET (ALL UPN AFFILIATES UNLESS NOTED; CH.)	DMA
WWOR-TV	New York (ch. 9)	1
KCOP(TV)	Los Angeles (ch. 13)	2
KBHK-TV	San Francisco (ch. 44)	5
KMSP-TV	Minneapolis/St. Paul (ch. 9)	15
KUTP(TV)	Phoenix (ch. 45)	17
WRBW(TV) ^b	Orlando, Fla. (ch. 65)	22
KPTV(TV)	Portland, Ore. (ch. 12)	23
WUTB(TV)	Baltimore (ch. 24)	24
KTVX(TV)	Salt Lake City (ABC; ch. 4)	36
KMOL-TV	San Antonio, Texas (NBC; ch. 4)	37

"We'll be shopping around for a weekend hour," says Marvin Rhodes, program manager at Chris-Craft's KPTV(TV) Portland Ore. Otherwise, the station already has picked up new shows for fall including *Let's Make a Deal* and *Divorce Court*. Both are slated for daytime.

The UPN affiliate also plans to air *Star Trek: Voyager* this fall in the 6 p.m. to 8 p.m. time period. Rhodes says "Portland is one of the best *Star Trek* markets in the country."

Let's Make a Deal will replace *Forgive and Forget* at 11 a.m. "We've had trouble with *Forgive and Forget*. We've promoted it well, but for whatever reason it just hasn't clicked," Rhodes says.

But the station is "very happy" with *Judge Mills Lane*, which airs in daytime. Rhodes also says "*The Nanny* at 2:30 p.m. has been a nice performer" as have *Sister Sister* and *Cosby*, running from 4 p.m. to 5 p.m. "They've been good shows for us too."

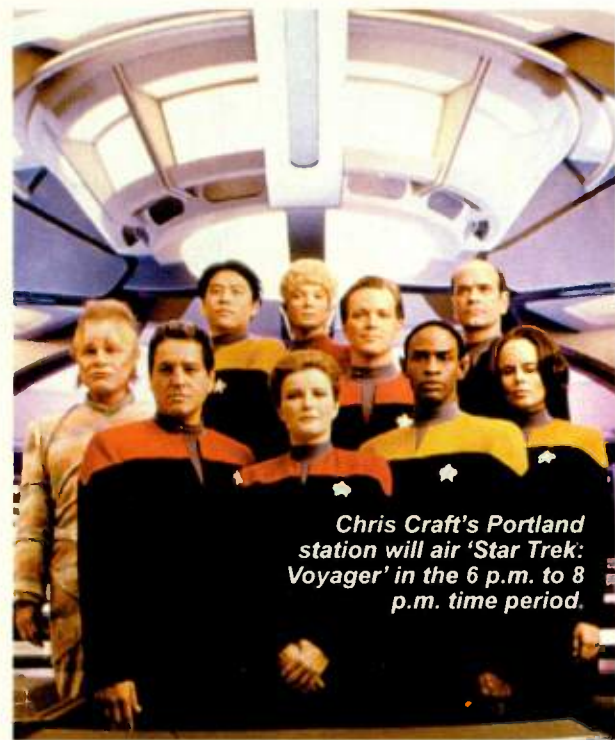
Access is in good shape at the Portland station with *Seinfeld* and *Mad About You*. In late fringe, *Married with Children* and *Cheers* do well, according to Rhodes.

At KMSP-TV Minneapolis, *Judge Mathis* and *People's Court* will join the morning block this fall, says Dale Bluestein, creative services director. The fate of *Howie* and *Forgive and Forget*, which run in the morning, is unknown.



"Portland is one of the best Star Trek markets in the country."

**Marvin Rhodes,
program manager,
KPTV(TV) Portland Ore.**



Chris Craft's Portland station will air 'Star Trek: Voyager' in the 6 p.m. to 8 p.m. time period.

At 2 p.m., "we're letting *Ricki* go. The ratings have not been a compelling story," Bluestein says. "We'll be looking at other daytime offerings. *Change of Heart* and *Love Connection*, which air in late fringe, also are being evaluated.

The UPN affiliate also has picked up *Drew Carey* for fall to air in the 6 p.m. to 7 p.m. block or at 10:30 p.m. Bluestein says that station will have "two runs" of *Drew Carey*.

8 Gannett Broadcasting

21 stations/16.3% of U.S.

STATION	MARKET (AFFILIATION; CH.)	DMA
WUSA(TV)	Washington (CBS; ch. 9)	8
WXIA-TV	Atlanta (NBC; ch. 11)	10
WKYC-TV	Cleveland (NBC; ch. 3)	13
WTSP(TV)	Tampa/St. Petersburg, Fla. (CBS; ch. 10)	14
KARE(TV)	Minneapolis/St. Paul (NBC; ch. 11)	15
KPNX(TV)	Phoenix (NBC; ch. 12)	17
KNAZ-TV(s)	Flagstaff, Ariz. (NBC; ch. 2)	
KMOH-TV(s)	Kingman, Ariz. (WB; ch. 6)	
KUSA-TV	Denver (NBC; ch. 9)	18
KSDK(TV)	St. Louis (NBC; ch. 5)	21
WZZM-TV	Grand Rapids, Mich. (ABC; ch. 13)	38
WGRZ-TV	Buffalo, N.Y. (NBC; ch. 2)	42
WFMY-TV	Greensboro, N.C. (CBS; ch. 2)	47
WTLV(TV)	Jacksonville, Fla. (NBC; ch. 12)	52
KTHV(TV)	Little Rock, Ark. (CBS; ch. 11)	57
KVUE-TV	Austin, Texas (ABC; ch. 24)	60
WBIR-TV	Knoxville, Tenn. (NBC; ch. 10)	63
WCBS(TV)	Portland, Maine (NBC; ch. 6)	80
WLTN(TV)	Columbia, S.C. (CBS; ch. 19)	86
WMAZ-TV	Macon, Ga. (CBS; ch. 13)	122
WLBZ(TV)	Bangor, Maine (NBC; ch. 2)	155

Gannett's WUSA(TV) Washington is sticking with its syndicated lineup for the most part but it may shop for weekend shows. Dick Reingold, president/general manager, says the CBS affiliate's core programs for Monday through Friday are set. The station has *Montel Williams* and *Sally Jessy Raphael* on in mornings and *Entertainment Tonight* at 7:30 p.m. *Montel* airs again at 3 a.m. Monday through Friday.

On weekends WUSA is running *Martha Stewart Living* at noon followed by another lifestyle show, *B. Smith with Style*. In late night on Saturdays, the station broadcasts action hour *Soldier of Fortune*. On Sunday evenings at midnight, WUSA airs *Entertainment This Week*, and at 1:30 a.m., weekly half-hour public affairs program *America's Black Forum* is broadcast.



Washington's WUSA(TV) is largely staying with its syndicated lineup but may shop for weekend shows, says station president/GM, Dick Reingold.

At WCHS-TV Portland, Me., Mike Marshall, programming and promotion manager, says: "We don't have a pressing need for anything." If *Donny & Marie* and *Roseanne* don't come back, the station could be in the market for new product but Marshall thinks those shows will make it.

He says the syndicated lineup at WCHS-TV works well with *Hollywood Squares* and *Inside Edition* on in fringe and *Home Improvement* and *Seinfeld* on during access. His weekend programming also is strong, he says, with a weekend run of *Seinfeld*, *Wild Things* and *Motown Live*.

9 Hearst-Argyle Television Inc. (includes stations being bought from Pulitzer Broadcasting Co.) 32 stations/16% of U.S.

Don't look for major changes in syndicated programming at Hearst-Argyle Television. "We haven't made any significant purchases," says Tony Vinci-



Hearst-Argyle stations are airing 'Hollywood Squares.'

STATION	MARKET (MARKET AFFILIATION; CH.)	DMA
WCVB-TV	Boston (ABC; ch. 5)	8
wwwb(tv) ^M	Tampa/St. Petersburg, Fla. (WB; ch. 32)	14
WTAE-TV	Pittsburgh (ABC; ch. 4)	19
KCRA-TV	Sacramento, Calif. (NBC; ch. 3)	20
KQCA(tv)*	Sacramento (WB; ch. 58)	
WESH(tv) ^B	Orlando, Fla. (NBC; ch. 2)	22
WBAL-TV	Baltimore (NBC; ch. 11)	24
WISN-TV	Milwaukee (ABC; ch. 12)	31
WLWT-TV	Cincinnati (NBC; ch. 5)	32
KMBC-TV	Kansas City (ABC; ch. 9)	33
KCWE-TV*	Kansas City (UPN; ch. 29)	
WYFF(tv) ^B	Greenville, S.C./Asheville, N.C. (NBC; ch. 4)	35
WDSU-TV ^B	New Orleans (NBC; ch. 6)	41
WPBF(tv) ^M	West Palm Beach, Fla. (ABC; ch. 25)	44
KOCO-TV	Oklahoma City (ABC; ch. 5)	45
WGAL(tv) ^B	Harrisburg/Lancaster, Pa. (NBC; ch. 8)	46
WXII-TV ^B	Greensboro, N.C. (NBC; ch. 12)	47
WLKY-TV ^B	Louisville, Ky. (CBS; ch. 32)	48
KOAT-TV ^B	Albuquerque, N.M. (ABC; ch. 7)	49
KOCT(tv) ^S	Carlsbad, N.M. (ABC; ch. 6)	
KOVT(tv) ^S	Silver City, N.M. (ABC; ch. 10)	
KCCI(tv) ^B	Des Moines, Iowa (CBS; ch. 8)	70
KITV-TV	Honolulu (ABC; ch. 4)	71
KHVO(tv) ^S	Hilo, Hawaii (ABC; ch. 13)	
KMAU(tv) ^S	Wailuku, Hawaii (ABC; ch. 12)	
KETV-TV ^B	Omaha, Neb. (ABC; ch. 7)	73
WAPT-TV	Jackson, Miss. (ABC; ch. 16)	89
WPTZ-TV	Burlington, Vt./Plattsburgh, N.Y. (NBC; ch. 5)	91
WNNE(tv) ^S	Hartford, Vt. (NBC; ch. 31)	
KHBS-TV	Fort Smith, Ark. (ABC; ch. 40)	117
KHOG-TV ^S	Fayetteville, Ark. (ABC; ch. 29)	
KSBW-TV	Monterey/Salinas, Calif. (NBC; ch. 8)	119

^Mmanagement agreement w/ station

TV group.

Since most Hearst-Argyle stations are affiliates of ABC, CBS and NBC and carry network feeds, demand for syndicated product is not as great as for other TV groups. "Some of our stations have individual needs for a few daytime hours, but overall, we don't have a lot of need ... there's not a lot of availability," Vinciquerra says.

In access, Hearst-Argyle stations are likely to stick with what they already are airing including *Wheel of Fortune*, *Hollywood Squares*, *Entertainment Tonight* and *Inside Edition*.

In fringe, stations in the group run talk shows *Montel Williams*, *Oprah*, *Jerry Springer* and *Rosie O'Donnell*. Most of this product also is likely to be renewed.

When it comes to weekend hours, "we're all over the board," Vinciquerra says. Hearst-Argyle stations usually purchase off-network product individually, not as a group.

Even Hearst-Argyle's purchase of Pulitzer Broadcasting's nine TV stations is not likely to rev up the group's buying of syndicated programming.

The deal is expected to close early this year, and while things at Pulitzer are in transition, the group has renewed programs "that are performing," says Wayne Godsey, executive vice president of Pulitzer.

Several stations have renewed *Entertainment Tonight* and *Wheel of Fortune* for access and *Live with Regis & Kathie Lee* for mornings. "We have *Montel Williams* in early fringe, which works well in some markets," Godsey says.

The group views new product as a gamble, he says. "If we have a product that's working, we'll renew that rather than take a risk."

10 USA Broadcasting (subsidiary of USA Networks)

13 stations/15.4% of U.S.

STATION	MARKET (ALL UPN AFFILIATES UNLESS NOTED; CH.)	DMA
WHSE-TV	New York (ch. 68)	1
WHSI-TV ^S	Smithtown, N.Y. (ch. 67)	
KHSC-TV	Los Angeles (ch. 46)	2
WEHS-TV	Chicago (ch. 60)	3
WHSP-TV	Philadelphia (ch. 65)	4
WHSB-TV	Boston (ch. 66)	6
KHSX-TV	Dallas/Fort Worth (ch. 49)	7
WNGM-TV	Atlanta (ch. 34)	10
KHSH-TV	Houston (ch. 67)	11
WQHS-TV	Cleveland (ch. 61)	13
WBHS-TV	Tampa/St. Petersburg, Fla. (ch. 50)	14
WAMI-TV	Miami/Fort Lauderdale (City Vision; ch. 69)	16
WBSF-TV	Orlando, Fla. (ch. 43)	22

Count USA Broadcasting as one of this year's most aggressive shoppers at NATPE. Not only has the group made some deals for WAMI-TV Miami, but it also is shopping for the three or four stations it will roll out this year.

"We'll need to fill out a lot of hours; we're going to be a significant buyer," says Jon Miller, president of USA Broadcasting.

In new markets, Miller says USA's strategy basically will mirror its Miami station with game shows in daytime, younger skewing adult shows for fringe and access, lots of movies in prime time and young adult demos for late night.

In Miami, USA has picked up for fall *3rd Rock from the Sun* to air in access where the station currently carries *M*A*S*H*. In daytime, the lineup at WAMI-TV includes *The Dating/Newlywed Hour* and *Forgive or Forget*. At 5 p.m. the station runs the ever-green *Munsters*, which Miller says performs well.

USA also bought *The Roseanne Show* for the Miami station as well as a package that includes *Who's the Boss?*, *Ricki Lake* and *Married with Children*.

And WAMI-TV is expanding its weekend programming this fall with more current shows. It's adding a first-run sci-fi block of *Poltergeist* and *The Outer Limits*, says Miller. Currently, it runs *Charlie's Angels* and *The Six Million Dollar Man*.

The station broadcasts many movies in prime time, Miller says. "We've bought new movie packages from Universal and Paramount."

In late night, WAMI-TV carries a double run of *M*A*S*H* and *Politically Incorrect*.



"We'll need to fill out a lot of hours; we're going to be a significant buyer."

Jon Miller, president of USA Broadcasting

11 A.H. Belo Corp.

20 stations/
14.2% of U.S.

STATION	MARKET (AFFILIATION; CH.)	DMA
WFAA-TV	Dallas/Fort Worth (ABC; ch. 8)	11
KHOU-TV	Houston (CBS; ch. 11)	11
KING-TV	Seattle (NBC; ch. 5)	12
KXTV-TV	Sacramento, Calif. (ABC; ch. 10)	20
KMOV-TV	St. Louis (CBS; ch. 4)	21
KGW-TV	Portland, Ore. (NBC; ch. 8)	23
WCNC-TV	Charlotte, N.C. (NBC; ch. 6)	28
KENS-TV	San Antonio, Texas (CBS; ch. 5)	37
WVEC-TV	Norfolk, Va. (ABC; ch. 13)	40
WWL-TV	New Orleans (CBS; ch. 4)	41
WHAS-TV	Louisville, Ky. (ABC; ch. 11)	48
KASA-TV	Albuquerque, N.M. (Fox; ch. 2)	49
KOTV-TV	Tulsa, Okla. (CBS; ch. 6)	59
KHNL-TV	Honolulu (NBC; ch. 8)	71
KFVE-TV*	Honolulu (Ind.; ch. 5)	71
KREM-TV	Spokane, Wash. (CBS; ch. 2)	72
KSKN-TV*	Spokane (WB; ch. 22)	72
KMSB-TV	Tucson, Ariz. (Fox; ch. 11)	78
KTTU-TV*	Tucson (UPN; ch. 18) (owned by Clear Channel Communications Inc., below)	78
KTVB-TV	Boise, Idaho (NBC; ch. 7)	125
KTFT-TV*	Twin Falls, Idaho (NBC; ch. 38)	189

Belo has made some program purchases for fall such as *The Martin Short Show*. It will air in five markets in late night or daytime, and it has bought *Let's Make A Deal* for three markets.

"We're also taking a hard look at *Leeza* and some of the court shows," says Jack Sander, president of the Belo TV Group. Because it takes longer to build interest in a program, Sander says Belo likes to buy shows and stick with them. "It takes people so much longer to find a show. We try to be more patient."

The mainstay of the group's syndicated programming in access for its 15 NBC, CBS and ABC affiliates includes *Wheel of Fortune*, *Jeopardy!* and *Hollywood Squares*. "*Hollywood Squares* has been a hit," Sanders says. In daytime, stations carry *Live with Regis & Kathie Lee*, a few have *Donny & Marie*, and some have *Roseanne*. "The jury is still out on *Roseanne* and *Donny & Marie*," Sander says. On weekends, *Entertainment Tonight* and *Pensacola: Wings of Gold* are "doing fine."

In nonmetered markets where Belo owns stations,



The new 'Martin Short Show' will air on five Belo stations in late night or daytime.

the company will wait until the February ratings are released before making major changes in syndication. KASA-TV Albuquerque, N.M., and KMSB-TV Tucson, Ariz., air a mix of first-run and off-net, explains Sander. He says the two stations have strong access programs with *Friends* airing on KASA-TV and *Entertainment Tonight* and *The Simpsons* on KMSB-TV Tucson.

One area under scrutiny, however, is the Fox affiliates 10 p.m. to 12 a.m. lineup. "It's a very important time period, and we're keeping an eye on it," Sander says. Albuquerque carries *The Simpsons*, *Judge Judy*, *Change of Heart* and *Love Connection*, while Tucson airs *Frasier*, *News Radio*, *Change of Heart* and *Love Connection*.

"Those are not metered markets. We have to wait and see the February book. We'll make decisions after we see how those shows are doing."

12 Sinclair Broadcast Group Inc.

56 stations/13.8% of U.S.

The biggest news for syndicators may be Sinclair's decision to auction a block of weekend time periods (B&C, Jan. 18). Last week, that syndication strategy drew bidders as well as grumbling from the station community.

But Bill Butler, vice president, group program director at Sinclair, says, "The biggest issue going into NATPE is not the new shows; it's clearly the returning shows."

"The biggest issue is not what's new, but what's working and what can we get in our market. We apply much more energy toward shows that are working that are a proven commodity," Butler says.

Sinclair is a "very solid sitcom buyer," he says. The group has picked up *Drew Carey* for 22 of its stations



Sinclair, 'a solid sitcom buyer,' will air 'Drew Carey' on 22 stations.

and *3rd Rock from the Sun* for 25 markets. Also coming this fall to 33 Sinclair stations is *Caroline in the City*. And Sinclair will carry *Judge Mathis* in 16 markets and *National Enquirer* in 12 markets.

Action-hour *Relic Hunter* will air on most Sinclair stations this fall. The show was picked up as part of a deal through Partner Stations Network. Currently, *V.I.P.*, *The X-Files* and *Motown Live* air. PSN is a consortium of station groups including LIN, Sinclair, Raycom and Pappas. The deals it negotiates with syndicators often enable stations to obtain equity in a project.

And the group has begun investing in shows that debut in fall 2000. Butler says Sinclair will add *The Jamie Foxx Show* in 31 markets, *Suddenly Susan* in 33 markets, *Spin City* in 31 markets and *King of the Hill* in 18 markets.

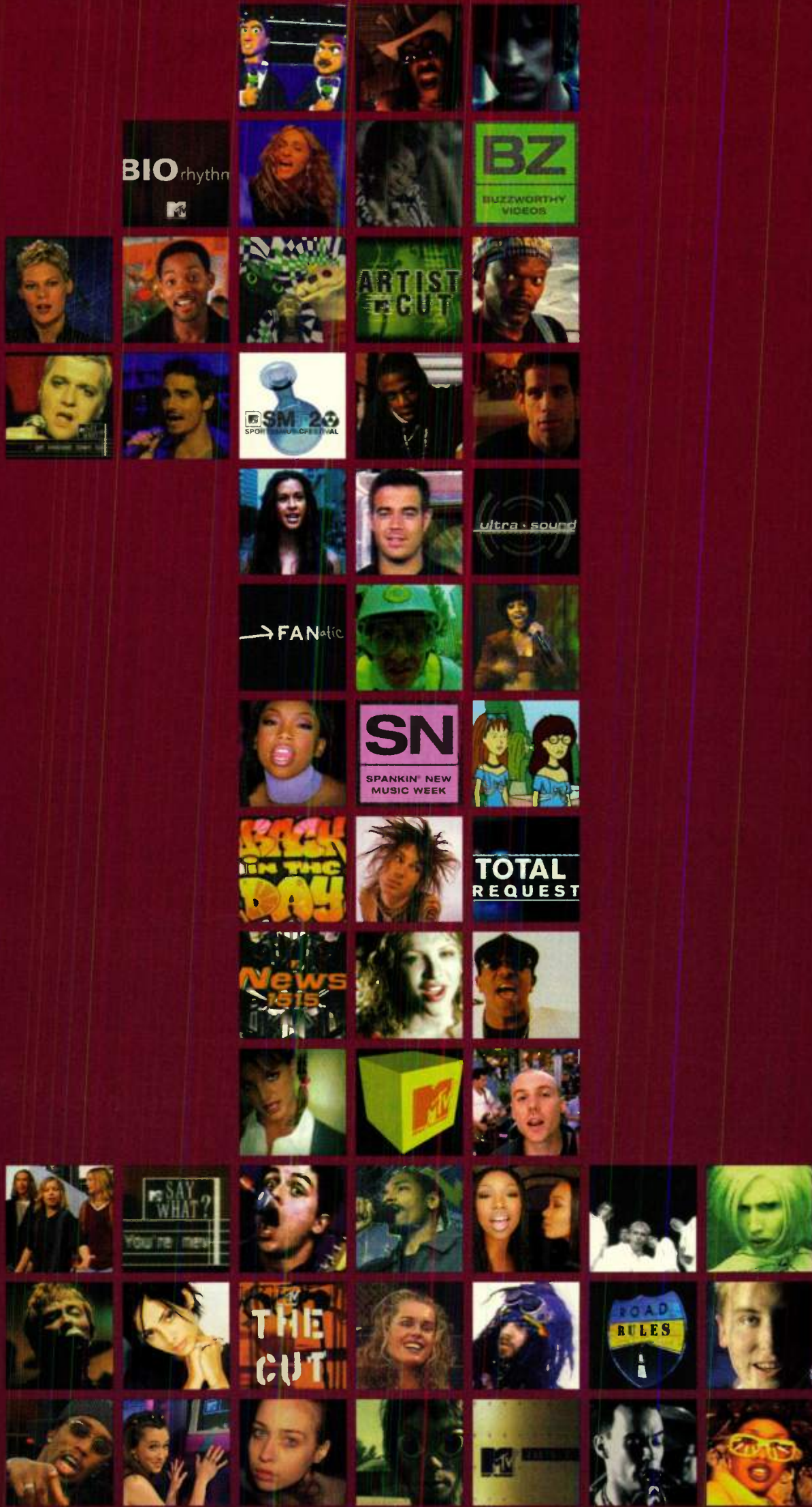
"Shows that get to year two or three have a lot more interest than just out of the gate shows. *Change of*

STATION	MARKET (AFFILIATION; CH.)	DMA
WTTA-TV	Tampa/St. Petersburg (Ind.; ch. 38)	14
KMWS-TV	Minneapolis/St. Paul (WB; ch. 23)	15
WPGH-TV	Pittsburgh (Fox; ch. 53)	19
WCWB-TV*	Pittsburgh (WB; ch. 22)	19
KOVR-TV	Sacramento, Calif. (CBS; ch. 13)	20
KDNL-TV	St. Louis (ABC; ch. 30)	21
WBFF-TV	Baltimore (Fox; ch. 45)	24
WNUV-TV*	Baltimore (WB; ch. 54)	24
WTTV-TV*	Indianapolis (WB; ch. 4)	25
WTTK-TV*	Indianapolis (simulcasts WTTV; ch. 29)	25
WLFL-TV	Raleigh/Durham, N.C. (WB; ch. 22)	29
WRDC-TV*	Raleigh/Durham (UPN; ch. 28)	29
WZTV-TV	Nashville, Tenn. (Fox; ch. 17)	30
WUXP-TV*	Nashville (UPN; ch. 30)	30
WCGV-TV	Milwaukee (Ind.; ch. 24)	31
WVTV-TV*	Milwaukee (WB; ch. 18)	31
WSTR-TV	Cincinnati (WB; ch. 64)	32
KSMO-TV	Kansas City (WB; ch. 62)	33
WTTT-TV	Columbus, Ohio (Fox; ch. 28)	34
WLOS-TV	Greenville, S.C./Asheville, N.C. (ABC; ch. 13)	35
WFBC-TV*	Greenville/Asheville (Ind.; ch. 40)	35
KABB-TV	San Antonio, Texas (Fox; ch. 29)	37
KRRT-TV*	San Antonio (WB; ch. 35)	37
WTTQ-TV	Birmingham/Tuscaloosa, Ala. (WB; ch. 21)	39
WABM-TV*	Birmingham/Tuscaloosa (Ind.; ch. 68)	39
WDBB-TV*	Birmingham/Tuscaloosa (simulcasts WTTQ; ch. 17)	39
WTVZ-TV	Norfolk, Va. (WB; ch. 33)	40
WUTV-TV	Buffalo, N.Y. (Fox; ch. 29)	42
KOCB-TV	Oklahoma City (WB; ch. 34)	45
KOKH-TV*	Oklahoma City (Fox; ch. 25)	45
WXLV-TV	Greensboro, N.C. (ABC; ch. 45)	47
WUPN-TV*	Greensboro (UPN; ch. 48)	47
WKEF-TV	Dayton, Ohio (NBC; ch. 22)	54
WRGT-TV*	Dayton (Fox; ch. 45)	54
KVWB-TV	Las Vegas (WB; ch. 21)	56
WCHS-TV	Charleston, W.Va. (ABC; ch. 8)	58
WVAH-TV*	Charleston, W.Va. (Fox; ch. 11)	58
WRLH-TV	Richmond, Va. (Fox; ch. 35)	61
WEAR-TV	Mobile, Ala./Pensacola, Fla. (ABC; ch. 3)	62
WFGX-TV*	Mobile/Pensacola (WB; ch. 35)	62
WSMH-TV	Flint/Saginaw, Mich. (Fox; ch. 66)	64
WDKY-TV	Lexington, Ky. (Fox; ch. 56)	67
KDSM-TV	Des Moines, Iowa (Fox; ch. 17)	70
WSYT-TV	Syracuse, N.Y. (Fox; ch. 68)	74
WNYS-TV*	Syracuse (UPN; ch. 43)	74
KBSI-TV	Paducah, Ky./Cape Girardeau, Mo. (Fox; ch. 23)	76
WDKA-TV*	Paducah/Cape Girardeau (UPN; ch. 49)	76
WUHF-TV	Rochester, N.Y. (Fox; ch. 31)	77
WMSN-TV	Madison, Wis. (Fox; ch. 47)	84
WEMT-TV	Tri-Cities, Tenn./Va. (Fox; ch. 39)	92
KETK-TV	Tyler, Texas (NBC; ch. 56)	107
KLSB-TV*	Tyler (NBC; ch. 19)	107
WYZZ-TV	Peoria, Ill. (Fox; ch. 43)	110
WMMP-TV	Charleston, S.C. (UPN; ch. 36)	120
WTAT-TV*	Charleston (Fox; ch. 24)	120

Heart had a good November book. We're more interested in that show than we were a year ago." *Love Connection* and *Change of Heart* were cleared with a group deal last year.

Among the group's renewals are *Seinfeld* in 18 markets, *Ricki Lake* in 22 markets and *Judge Mills Lane* in 23 markets. *Judge Joe Brown* and *Judge Judy* also have been renewed, Butler says.

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MTV: THE #1 CABLE NETWORK FOR 12-24 YEAR OLDS.*



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13 Paramount Stations Group

(subsidiary of Viacom Inc.)
19 stations/13.6% of U.S.

STATION	MARKET (ALL UPN AFFILIATES UNLESS NOTED; CH.)	DMA
WPSG(TV)	Philadelphia (ch. 57)	8
WSBK-TV	Boston (ch. 38)	6
KTXA(TV)	Dallas/Fort Worth (ch. 21)	7
WDCA(TV)	Washington (ch. 20)	8
WKBD(TV)	Detroit (ch. 50)	9
WUPA(TV)	Atlanta (ch. 69)	10
KTXH(TV)	Houston (ch. 20)	11
KSTW(TV)	Seattle (ch. 11)	12
WTOG(TV)	Tampa/St. Petersburg, Fla. (ch. 44)	14
WBFS-TV	Miami/Fort Lauderdale (ch. 33)	16
WNPA(TV) ^B	Pittsburgh (Ch. 19)	19
KMAX-TV	Sacramento, Calif. (ch. 31)	20
WNDY-TV	Indianapolis (ch. 23)	25
WWHO(TV)	Columbus, Ohio (WB/UPN; ch. 53)	34
WGNT(TV)	Norfolk, Va. (ch. 27)	40
WUPL(TV)	New Orleans (ch. 54)	41
WTVX(TV)*	West Palm Beach, Fla. (ch. 34)	44
KAUT(TV)	Oklahoma City (ch. 43)	45
WLWC(TV)*	Providence, R.I. (WB/UPN; ch. 28)	50

Paramount is adding at least six off-network shows to its stations' fall lineup. "We're going to have *Star Trek: Voyager* in all our markets. It's a show that works across markets," says Anthony Cassara, president of Paramount Stations Group. (*Star Trek: Voyager* airs on UPN and has been stripped for fall.)

Cassara says the group also has picked up *In the House* for six markets, *Caroline in the City* for four markets, *Drew Carey* in three markets, *The Parent 'hood* in four markets and *The Wayans Brothers* in four markets.

Also new to Paramount stations this fall is *Judge Mathis*, which will air in four markets.

In access, Paramount stations are expected to continue to air off-net sitcoms such as *Frasier*, *Seinfeld* and *Home Improvement*. Cassara calls those shows "A level" sitcoms.

The groups' daytime lineup includes first-run blocks of court shows and talk shows. Early fringe contains a little of everything with off-net sitcoms, court shows and talk shows such as *Ricki Lake*. "These are our 'B' sitcoms, those that aren't quite as strong."

Late night also is dominated by sitcoms such as *Mad About You* and *NewsRadio*, although some sta-

tions might air *Jerry Springer*. Paramount stations will continue to air many movies on weekends, Cassara says.

He says it's getting "harder and harder to pick winners." But he has high hopes for *Star Trek: Voyager* and *Drew Carey*, both of which he thinks will be "strong performers" in syndication.

Viewers today have more choices, he points out. Shows that got a 10 rating five years ago would get a 5 rating tomorrow, he says.

Stations may need to focus more on first-run to compete in a far more fragmented television marketplace, Cassara says.

14 Univision Communications Inc.

12 O&Os/13.4% of U.S.

STATION	MARKET (ALL UNIVISION AFFILIATES; CH.)	DMA
WXTV(TV)	New York (ch. 41)	1
KMEX-TV	Los Angeles (ch. 34)	2
WGBO-TV	Chicago (ch. 66)	3
KDTV(TV)	San Francisco (ch. 14)	5
KUVN(TV)	Dallas/Fort Worth (ch. 23)	7
KXLN-TV	Houston (ch. 45)	11
WLTW(TV)	Miami (ch. 23)	16
KTWV-TV	Phoenix (ch. 33)	17
KUVS(TV)	Sacramento, Calif. (ch. 19)	20
KWEX-TV	San Antonio, Texas (ch. 41)	37
KLUZ-TV	Albuquerque, N.M. (ch. 41)	49
KFTV(TV)	Fresno, Calif. (ch. 21)	55

Spanish-language network Univision generally does not buy U.S. English-language syndicated programming.

15 Telemundo Group Inc. (subsidiary of Sony Pictures Entertainment and Liberty Media Corp. [owned by Tele-Communications Inc.])

8 O&Os/10.7% of U.S.

STATION	MARKET (ALL TELEMUNDO AFFILIATES; CH.)	DMA
WNJU(TV)	New York (ch. 47)	1
KVEA(TV)	Los Angeles (ch. 52)	2
WSNS(TV)	Chicago (ch. 44)	3
KSTS(TV)	San Francisco (ch. 48)	5
KTMD(TV)	Houston (ch. 48)	11
WSCV(TV)	Miami/Fort Lauderdale, Fla. (ch. 51)	16
KVDA(TV)	San Antonio, Texas (ch. 60)	37
WKAQ-TV	San Juan, P.R. (ch. 2)	Not ranked

Spanish-language network Telemundo generally does not buy U.S. English-language syndicated programming.

16 Cox Broadcasting

11 O&Os/9.7% of U.S.

STATION	MARKET (AFFILIATION; CH.)	DMA
KTVU(TV)	San Francisco (Fox; ch. 2)	5
WSB-TV	Atlanta (ABC; ch. 2)	10
KIRO-TV	Seattle (CBS; ch. 7)	12
WPXI(TV)	Pittsburgh (NBC; ch. 11)	19
WFTV(TV)	Orlando, Fla. (ABC; ch. 9)	22
WSOC-TV	Charlotte, N.C. (ABC; ch. 9)	28
	Joint sales agreement with WAXN(TV)***	
	Charlotte (Ind.; ch. 64)	
WHIO-TV	Dayton, Ohio (CBS; ch. 7)	54
KFOX-TV	El Paso, Texas (Fox; ch. 14)	99
KRXI(TV)	Reno (Fox; ch. 11)	108
KAME-TV*	Reno (UPN; ch. 21)	

"We have a pretty stable schedule. We're not shopping hard for too much," says Bonnie Barclay, director of programming and creative services for Cox Broadcasting's WSB-TV Atlanta.

But the ABC affiliate is making alterations for fall. "Our biggest change is that we're clearing *The View* at 11 a.m. and moving *Maury Povich* to 10 a.m.," says Barclay. *Jenny Jones*, which now airs at 11 a.m., is not being renewed. The station has been running *The View* at 2 a.m.

For the most part, WSB-TV is sticking with *Live With Regis & Kathie Lee* at 9 a.m., Oprah Winfrey at 4 p.m. and *Entertainment Tonight* at 7:30 p.m. Late night includes *Hard Copy* and *Politically Incorrect*.

On weekends, WSB-TV features *Walker, Texas Ranger*, *Air America*, *Baywatch* and *Highlander: The Raven*.

Cox's KIRO-TV Seattle also is keeping revisions to a minimum. However, the CBS affiliate is in the market for at least one action-hour series for weekends. *Walker, Texas Ranger*, which airs late night Sunday goes to cable and *NYPD Blue*, which runs late night Saturday is not being renewed.

"We could potentially pick up an hour for weekend. We're also talking about doing a local sports show," says Maria Margaris, director of programming and community relations at KIRO-TV.

And the station also is taking a "hard look" at fringe. *Inside Edition* and *Hard Copy*, which air from 4 p.m. to 5 p.m., are not doing "real well," says Margaris. "The numbers haven't been great," she adds, noting that the shows have stiff competition. "We're up against *Oprah* and *Rosie* at that time period."

KIRO-TV's daytime schedule includes *Sally Jessy Raphael* at 9 a.m., *Montel* at 3 p.m., *Entertainment Tonight* and *Real TV* in access and *Judge Mills Lane* in late night.



"We have a pretty stable schedule. We're not shopping hard for too much."

Bonnie Barclay, director of programming and creative services, WSB-TV Atlanta



"We're going to have *Star Trek: Voyager* in all our markets. It's a show that works across markets."

Anthony Cassara, president, Paramount Stations Group

December 17, 1903 - Kitty Hawk, N.C.

The Wright Brothers stood in an empty field
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SONY

17 Young Broadcasting

13 stations/9% of U.S.

STATION	MARKET (AFFILIATION; CH.)	DMA
KCAL(TV)	Los Angeles (Ind.; ch. 9)	2
WKRN-TV	Nashville, Tenn. (ABC; ch. 2)	30
WTEN(TV)	Albany, N.Y. (ABC; ch. 10)	53
WRIC-TV	Richmond, Va. (ABC; ch. 8)	61
WATE-TV	Knoxville, Tenn. (ABC; ch. 6)	63
WBAY-TV	Green Bay, Wis. (ABC; ch. 2)	69
KWQC-TV	Davenport, Iowa (NBC; ch. 6)	90
WLNS-TV	Lansing, Mich. (CBS; ch. 6)	106
KELO-TV	Sioux Falls, S.D. (CBS; ch. 11)	109
KDLO-TV(s)	Florence, S.D. (CBS; ch. 3)	
KLFY-TV	Lafayette, La. (CBS; ch. 10)	123
WKBT(TV)	La Crosse, Wis. (CBS; ch. 8)	129
WTVQ(TV)	Rockford, Ill. (NBC; ch. 17)	134

"We tend to lean toward talk shows or an occasional game show," says Deb McDermott, executive vice president of Young Broadcasting. But when it comes to independent KCAL (TV) Los Angeles, Young looks for reality programming, McDermott says. The group has purchased *National Enquirer* for KCAL.

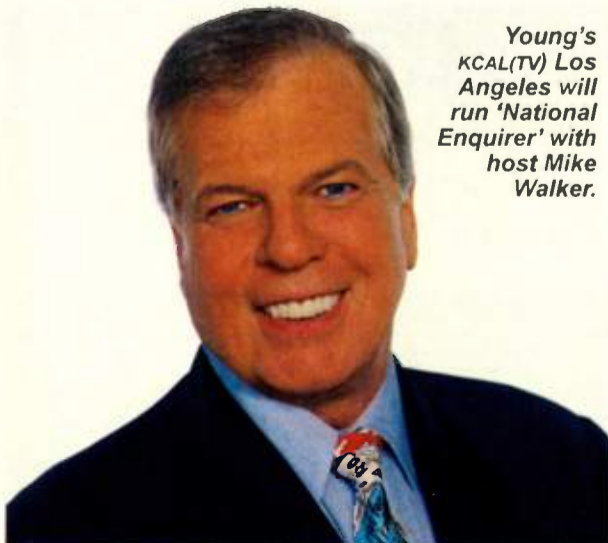


"We tend to lean toward talk shows or an occasional game show."

Deb McDermott, executive vice president, Young Broadcasting

This year, Young Broadcasting is considering making changes in daytime. Almost every station has at least one hour of daytime available for syndicated product, McDermott says. "We're looking at upgrading; we may try a new show," she says. Eight Young stations currently air *Rosie O'Donnell* at 4 p.m., and *The Howie Mandel Show* is carried on a number of stations.

Early fringe also may be revised. Some Young stations have an hour in early fringe and air *People's Court*, *Maury Povich* or *Sally Jessy Raphael*, McDermott says. "We might possibly change those."



Young's KCAL(TV) Los Angeles will run 'National Enquirer' with host Mike Walker.

"We do group deals and we let stations negotiate individually. We did a group deal for *Rosie*," says McDermott.

As for new syndication, McDermott says she likes *Dr. Joy Browne*, *Let's Make a Deal* and *National Enquirer*. "I like *Martin Short* but men comedians don't always work in daytime as well as women."

In access, Young stations carry *Wheel of Fortune* and *Jeopardy!*. But in late night, they don't have much need for syndicated product since most of the group's stations are affiliates of the Big Three and carry network programming. However, at independent KCAL, the late-night lineup includes *Jerry Springer*, *Love Connection* and *Maury Povich*.

McDermott says that on weekends, many Young stations carry *ER*, while some air *NYPD Blue*, *Outer Limits*, *Baywatch* and *V.I.P.* "Right now, we're not looking at any major purchases."

18 E.W. Scripps Co.

10 stations/8.1% of U.S.

STATION	MARKET (AFFILIATION; CH.)	DMA
WXYZ-TV	Detroit (ABC; ch. 7)	9
WEWS(TV)	Cleveland (ABC; ch. 5)	13
WFTS(TV)	Tampa/St. Petersburg, Fla. (ABC; ch. 28)	14
KNXV-TV	Phoenix (ABC; ch. 15)	17
WMAR-TV	Baltimore (ABC; ch. 2)	24
WCPO-TV	Cincinnati (ABC; ch. 9)	32
KSHB-TV	Kansas City (NBC; ch. 41)	33
KMCI(TV)*	Kansas City (Ind.; ch. 38)	
WPTV(TV)	West Palm Beach, Fla. (NBC; ch. 5)	44
KJRH(TV)	Tulsa, Okla. (NBC; ch. 2)	59

Scripps stations WFTS(TV) Tampa and KNXV(TV) Phoenix are adding new syndicated programs to their fall schedules but generally, the group is holding on to its current portfolio.

Tampa is making several revisions. In access, *Frasier* and *Home Improvement* will be replaced by *Hollywood Squares* and *Inside Edition*, says Terry Schroeder, vice president of the TV station group. And the station is thinking about dropping *Montel Williams*. "We open at 4 p.m. with *Montel ...* We haven't decided what to put in place of *Montel*. *Martin Short* is an interesting show, and we're waiting to see how *Roseanne* does. It's on now at 11 a.m., but we may move her to 4 p.m.," Schroeder says.

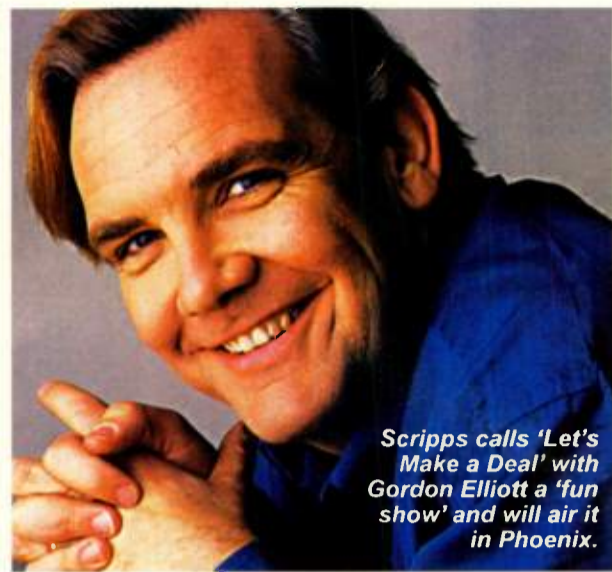
In Phoenix, Scripps is adding *Let's Make a Deal* to its daytime schedule. "It's a fun show," says Schroeder.

The group carries the hour version of *Martha Stewart Living* in Detroit, Tulsa and Tampa. Also this month, Scripps is clearing *The View* on WFTS(TV) Tampa, KNXV(TV) Phoenix and WCPO(TV) Cincinnati. "Last January, only one out of six [Scripps's ABC affiliates] carried *The View*. We like the show. We think it's one of the best daytime shows out there," Schroeder says. "We're looking for a way to clear it in Cleveland."

Otherwise, the group's access lineup, which includes shows such as *Wheel of Fortune*, *Jeopardy!*, *Entertainment Tonight* and *Extra*, will be back. In daytime, *Rosie O'Donnell*, which runs in two markets, *Oprah Winfrey*, seen in four markets, and *Judge Mills Lane*, in one city, have been renewed.

The group has renewed *Live with Regis & Kathie Lee* in Detroit, Cincinnati, Cleveland and Tulsa, says Schroeder.

"There aren't any real new concepts out there," he says referring to the syndicated shows slated to launch



Scripps calls 'Let's Make a Deal' with Gordon Elliott a 'fun show' and will air it in Phoenix.

this fall.

"*Judge Mathis* is an interesting show. I'm less excited about *Richard Simmons*. I'm not sure he has enough of a following to succeed in the long haul," says Schroeder. "If there were 20 new shows, only half will get on the air. There's more supply than demand."

19 Hicks Muse Tate & Furst

27 stations/7.9% of U.S.

Hicks Muse owns LIN Television Corp., which is being acquired by Chancellor Media Corp., of which Hicks Muse is the largest shareholder. Hicks Muse separately controls Sunrise Television Corp.

LIN Television Corp.

STATION	MARKET (AFFILIATION; CH.)	DMA
KXTX-TV*	Dallas/Fort Worth (Ind.; ch. 39) (selling)	7
WISH-TV	Indianapolis (CBS; ch. 8)	25
WTNH-TV	Hartford/New Haven, Conn. (ABC; ch. 8)	27
WBNE(TV)*	Hartford/New Haven (WB; ch. 59)	
WOOD-TV ^B	Grand Rapids, Mich. (NBC; ch. 8)	38
WOTV(TV)* ^B	Grand Rapids (ABC; ch. 41)	
WAVY-TV	Norfolk, Va. (NBC; ch. 10)	40
WVBT(TV)*	Norfolk (Fox; ch. 43)	
WIVB-TV	Buffalo, N.Y. (CBS; ch. 4)	42
KXAN-TV	Austin, Texas (NBC; ch. 36)	60
KNVA(TV)*	Austin (WB; ch. 54)	
WAND(TV)	Champaign, Ill. (ABC; ch. 17)	82
WANE-TV	Fort Wayne, Ind. (CBS; ch. 15)	103

Before it makes major syndicated programming decisions, LIN Television looks at the November ratings books, says Paul Karpowicz, executive vice president of the station group.

At the moment, he says LIN's WB affiliates have late-night needs, and the TV group will shop for that at NATPE. But, Karpowicz says, LIN "wants to look at everything."

However, LIN has made a group deal through Partner Stations Network (PSN) for *Relic Hunter*, a weekly hour adventure series featuring Tia Carrere. "All LIN stations will carry the show to the extent that we get the time periods," he says.

PSN is a consortium of station groups including LIN, Sinclair, Raycom and Pappas. The deals it negotiates with syndicators often enable stations to obtain equity in a project.

Pensacola: Wings of Gold, another weekend action hour that already airs on most LIN stations, has been

renewed for next season, Karpowicz reports.

"We often do group deals but it depends on the syndicator and product. Each market is different and each station has different needs. The key to our buying is to make sure stations have a lot of input," he says.

LIN's NBC, ABC and CBS affiliates have been looking for syndicated product for daytime, Karpowicz says.

The group has picked up *Let's Make a Deal* in several markets for daytime. Also new this fall is *Judge Mathis*, which will be carried by LIN's WISH-TV Indianapolis and WOOD-TV Grand Rapids. Says Karpowicz: "It's a tier deal. We can either run it in daytime or early fringe."

Wheel of Fortune and *Jeopardy!* have been renewed in four markets and *Oprah* has been renewed for two LIN stations for early fringe. *Rosie O'Donnell* was renewed for WOOD-TV.



"We often do group deals but it depends on the syndicator and product. ... The key to our buying is to make sure stations have a lot of input."

Paul Karpowicz, executive VP, LIN Television station group



'Unhappily Ever After' will air in late fringe on Sunrise's Toledo station.

fringe." Currently, WUPW runs *NewsRadio*, which is a two-year deal, and *The Simpsons*, *Jerry Springer* and *Married with Children*.

Weekend programs *Xena*, *Hercules* and *The X-Files* have been renewed, says Reiner, but he doesn't know if the station will keep *V.I.P.* The station is losing *Walker, Texas Ranger*, which is going to cable, and *Star Trek: Deep Space Nine*. "We have to fill some voids on weekends," says Reiner.

WEYI-TV, Sunrise's NBC affiliate in Flint, Mich., is mostly happy with its syndication lineup and is sticking with those shows.

"Consistency is an important element of our programming success. We'll be at NATPE to see what's there, not to make major acquisitions," says Jon Bengston, director of programming and operations. For example, if *Donny & Marie* is canceled, "we need to see what's available," says Bengston.

20 Post-Newsweek Stations Inc.

(subsidiary of Washington Post Co.)

6 stations/7.2% of U.S.

STATION	MARKET (AFFILIATION; CH)	DMA
WDIV-TV	Detroit (NBC; ch. 4)	9
KPRC-TV	Houston (NBC; ch. 2)	11
WPLG-TV	Miami/Fort Lauderdale (ABC; ch. 10)	16
WKMG-TV	Orlando, Fla. (CBS; ch. 6)	22
KSAT-TV	San Antonio, Texas (ABC; ch. 12)	37
WJXT-TV	Jacksonville, Fla. (CBS; ch. 4)	52

Post-Newsweek's KPRC-TV Houston has acquired several new programs for fall including talk shows *Dr. Joy Browne*, *The Martin Short Show* and action hour *Your Big Break*.

"We've picked up shows we think have the most potential," says Steve Wasserman, KPRC-TV's vice president/general manager. He says the station hasn't decided where it will place its new product.

"The big question right now is *Roseanne* and if it will come back," says Wasserman. The station broadcasts the show at 11 a.m.

The NBC affiliate has renewed *Maury Povich*, *Montel Williams*, *Jerry Springer*, *Hard Copy* and *Entertainment Tonight*. But *Jenny Jones*, which runs at 11:35 p.m., is moving to another station in the Houston market.

Wasserman says his NATPE shopping will be limited, but he needs something to air in late fringe on weekends. KPRC-TV carries *NYPD Blue* and *Access Hollywood* in late fringe, but neither will be renewed. He says the ratings for those programs have "not been good."

At WJXT-TV Jacksonville, Fla., they like

what they've got. The Post-Newsweek station is pleased with its current syndicated programs and has no major acquisitions in mind, says Ann Sutton, vice president/station manager for the CBS affiliate. "We have the number-one *Sally*, *Maury*, *Frasier* and *Inside Edition* in our market. Why change it?"

"We'll do some shopping for peripheral programming. We need to round out our schedule. I'll be looking for something for late fringe or for kids program-



'Frasier' is a hit for Post-Newsweek's Jacksonville, Fla., station WJXT

ming," she says. "I'd like to see more options for kids aged 13 to 16, but I'm not sure they're there."

21 Meredith Broadcasting Group

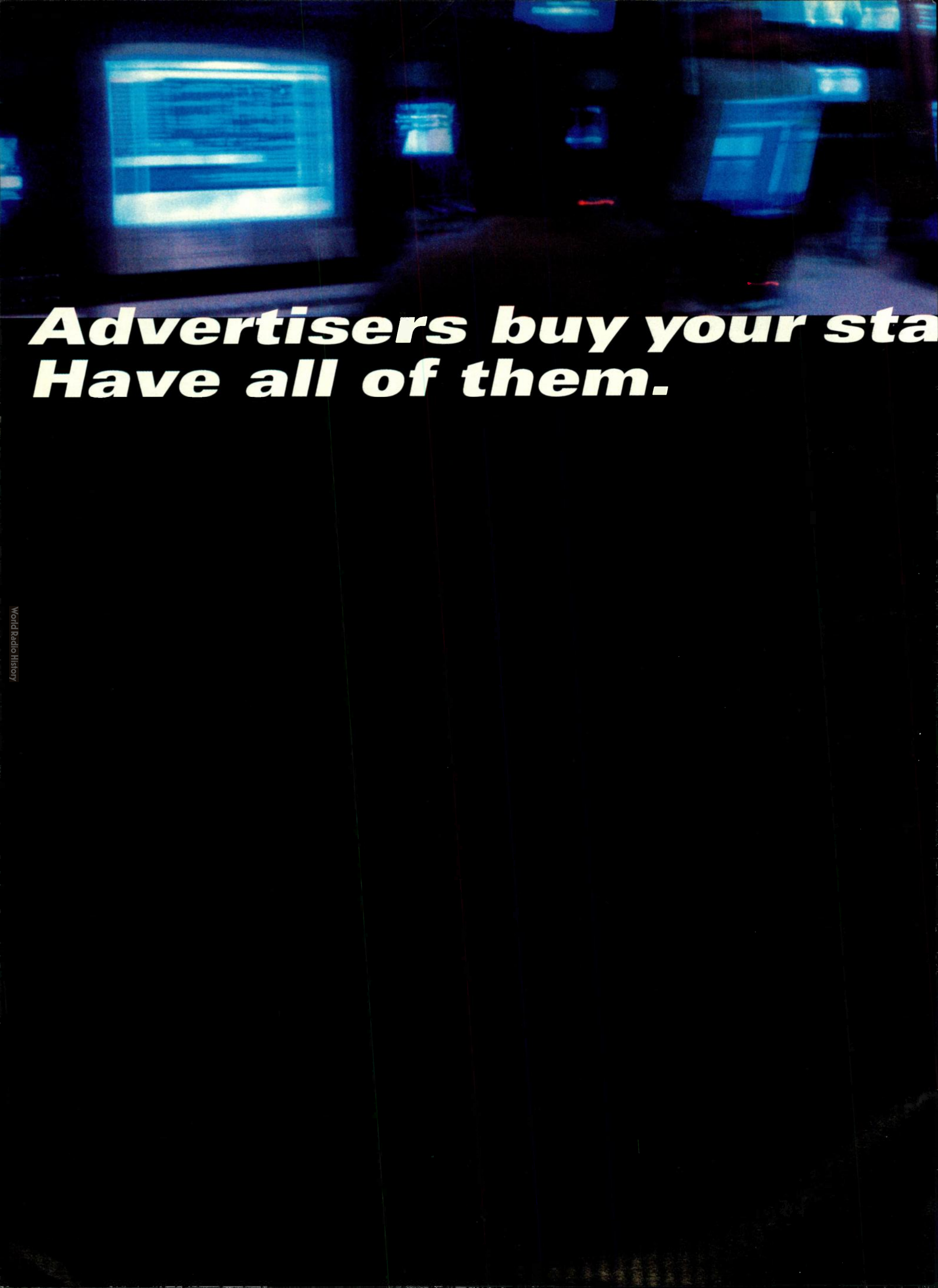
11 stations/7% of U.S.

The future of *The Roseanne Show* has Meredith Broadcasting a bit on edge. Meredith carries the show in four markets in early fringe.

"We have a contract for *Roseanne* until fall 2000. She's not doing as well as everyone hoped she would. If something happened there, we would have a real problem," says Kathy Zehr, Meredith Broadcasting's group vice president/finance administration.

Otherwise, Meredith is "in good shape," says Zehr. "We have good lead-ins and good lead-outs."

Wheel of Fortune and *Jeopardy!* are carried in four markets in prime time access. *The Oprah Winfrey Show* airs on three Meredith stations, primarily leading into early news. And the group's Fox stations run



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World Radio History



Meredith has 'Roseanne' on four stations until fall 2000.

STATION	MARKET (AFFILIATION; CH.)	DMA
KPHO-TV	Phoenix (CBS; ch. 5)	17
WOFL-TV	Orlando, Fla. (Fox; ch. 35)	22
KPDX-TV	Portland, Ore. (Fox; ch. 49)	23
WFSB-TV	Hartford/New Haven, Conn. (CBS; ch. 3)	27
WSMV-TV	Nashville, Tenn. (NBC; ch. 4)	30
KCTV-TV	Kansas City (CBS; ch. 5)	33
WHNS-TV	Greenville, S.C./Asheville, N.C. (Fox; ch. 21)	35
KVVU-TV	Las Vegas (Fox; ch. 5)	56
WNEM-TV	Flint/Saginaw, Mich. (CBS; ch. 5)	64
WOGX-TV	Gainesville, Fla. (Fox; ch. 51)	165
KFXO-TV	Bend, Ore. (Fox; ch. 39)	200

sitcoms such as *Seinfeld*, *Frasier* and *Friends* in access or fringe.

Meredith continues to build on its syndicated schedule and has cleared several new programs for fall including *The Martin Short Show* in three markets. Stations have the option to air the show from 9 a.m. to 11 a.m. or from 3 p.m. to 5 p.m. "Martin Short is a very funny man. The big question is: Will he work during daytime?" Zehr asks.

Also new this fall is *The Drew Carey Show*, which will air in access in Orlando on Meredith Fox affiliate WOFL-TV. The hour-long *Martha Stewart Living* will air in four markets in daytime, and *Dr. Joy Browne* has been picked up by three stations for broadcast in late afternoon or early fringe. *3rd Rock from the Sun* will run on three of the group's Fox affiliates leading into prime time.

Late night and weekends are not likely to undergo much change. Meredith's CBS affiliates usually air *Inside Edition* or *American Journal*, and the Fox stations have 10 p.m. news followed by *Home Improvement* and *Frasier*.

Zehr says there's not much time on weekends for syndicated programming, but some Meredith stations air *Hercules* and *Xena*.

22 Raycom Media Inc.

13 stations/6.7% of U.S.

Raycom Media's WMC-TV Memphis is focusing on weekend and daytime programming.

For weekends, *Poltergeist*, *Outer Limits* and *Relic Hunter* have been picked up for fall, says Juli Scobey, program coordinator for the NBC affiliate.

The Memphis station currently carries *Baywatch*,

STATION	MARKET (AFFILIATION; CH.)	DMA
WOIO-TV	Cleveland (CBS; ch. 19)	13
WUAB-TV*	Cleveland (UPN; ch. 43)	
WXIX-TV	Cincinnati (Fox; ch. 19)	32
WMC-TV	Memphis, Tenn. (NBC; ch. 5)	43
WFLX-TV	West Palm Beach (Fox; ch. 29)	44
WTVR-TV	Richmond, Va. (CBS; ch. 6)	61
WTNZ-TV	Knoxville, Tenn. (Fox; ch. 43)	63
WNWO-TV	Toledo, Ohio (NBC; ch. 24)	66
WUPW-TV	(Fox; ch. 36) (selling to Sunrise Television Corp., above)	
WSTM-TV	Syracuse, N.Y. (NBC; ch. 3)	74
KSLA-TV	Shreveport, La. (CBS; ch. 12)	75
KFVS-TV	Paducah, Ky./Cape Girardeau, Mo. (CBS; ch. 12)	76
KOLD-TV	Tucson, Ariz. (CBS; ch. 13)	78
WAFF-TV	Huntsville, Ala. (NBC; ch. 48)	81
WACH-TV	Columbia, S.C. (Fox; ch. 57)	86
KWWL-TV	Cedar Rapids/Dubuque, Iowa (NBC; ch. 7)	88
WAFB-TV	Baton Rouge, La. (CBS; ch. 9)	98
WTOG-TV	Savannah, Ga. (CBS; ch. 11)	100
KSFY-TV	Sioux Falls, S.D. (ABC; ch. 13)	109
KABY-TV ^S	Aberdeen, S.D. (ABC; ch. 9)	
KPRY-TV ^S	Pierre, S.D. (ABC; ch. 4)	
WPBN-TV	Traverse City/Cadillac, Mich. (NBC; ch. 7)	118
WTOM-TV ^S	Cheboygan, Mich. (NBC; ch. 4)	
KNDO-TV	Yakima, Wash. (NBC; ch. 23)	124
KNDU-TV ^S	Richland, Wash. (NBC; ch. 25)	
WTVM-TV	Columbus, Ga. (ABC; ch. 9)	128
WECT-TV	Wilmington, N.C. (NBC; ch. 6)	152
WDAM-TV	Hattiesburg/Laurel, Miss. (NBC; ch. 7)	167
WLUC-TV	Marquette, Mich. (NBC; ch. 6)	177
KTVO-TV	Ottumwa, Iowa/Kirksville, Mo. (ABC; ch. 3)	198
WLIJ-TV	San Juan, P.R. (Ind.; ch. 11)	Not ranked
WSUR-TV ^S	Ponce, P.R. (Ind.; ch. 9)	
WSTE-TV**	Ponce (Ind.; ch. 7)	

Pensacola: Wings of Gold and *Psi Factor* late Saturday nights and it airs *Earth: Final Conflict* and *Night Man* late Sunday evenings. "We're not keeping *Psi Factor*. We don't have room for it," says Scobey, adding that the station will "shift things around" to plug in new programs.

Changes also may occur in daytime where the lineup now includes *Live with Regis & Kathie Lee*, *Judge Mills Lane*, *Jenny Jones* and *Oprah*. Scobey says *Jenny Jones* and *Oprah* have been renewed, but some new shows have caught her attention. She's "impressed" by *Judge Mathis* and thinks *Free Speech* is interesting.

Raycom Fox affiliate WACH-TV Columbia, S.C., has purchased *In the House* to add to its early fringe pro-



Raycom's Memphis station will air 'Outer Limits' on weekends.

gramming in the fall. But since "everything else is pretty much up in the air," the station will do some shopping at NATPE, says Lisa Cruz, director of programming and research.

23 Media General

14 stations/5.1% of U.S.

STATION	MARKET (AFFILIATION; CH.)	DMA
WFLA-TV	Tampa/St. Petersburg, Fla. (NBC; ch. 8)	14
WNCT-TV	Greenville, S.C./Asheville, N.C. (CBS; ch. 9)	35
WIAT-TV	Birmingham/Tuscaloosa, Ala. (CBS; ch. 42)	39
WJWB-TV	Jacksonville, Fla. (WB; ch. 17)	52
WTVQ-TV	Lexington, Ky. (ABC; ch. 36)	67
WSLS-TV	Roanoke, Va. (NBC; ch. 10)	68
WDEF-TV	Chattanooga, Tenn. (CBS; ch. 12)	87
WJTV-TV	Jackson, Miss. (CBS; ch. 12)	89
WJHL-TV	Tri-Cities, Tenn./Va. (CBS; ch. 11)	92
WSAV-TV	Savannah, Ga. (NBC; ch. 3)	100
WMOA-TV	Montgomery, Ala. (ABC; ch. 32)	113
WCBD-TV	Charleston, S.C. (NBC; ch. 2)	120
WHLT-TV	Hattiesburg/Laurel, Miss. (CBS; ch. 22)	167
KALB-TV	Alexandria, La. (NBC; ch. 5)	173

Media General is adding *Queen Latifah* to WJWB-TV Jacksonville's daytime schedule this fall. And the group has picked up *Jeopardy!* for WIAT-TV Birmingham, Ala. "*Martin Short* came along with that," says Steve Gleason, director of programming, Media Gen-



'Queen Latifah' is a firm go for fall in daytime on Media General's Jacksonville station.

eral Broadcast Group.

Media General also signed a group deal to renew *Oprah* in six markets and it acquired action-hour *Avalon* for WTVQ-TV Lexington, Ky., and WJHL-TV Johnson City, Tenn.

He says the group is satisfied with its weekend hours with *Motown Live*, *ER*, *V.I.P.*, *Walker*, *Texas Ranger* and *New York Undercover*.

Gleason says Media General is negotiating for other fall shows, but he would not say which ones. However, he says the group is focusing on several program areas: access at WMOA-TV Montgomery, Ala., where *Home Improvement* airs, and at WSAV-TV Savannah, which carries sitcom *Martin*; early fringe at WDEF-TV Chattanooga, which runs *Extra*, and at



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WSLS-TV Roanoke, which features *The Roseanne Show*, and daytime at WNCT-TV Greenville, N.C., which runs *Cosby*, and at WFLA-TV Tampa, which has *Donny & Marie*.

The group has not decided if it will renew those shows or "go in a different direction," says Gleason.

24 Clear Channel Communications

19 stations/4.4% of U.S.

STATION	MARKET (AFFILIATION; CH.)	DMA
WFTC(TV)	Minneapolis/St. Paul (Fox; ch. 29)	15
WKRC-TV ^B	Cincinnati (CBS; ch. 12)	32
WPTY-TV	Memphis, Tenn. (ABC; ch. 24)	43
WLMT(TV)*	Memphis (UPN; ch. 30)	
WHP-TV	Harrisburg/Lancaster, Pa. (CBS; ch. 21)	46
WLYH-TV*	Harrisburg/Lancaster (UPN; ch. 15)	
WPRI-TV	Providence, R.I. (CBS; ch. 12)	50
WNAC-TV*	Providence (Fox; ch. 64)	
WAWS(TV)	Jacksonville, Fla. (Fox; ch. 30)	52
WTEV-TV*	Jacksonville (UPN; ch. 47)	
WXXA-TV	Albany, N.Y. (Fox; ch. 23)	53
KASN(TV)*	Little Rock (UPN; ch. 38)	
KOKI-TV	Tulsa, Okla. (Fox; ch. 23)	59
KTFQ(TV)*	Tulsa (UPN; ch. 41)	
WPML(TV)	Mobile, Ala./Pensacola, Fla. (NBC; ch. 15)	62
WJTC(TV)*	Mobile/Pensacola (UPN; ch. 44)	
KSAS-TV	Wichita, Kan. (Fox; ch. 24)	65
KAAS-TV ^S	Salina, Kan. (rebroadcasts KSAS-TV; ch. 18)	

With a few holes "here and there," Clear Channel Communications expects to strike "some deals" at NATPE, says Rip Riordan, the group's chief operating officer.

Clear Channel already has begun buying for fall. *3rd Rock from the Sun* will air on most of its 19 owned or operated stations in access, and *Total Recall 2070* will run on weekends in a variety of markets in 2000.

Riordan says that among the group's "most successful purchases" are *Hercules*, *Xena* and *The X-Files*, which run on weekends.

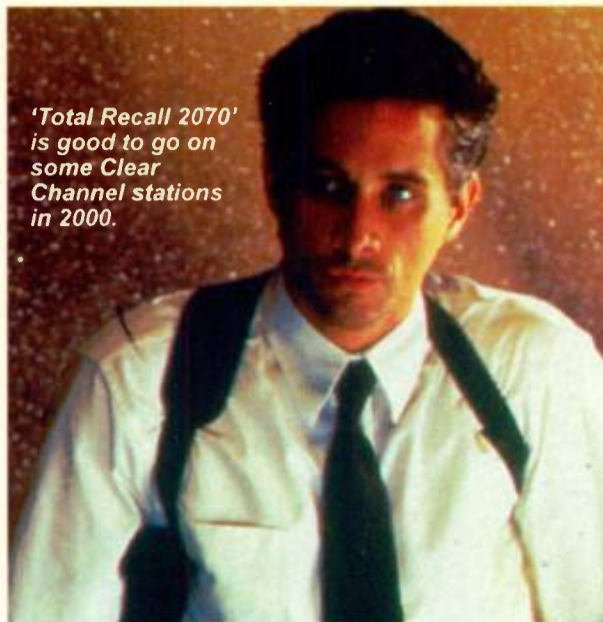
"We're in good shape, but we constantly look at all day-parts," says Riordan, noting that Clear Channel also has picked up *Divorce Court*, *Let's Make a Deal* and *Family Feud* for some of its stations.

As for renewals, the group is sticking with *Seinfeld*, which airs in access or fringe on all but one of its stations. *Home Improvement* runs in early fringe in many Clear Channel markets and will remain on the schedule, and *Judge Judy* has been renewed for the group. *Wheel of Fortune* and *Jeopardy!* have been renewed



"I'm certainly not disappointed with the shows' quality. It's been good."

Rip Riordan, COO, Clear Channel Communications



'Total Recall 2070' is good to go on some Clear Channel stations in 2000.

for the group's two CBS affiliates.

Clear Channel has a mix of talk shows including *Maury Povich*, *Montel Williams*, *Howie*, *The Roseanne Show* and *Donny & Marie*.

"We'd like to see a larger audience" for *Donny & Marie* and *Roseanne*, but Riordan says it "takes a while" to build interest in new shows. "I'm certainly not disappointed with the shows' quality. It's been good."

25 Granite Broadcasting

10 stations/4.1% of U.S.

Granite Broadcasting's WB affiliates KBWB(TV) San Francisco and WDWB(TV) Detroit tend to be more active buyers of syndicated programming than other Granite stations. Indeed, Granite is sending only managers from its WB stations to NATPE.

In Detroit, WDWB already has cleared *In the House*, *Drew Carey*, *The Wayans Brothers* and *Parent Hood* for fall. KBWB has picked up *Drew Carey*, *In the House*, *Let's Make a Deal*, *Divorce Court* and *National Enquirer*, reports Bob Selwyn, Granite Broadcasting chief operating officer.

On weekends this fall, both stations will carry *BeastMaster*, but Granite is considering the new *Relic Hunter* for the two stations on weekends. *Richard Simmons' Dream Maker* also is under consideration for Detroit and San Francisco on weekdays.

"There's less need for syndicated product" for the group's ABC, NBC and CBS affiliates, Selwyn says. "Most of our affiliates won't be at NATPE. There's little or nothing for them to do there."



'Divorce Court' with lawyer Mablean Emphriam has been picked up by Granite's Detroit station.

STATION	MARKET (AFFILIATION; CH.)	DMA
WFLA-TV	Tampa/St. Petersburg, Fla. (NBC; ch. 8)	14
KBWB-TV	San Francisco (WB; ch. 20)	5
KNTV(TV) ^W	San Francisco (ABC; ch. 11)	
WDWB(TV)	Detroit (WB; ch. 20)	9
WKBW-TV	Buffalo, N.Y. (ABC; ch. 7)	42
KSEE(TV)	Fresno, Calif. (NBC; ch. 24)	55
KEYE-TV	Austin, Texas (CBS; ch. 42)	60
WTVH(TV)	Syracuse, N.Y. (CBS; ch. 5)	74
WPTA(TV)	Fort Wayne, Ind. (ABC; ch. 21)	103
WEEK-TV	Peoria, Ill. (NBC; ch. 25)	110
KBJR-TV	Duluth, Minn./Superior, Wis. (NBC; ch. 6)	135

^WGranite is petitioning the FCC to allow ownership of two TVs in this market

Those Granite stations will make few, if any, changes to their syndicated lineup. "Our most significant change is in Syracuse at WTVH-TV. We'll replace *Frasier* and *Real TV* with *Wheel of Fortune* and *Jeopardy!*," Selwyn says.

"Where programs are working, we've renewed," he says. *Wheel of Fortune* and *Jeopardy!* will continue to air in access on most Granite ABC, CBS and NBC affiliates. He says *Hollywood Squares* is "doing well" at KEYE-TV Austin, Tex., and that Granite may consider adding *Let's Make a Deal* to its CBS affiliate schedules. "It fits well where we have *The Price Is Right*."

Granite's WEEK-TV Peoria, Ill., and WPTA-TV Fort Wayne, Ind., will keep their access lineup of *Grace Under Fire* and *Seinfeld*. "We have not leaped at any of the new product," adds Selwyn.

The group is, however, keeping a close eye on its daytime schedule that includes *The Roseanne Show* and *Donny & Marie* in Syracuse and Buffalo. Says Selwyn: "It's not unusual to have a rough first year. We're watching them carefully to see how they do."



"There's less need for syndicated product... Most of our affiliates won't be at NATPE."

Bob Selwyn, COO, Granite Broadcasting

Key The station groups are ranked using the FCC formula for computing companies' total U.S. household coverage (in millions). Under that formula, UHF stations—channel numbers 14 and above—are credited for half the households covered in a "designated market area," or DMA, as defined by Nielsen Media Research. VHF stations are credited for full coverage. The DMAs used here are Nielsen estimates as of Jan. 1. Note: Stations operated under local marketing agreements and joint sales agreements are not counted toward percentage of household coverage if a company already owns a station in that market.

- %=millions of U.S. households covered
- *=Local marketing agreement
- **=Time brokerage agreement
- ^B=Buying
- ^S=Satellite

Sources: Nielsen Media Research; companies, their Web sites and their TV stations; Securities & Exchange Commission filings

Compiled by Elizabeth A. Rathbun



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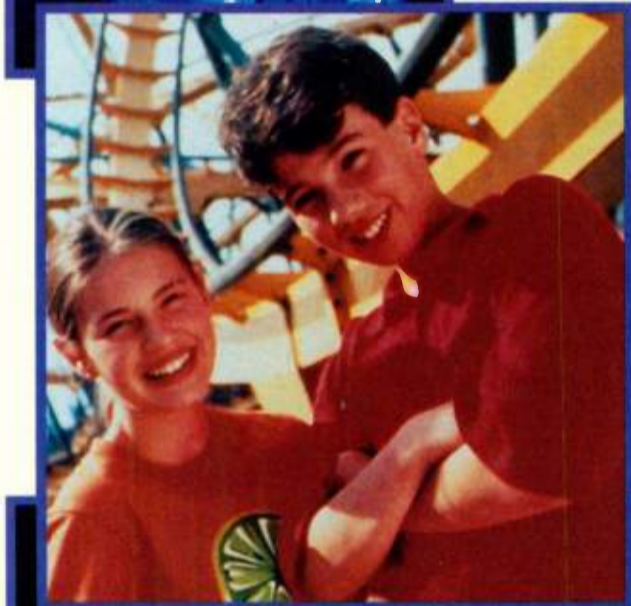
On the NATPE floor



Among the thousands of series, specials, movies and more on display on the exhibit floor at NATPE in New Orleans will be (clockwise from right) 'Births, Marriages and Deaths' from Mayfair Television; 'Man of Miracles' from Pearson International; 'Roswell' from BKN; 'A Driving Passion' from Adler Media; 'The Big Bug Show' from Noga Communications; 'Popular Mechanics for Kids' from Hearst; 'Thirst' from Alliance Atlantis



ALOHA WANDERWELL



The World's Most...



Exhibits are in the Ernest N. Morial Convention Center in New Orleans. Company names, booth/room numbers and product information where available. An asterisk indicates a show or product new to NATPE this year. NA: booth number not available.

A

AB International Distribution 911
AB Productions 911
 144, avenue du President Wilson 93210 La Plaine St. Denis, France
 33-1 49 22 20 01
Staff: Frédéric Rangé, Guillaume Galliot
ABC International 2834
 GPO Box 9994
 Sydney, NSW, 2001
 Australia

ABC Television Network Group 561
 77 West 66th St.
 New York, NY 10023
 212-456-7777
Website: www.abc.com
Abrams-Gentile Entertainment 711
Absolutely Independent 2911
 Durgerdammerdijk 59
 1026 CA
 Amsterdam, The Netherlands
 +31-20-4905200
e-mail: abs.ind@inter.nl.net
Website: aimmeetings.com

Staff: Patty Geneste
Programs: Mobile Court*; \$100 per Minute Question*; What's Up Doc!*; ViaVia*; Who Am I?; The Daily Fable; The Decision Makers*
Academy of Television Arts & Sciences 3431
Accurate Image Marketing Inc. 107
 212 S. Henry St.
 Alexandria, VA 22314
 703-549-9500
e-mail: wgalanty@aol.com
Website: aimmeetings.com
Staff: Walter E. Galanty Jr.
Services: Sports marketing; meeting planning; golf tournaments; sales incentives; private sports suites; training programs; meeting management
AccuWeather Inc. 3311
 385 Science Park Rd.
 State College, PA 16803
 814-235-8600
Website: www.accuweather.com
e-mail: sales@accuwx.com
Staff: Dr. Joel Myers, Sheldon Levine, Jay Jeffries, Gary Bruce, Charlie Grisham
Services: WeatherTeam Video feeds*; WeatherTeam LIVE Video feeds*; MetStation*; WeatherMation*; UltraGraphix ULTRA Weather System; UltraGraphix Animation Weather System; AccuNet On-Line Services; FirstWarn; WeatherPager*; AccuWeather Forecast Service; StormTimer; AccuWeather Internet*; AccuData; NEXRAD Doppler Radar; UltraGraphix

Adams Wooding Television 2001
 Solomon's Court
 Bournes Green Stroud
 Glos GL6 8LY United Kingdom
 44-1-453-885700
Staff: John Adams, Brenda Wooding, Eve Krzyzanowski
Programs: Animal Alphabet, Animal Tunes*, Ozzie the Owl*, Big Step*, Digger and Splat*, Connections*, If I Were..., Connections*, The Future Is Wild, Ron Haviv: Freelance in a World at Risk*, Traveling Lite
Adler Media Inc. 3235
 6849 Old Dominion Dr., Suite 360
 McLean, VA 22101
 703-556-8880
e-mail: adlermedia@aol.com
Staff: Larry Adler, Ingrid Enzelsberger, Ken O'Keefe
Programs: Apollo 11: First Steps on the Moon*; A Driving Passion*; Shadow of the Assassin*; Seeking Summits; Speedway Survival*; Vanished Creatures: Birds*; A River Somewhere II*; European Rail Journeys*; Cops in the Sky; Asia Today; Final Target: Planet Earth*; Ireland by Rail*; Africa's Champagne Trains; Rainforest for Children; Behind the Race to the Moon*; Apollo 17: Final Footprints on the Moon*
Adrenaline TV 148
Advanstar Digital Media Group 3613
 201 Sandpointe Ave., Suite 600
 Santa Ana, CA 92646

714-513-8400
Website: www.dccmag.com
Staff: Lou Wallace, Frank Moldstad, Kelly Haggard
Programs: DCC Magazine; POST Magazine

Advantage Media Group 3651

AFMA 2870

Agday Television 1130
 3725 Rome Dr., Suite B
 Lafayette, IN 47905
 765-449-8000
e-mail: heather@agday.com
Website: www.agday.com
Staff: Jeffrey Pence, Jerry Shafer, Larry Leese, Brian Conrady, Al Pell, Dyanna DeCola, Claudia Burgess, Heather St. Myer
Services: Barter sales; independent producer; infomercial co-producer; program distributor; syndication; AgDay; WeekEnd Market-Place; AgToday

AGS Media NA
 1810 Sils Avenue, PO Box 5454
 Louisville, KY 40205
 502-451-3506
e-mail: agsmed@aol.com
Staff: Michael Nabicht, Janis Durr
Programs: Duso the Dolphin*; Wild Life*; Pazzo's Place*

Airone Cinematografica 805
 Largo Olgiate, 15, Isola 102/A2/5
 00123 Rome, Italy
 39 06 30889550
Staff: Zlata Potancokova Belli, Adriano Belli
Programs: Ali Baba; Ali Baba and the Pirates; The Sunshine Princess

Airtime Avails Inc. 961

Ajax Media/Sweeps Book 526
 7469 Melrose Ave., Ste. 28
 Los Angeles, CA 90046

The Alexander Institute 3430

Alfred Haber Distribution Inc. 1239
 321 Commercial Ave.
 Palisades Park, NJ 07650
 201-224-8000
e-mail: info@haberinc.com
Website: www.haberinc.com@haberinc.com
Staff: Alfred Haber, Robert Kennedy, Andrew Haber, Adam Haber, Karen Clark
Programs: World's Wildest Police Videos*; Beyond Belief: Fact or Fiction*; Television's Censored Bloopers '98*; Celine Dion: These Are Special Times*; 1999 Grammy Awards*; 1999 Golden Globe Awards*; Ordinary, Extraordinary*; Nicholas' Gift*; Jack Hanna's Animal Adventures*; The Weird Al Show*; The World's Scariest Police Chases 1-6; Run for Cover*; The 1998 Skate TV Championships*; Lie Detector*; Studio 54: Behind the Music*; Killers in the Water*; When Cars Attack*; Life's Greatest Holiday Stories*; Assassinated: The Last Days of King and Kennedy*; Christopher Reeve: A Celebration of Hope*; Daredevils Live! Shattering the Records*; The Searchers; Frank Sinatra: 80 Years My Way; Christmas Miracles; Titanic: The Survivors' Story; 1998 Sports Illustrated Swimsuit Special; World's Scariest Police Stings; Quincy Jones: A Celebration of 50 Years Of Entertainment; When Stunts Go Bad I & II; The World's Most Incredible Animal Rescues; Showden On Ice; Riots: Mobs Out of Control; The World's Scariest Police Shootouts! I & II; The World's Deadliest Volcanoes!; Body Human 2000: Mysteries & Miracles; All-Star TV Bloopers; Ancient Prophecies; Television's Greatest Performances I & II; Wow! The Most Awesome Acts on Earth; Wow II: The Most Awesome Acts on Earth; Teenage America: Glory Years; You Gotta See This; The World's Most Dangerous Animals I & II; The Ringling Bros. Circus; The Victory Garden; Terrors of the Deep; The Mysterious Origins of Man; movies—The Man Upstairs; A Different Affair; The Hijacking of the Achilles Lauro; The Man in the Santa Claus Suit

Alice Entertainment Inc. 3640

Alliance Atlantis 675
 65 Heward Ave.
 Toronto, Canada M4M 2T5
 416-462-0246
Staff: Michael MacMillan, Lewis Rose, Ted Riley, Marnie Sanderson, Jean-Michel Ciszewski, Irene Read, Doug Smith, Patrick Roy, Jeff Lynas, Maria Sanchez, Stephanie Röckmann, Marzena Czubowicz, Nancy Bassett, Philippe Renouard, Pabl Batista, Ana Cruz, Lisa Lalonde, Seaton McLean, Peter Sussman, Jeff Wachtel, Laurie Pozmantier, Simon Hart, Alexandra Brown, Rose Mangone, Pam Wilson, Gail Rivett, Janice Lee, Inga Brenois, Norm Bolen, Juris Silkans, Barbara Williams, Vanessa Case, Steve Mayhew, Neil Williamson
Programs: Peter Benchley's Amazon*; BeastMaster: The Legend Continues*; Total Recall: The Series; Gene Roddenberry's Earth: Final Conflict; PSI Factor: Chronicles of the Paranormal; Night Man; The Crow: Stairway to Heaven; Da Vinci's Inquest; Legacy*; Welcome to Paradox*; Sins of the City*; Power Play*; Cold Squad; Traders; Shadow-raiders; The Famous Jett Jackson; Movies—Thirst; Hard Time: The David Milgaard Story; In the Blue Ground; One Heart Broken into Song; Scandalous Me: The Jacqueline Susann Story; Shadow Warriors II: Assault on Death Mountain; Beauty; Emma's Wish; Nightworld (series of six 2-hour movies); Harlequin Romance Collection

Alliance Media Productions 3060
 2130 Fell St., Suite 6
 San Francisco, CA 94117
 415-751-1746
e-mail: amp@slams.com
Website: www.slams.com
Staff: Michael Baldwin, Kimberly Baldwin, Bill Allard
Programs: SLAMS (video game); Geek TV

Alphanim 911
 4 rue Charlemagne
 75004 Paris, France
 33-1 49 96 44 00
Staff: Christian Davin, Clément Clavet

Alpine Pictures International 276

America One Television 2450
 100 E. Royal Lane, Suite 100
 Irving, TX 75039
 972-969-1900
Web site: www.americaone.com
Staff: Christa Dahlander, Tommy Stacy, Amy Brown, Debi Joynt, Don McGuire, Shannon Burns
Programs: The New Howdy Doody Show*, Net Talk Live

America Video Films S.A. 3380

Anica 805

Animagix AG 3111

Animation Magazine 3078

Animation Services Hong Kong Ltd. 3174
 Unit C1, 2/F, HK Spinners Ind. Bldg.
 Phase 5, Cheung Sha Wan Rd., HK
 852 23698928
e-mail: ashkmba@netivgator.com
Website: www.animationservices.com
Staff: Steven Ching, Ceri Griffen, Ella Ko, Cindy Wong
Services: Full production facility; co-production; program distribution; merchandising; licensing
Programs: Martial Darts*; Festivals & Myths of China*; Cone Control*; Rock Pool*; Pip-squeak's Planet*; Wonders of China Connect the World*; Koby-Koby; Olympic Gods; Animal Crackers; Detective Bogey

Another Large Production Inc. NA
 5750 Wilshire Blvd., Suite 600
 Los Angeles, CA 90038
 323-954-8500
e-mail: michaelr@anotherlarge.com
Website: www.anotherlarge.com
Staff: Phil Large, Alan Skinner, Michael Ross
Services: International marketer of television

products across all media, including broadcast and print promotion; production and design.

Antena 3 Television 564
 Avda Isla Graciosa S/A
 San Sebastian de los Reyes
 Madrid 28700 Spain
Staff: Juan Jose Nieto, Juan Riva, Marco Fernandez, Marga Castro, Ramon Pradera, Francisco Diaz Ujados.
Programs: Esos Locos Bajitos, Canciones de Nuestra vida, Menudas Estrellas, Lluvia de Estrellas, Infolive Stories, Ambiciones

APA International Film Distributors Inc. 2661
 14260 S.W. 136 St., Unit 16
 Miami, FL 33186
 305-234-4321
Staff: Rafael Fusaro, Maria Martinez, Jose Miguel Pelaez, Ursula Gambetta, Lucia Bartscher.
Programs: Animation—Extreme Dinosaurs; Starla & the Jewel Riders; Skysurfer Strike Force; Bamboo Bears; Moomins; Scrappers; Shelly T. Turtle. Series—U.F.O. Diaries; Mysterious Places; A.J.'s Time Travelers Super-stories; Race to Save the Planet Safari; Mysteries, Magic & Miracles; Master of Illusion. Feature Films—Cromwell Productions; Macbeth; King Lear; The Bruce (based on historical character that appeared in hit film "Braveheart")

Applied Information Management inc. 3160

APT—Associazione Produttori Televisivi 805
 Via Filippo Corridoni, 15
 00195 Rome, Italy
 39 06 3700265
Staff: Adriano Arié, Carlo Bixio, Bruno Della Ragione, Giuseppe Dall'Angelo, Roberto Sessa, Chiara Sbariagia

Argentine Cable Television Association 3034
 Av. De Mayo 749-2-10 (1084)
 Buenos Aires, Argentina
 (541) 345-5075
e-mail: atvc@satlink.com
Website: www.atvc.org.ar
Staff: Horatio Giubalde, Walter Burzaw, Hernan Verdaguier, Laura Antoniazzo
Services: ATVC represents the cable industry at a national level in Argentina

Argo Films Ltd. 2619
 7 Harugei Malchut St.
 69714 Tel Aviv, Israel
 972-3-6496228
e-mail: argofilm@netvision.net.il
Staff: Alona Abt
Programs: Mimi & Me; Peace Unto Thee, Jerusalem; Black & White Is Full of Colours; Legends of the Lost Tribes; Mommy Has a Crown; Longing: Right Left Right; The Prime Minister's Journal; Bisha—The Awesome Fire Test

Armagedon, S.A. de C.V. 3249
 Sur 73-B #315, Col. Sinatel
 Mexico, D.F. 09740
 (525) 539-9618
e-mail: deltoro@armagedon.com.mx
Website: www.armagedon.com.mx
Staff: Francisco Del Toro Gamez, Patricia de Del Toro, Carmen Bautista Franco, Roberto Barrera Alarcon
Programs: Assorted videocassette titles

The Art Institutes International 2874
 300 Sixth Avenue, Suite 800
 Pittsburgh, PA 15222
 412-562-0900
Website: www.aai.pdu
Staff: Erika Orris, Susan Shiver, Julie Cubbins, Amy Hausterman
Services: Applied art college

Artear Argentina 539
 Lima 1261
 Buenos Aires, 1138, Argentina

+54-1-370-1403
Website: www.artear.com.ar
Staff: Lucio R. Pagliaro, Ricardo Anglada, Hugo Di Guglielmo, Jorge E. Vaillant, Sheila Hall Aguirre, Walter Sequeira, Maria Gonzalez, Silvia Bottero, Julian Rodriguez Montero
Programs: Como Vos y Vos*; Gasoleros*; De Corazon*; Alas, Poder y Pasion*; Laura y Zoe*; El Faro*

Artist View Entertainment 3300
 12500 Riverside Dr., Suite 201-B
 N. Hollywood, CA 91607
 818-752-2480
e-mail: artistview@earthlink.net
Staff: Scott J. Jones, Jay E. Joyce, Marty Poole.
Programs: Morgan's Ferry*, Eighteen Shades of Dust*, Brown's Requiem*, Paper Bullets*, Jack of Hearts*, Last Great Ride*, The Contract*, Sillicon Towers*, Without Evidence*, Operation Splitsville*, Jekyll Island*, Moving Targets*, True Friends*

ArtsMagic Ltd. 1511-30

ASP 911
 23 rue Raynouard
 75016 Paris, France
 33-1 42 24 50 50
Staff: Alain Siritsky, Jessica Siritsky, George Pilzer

Associated Film & Video Productions 3349

Associated Television International 2010
 6290 Sunset Blvd., 12th Fl.
 Hollywood, CA 90028
 213-871-1340
Staff: David McKenzie, James Romanovich, Glenn Aveni, Richard Casares, Roger Furman, Rich Sagehorn
Programs: The Secret KGB Assassination Files*; Attack Squad*; Greatest Moments of the Century*; Crime Strike; The Secret KGB UFO Files; The Secret KGB Sex Files; Killer Instinct; Safari; Laura McKenzie's Travel Tips; American Adventurer; The UFO Chronicles; Laura McKenzie's "Traveler"; Bed & Champagne

Aston Entertainment 3831

The Asylum 2840
 718 N. Kings Rd., Suite 301
 Los Angeles, CA 90069
 323-653-6579
e-mail: asylumthe@aol.com
Staff: Sherri Strain, David Rimawi, David Michael Latt
Programs: Max: Ultra Spy*; Killers*; Social Intercourse*; Waiting*; The Source*; Mars*; One Step Beyond*; This Is My Life and Boy Does It Suck!*

Athena Distributors 3372
 1831 Grant St.
 San Francisco, CA 94133
 415-834-0440
Staff: Marcia Kimpton, Lorrae Romminger
Programs: Live from the Starlight Room

Atlas Enterprises Inc. 2061

Audiomaster 3000 761

The Authors Foundation 3341
 Lavalle 1647, 1 "B" (1048)
 Buenos Aires, Argentina
e-mail: infoauthors.com.ar
Website: www.infoauthors.com.ar
Staff: Carlos Lozano Dana, Lucas Yarza, Emilio Vieyra, Germán Facundo Gutierrez, Gabriel Mario Losas.
Programs: Earth: Final Conflict, Cold Squad, PSI Factor: Chronicles of the Paranormal, Traders, The Adventures of Sinbad, The Return of Alex Kelly.



- Baer Media** 3419
6770 Southern Pines
Southaven, MS 38671
e-mail: MB-2@MSN.com
Staff: Chris Baer, Max Baer, Max Baer II
Programs: Syndication/sales; Nascar; children's; outdoor programming.
- Bank On It Productions Inc.** 3369
- Bardel Animation Ltd.** 231
- Barnstormer Productions** 3373
- Baroque Underground/Remote Productions** 3450
- Baruch Entertainment** 2065
1025 Connecticut Ave., NW,
Ste. 1012
Washington, DC 20036
Phone: 202-833-1777
Fax: 202-496-0162
Staff: Edwin C. Baruch, Steve Smallwood, Valerie Cooley-Elliott, Angela Wilson, Cindy Nelson.
Programs: *True Champions: Latino Athletes And Their Stories*. Other—*The Millennium World Broadcast*. Program Inserts—*Martin Luther King, Jr. and Black History Month, African American Firsts*. Features/Packages—African Heritage Network, movie of the month; African Heritage Prime Time Network. Specials/African-American—*African-American Masters of Invention; An African-American Salute to the Academy Awards; And the Children Shall Lead; Back-to-School Summer Jam; Booker, From Whence We Came; Holiday Gospel Music Event; Mentor and the Hip-Hop Owls; Moneywise: Black America's Economic Challenge; Runaway; Success Through Education: A Salute to Black Achievement; The Mighty Pawns; Urban League Presents: African American's Working for a Better America*. Specials/Hispanic-American—*Cafe Ole with Giselle Fernandez & Friends; Funny is Funny! Comedy Fiesta; Hispanic America 1998: The Year in Review; Hispanic America: History & Heroes; Latino Music Greats; Success Through Education: A Salute to Hispanic Excellence*.
- Bavaria Film GMBH** 3111
- BBC Worldwide** 1511-01
747 3rd Ave., 7th Fl.
New York, NY 10017
212-705-9300
212-705-9336
Website: www.bbc.co.uk
Staff: Peter Phippen, Candace Carlisle, Jill Hawkins, Ronni Faust, Rick Sigglekow, Mayra Bracer, Charles Hyde, Paulette Bensussen, Magaly Rivera, Susanna Pollack, Michael Goodell, Melissa Green, Ray Sidwell, Julius Cain, Karen Parks, Lisa Bryant. London—Mike Phillips, Colin Jarvis, Mark Fricker, Paul Telegdy.
Programs: Drama—*Scarlet Pimpernel**, *The Planets**, *Earth Story**, *Vanity Fair**, *Noddy in Toyland**, *Looking After Jo Jo**, *Supernatural**, *The Aristocrats**, *Life of Birds**, *X-Creatures**, *Walking with Dinosaurs**, *Top of the Pops 1998-1999**, *The Violent Planet**, *The Human Body**, *People's Century**, *Great Romances of the 20th Century Series 1, 2 & 3**, *True Action Adventures of the 20th Century**
- Becker International Inc.** 3271
11849 W. Olympic Blvd., Suite 100
Los Angeles, CA 90064
310-478-5159
e-mail: beckerintl@aol.com
Staff: Russell Becker, Richard Becker, Ian Hogg, Paul Ridley, David La Follette
Programs: *Queen Kat, Carmel & St. Jude**, *Battle of the Sexes**, *The Pearl Fishers**, *King of the Outback Skies**, *Three for the Road**, *Outback Adventures; Snowy River: The McGregor Saga; Newton's Apple; Holiday; Africatrek; Christmas at St. Olaf; Quantum; Earthsearch*
- Beckett Entertainment** 3178
- Behaviour Distribution** 1910
2221 Yonge St., Suite 400
- Toronto, Ontario M4S 2B4
416-480-0453
e-mail: nataieo@behaviour.com
Website: http://www.behaviour.com
Staff: Natalie Osborne, Rob Aft
Programs: *Scandal: Then and Now**; *Histoires d'Hiver/Winter Stories**; *Hollywoodism: Jews, Movies and the American Dream; I Think I Do*
- Behr Entertainment** 3362
75 Cherry Lane
Monsey, NY 10952
914-368-1281
Programs: *The Wines of Italy; The Flavors of Italy; The Flavors of France; Divine Cuisine; Anne's International Kitchen; Finding Lost Worlds; Laff-Movie; Tony O'Connor—Experience the Magic, Flavors of the World**, *Sing 'n' Sign with Gaia's Way Cool Kids**
- Beverly Hills Entertainment** 241
- Beyond Distribution PTY Ltd.** 2351
- The Big Events Company** 1511-45
CSI House, 177-187 Arthur Road
London, England SW19 8AE
(44) 181 946 0056
e-mail: info@bigevents
Staff: Maro Korkov, Nick Schrader, Uschi Hausner
Programs: *Blondie—No Exit; Usher; Shirley Bassey: "Viva Diva!"*; *Broadway on Broadway*
- Bix Pix Entertainment** 2774
1917 West Belmont Ave.
Chicago, IL 60657
773-248-5430
Staff: Kelli Bixler, Greg Lontkowski, Iris Koror
Programs: *Parody, Just Coffee*
- BKN International** 2475
41 Madison Ave.
New York, NY 10010
212-213-2700
Website: www.bknkids.com
Staff: Allen Bohbot, Rick Ungar, Stephanie Graziano, George Baratta, Nadia Nardonnnet, Leslie Nelson, Veronique Angelino, Cinthia Coughlin, John Hess, Tom Akers, Jennifer Pitts, Susan Colsant, Mark Staub, Jon Baum
Programs: *Roswell Conspiracies: Aliens, Myths and Legends**; *Starship Troopers**; *Rambo**; *Sonic Underground; Beakman's World; Mummies Alive!; Extreme Ghostbusters; Extreme Dinosaurs, Jumanji; Sky-surfer Strike Force; Highlander: The Animated Series; Pocket Dragon Adventures; King Arthur & the Knights of Justice; Princess Gwenevere & the Jewel Riders; Captain Simian & the Space Monkeys; Mighty Max*
- BKS/Bates Entertainment** 1863
405 Lexington Ave.
New York, NY 10174
212-297-7836
e-mail: bksent@aol.com
Staff: Rob Silberberg, Len Koch, Bob Greenstein, Bill Behrens, Gene Lavelle, Doug Streff
Programs: *Dream Team**; *Russell Simmons' One World Music Beat; Hallmark Movie Classics—Shades of Life**; *Packin' Action**; *Music for Montserrat; Supermodels in the Rainforest**; *Eastwood After Hours Live at Carnegie Hall; Street Search**; *Best of Hard Rock Live; Hollywood East; Spice Girls Wild!; Bring in the Holidays with BeBe Winans and Friends; A Very Special Latin Christmas; Land of Crime; World's Top Shows*
- Blackbird Productions** 1511-13
- Blair Television** 361
1290 Avenue of the Americas
New York, NY 10104
212-603-5000
Staff: Timothy McAuliff, Leo MacCourtney, Floyd Gellini, John Poor Jr., Garnett Losak, Dale Kendall-Browne, John Yang, William Boos, Darren Doyle, Kara Lynn D'Amato
Services: Station representative
- The Blue Rose Productions** 2619
- The Blum Group** 3459
- Bonded Services International B.V.** 2911
- The Box Music Network** 2933
- B.R.B.** 731
- Breakthrough Films & Television** 1910
- Bridge Entertainment/E-Poll** 3610
- Brimstone Entertainment** 175
- British Columbia Film** 231
- British Movietone** 1511-33
- Broadcast** 1511-36
- Broadcast Information Bureau** 3319
401 North Broad Street
Philadelphia, PA 19108
215-238-5300
Website: www.napco.com
Staff: Eric Mayberry, Amanda Addis, James Snyder, Lillian Middleton
Products: *Television Programming Source Books, 1998-99 Television Programming Source Books CD-ROM, 1998-99 International Documentary Source Book, 1999 World Guide to Television*
- Broadcast.com** 2611
- Broadcasting & Cable** 2610
245 West 17th St.
New York, NY 10011
212-645-0067
Fax: 212-337-7028
Website: www.broadcastingcable.com
Staff: Glenn Rogers, Peggy Conlon, Don West, Harry Jessell, Gary Rubin, Dwight Cunningham, Steve McClellan, John Eggerton, Joe Schlosser, Bill McConnell, Michael Stroud, Dave Borucki, Doris Kelly, Rick Higgs, Craig Hitchcock, Yvonne Pettus, Jennifer Malloy, Elaine Odell, Corie Rand, John Caggiano, Robert Payne, Estrella Diaz, Craig Matthew, Rick Rowell.
Services: *Broadcasting & Cable, Broadcasting & Cable NATPE Dailies, www.broadcastingcable.com, Television Europe, Television Asia, Television Latin America, Television International*
- Buci Productions** 3176
- Buena Vista International** 575
3 Queen Caroline Street
Hammersmith
London W6 9PE England
44 181 222 2593
Staff: Etienne de Villiers, Bettina Bose, Sally Davies, Diane Digit-Rebouché, Simon Kenny, Keith LeGoy, Orest Olijnyk, Elton Simoes, David Snyder.
Programs: *Ainsley Harriott**; *Disney's Honey I Shrank the Kids: The TV Show; Felicity**; *Let's Make a Deal**; *The PJs**; *Sports Night**; *Your Big Break**; *Zoe Bean**; Animated series—*Sabrina: The Animated Series**; *Disney's Doug; Disney's Hercules: The Series; Disney's Pepper Ann**; *Disney's Recess**; *Sonic Underground; Mouseworks*; TV movies and miniseries—*Max Q; Stephen King's Storm of the Century; Tom Clancy's Net-force; International—The Crash Zone; Microsoap; Art Attack; The Great African Wildlife Rescue; ABC News programming—The Century; 20/20*
- Buena Vista Television** 575/697
500 S. Buena Vista St.
Burbank, CA 91521
818-560-1000
Website: www.tvplex.com
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Programs: *Air America**; *AXN**; *Born Free**; *Cupid**; *Dilbert**; *Donny & Marie**; *Fantasy Island**; *Totally Tuned In**; *Guys Like Us**; *L.A. Doctors**; *Mercy Point**; *The Net**; *Oh Baby**; *Rude Awakening**; *V.I.P.** Children's Programming—*Godzilla: The Series*. Telefilms/mini-series—*Anne Rice's Rag & Bone*, *ATF*, *Blue*

CDC United Network **801**
Rue Souveraine, 40
1050 Brussels, Belgium
32 2 502 66 40
e-mail: lippens.cdc@skynet.be
Staff: Alexandre Lippens, Maximilian Weiner, Sebastian Lami Dozo, Harold Van Lier
Programs: *The Triplets*; *Tristan & Isolde*; *Heart of Darkness*; *Seven Secret Worlds*; *Rhino & Co.*; *Journey into Hell*; *Vatican: The Power of the Popes*; *The Rights of Children*; *1,500 Russian Bloopers and Outtakes*; *Hollywood Biographies*

Centre National de Documentation Pédagogique **911**
29 rue D'Ulm
75220 Paris cedex 05, France
33-1 46 12 84 31
e-mail: jacques.beaujean@edition.cndp.fr
Staff: Jacques Beaujean
Programs: *The Encyclopedia of Science and Technology**; *Inventions and Discoveries**; *Phenomena and Men**; *The Art in Question**; *Landscapes**; *Little Stories for Children**; *Passport to Languages**; *Victor Hector Adventures**

Moon, Buster & Chauncey's Silent Night, Implicated, Jackie Chan's Who Am I?, Johnny Skidmarks, Montana, Never Tell Me Never, Soccer Dog. Specials—Film Noir: Murder in Black and White, Columbia Goes to War, Great Movie Directors, Columbia's Leading Ladies. Telefilm Collection—Action Attack!, Crime Stoppers, Doctors on Call, Headlines of the Century, Lawbreakers

Columbia TriStar Television Distribution 1475

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, Joe Kissack, John Moczulski, John Rohrs Jr., Doug Roth, John Weiser, Francine Beougher, Melanie Chilek, Alan Daniels, Paul Frank, Jim Dietle, Craig Smith, Andy Teach, Jeff Weiss, Lori Coro, Elise Keen, Susan Nesaanbaum-Goldberg, Rich Wellerstein, Gerette Allegra, Angela Bundrant, Eric Kittleson, Susan Law, Amy Jones-DeMar, Eric Marx, Matt Maier, James Petretti, Dick Roberts, Zackary Van Amburg, Amy Burkheimer, Debra Curtis, Bea Grantham, Mitchell Messinger, Rachel Mizuno, Cheryl Mizuno, Cheryl Romine, David Russo, Darlene Tolbert, Mark Wurtzel, Marti Rider, David Ozer, Jeff Wolf, Teri Luke, Stuart Walker, Tom Warner, Greg Palmer, Steve Maddox, Andrew Deutscher, Dirk Johnston, Mark McKay, Chris Kager, Bo Argentino, Bob Dahill, Ken Ripley, Dennis Dunphy, Gary Davidson, Lynn Caldwell, Maria Dryer, Kristin O'Grady, Diane Oldham, Dick Burris, Brian Joyce, Bob McPhee

Programs: First-run series—*Donny & Marie**; *The Newlywed/Dating Hour*; *Ricki Lake*; *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*; *Different 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*; *NewsRadio**; *One Day at a Time*; *Parker Lewis*; *The Partridge Family*; *Punky Brewster*; *Sanford*; *Sanford & Son*; *Seinfeld*; *Silver Spoons*; *Soap*; *Square Pegs*; *That's My Momma*; *The Three Stooges*; *What's Happening*; *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*; *S.W.A.T.*; *Starky & Hutch*; *T.J. Hooker*; *Walker, Texas Ranger*; Features/packages—*Columbia Gold*, *Columbia Showcase II*, *Gold II*, *Pegasus II*, *Pegasus III*, *Showcase III*, *Showcase IV*

Columbia TriStar Television Group 1361

Columbine JDS Systems 1038

1999 Broadway, Suite 4000
Denver, CO 80202
Staff: Doug Rother, John McDonald, Lenny Melamedas, David Jones, Peter Wickwire
Services: E-commerce solutions*; program management solutions; sales and research solutions*

Comarex S.A. de C.V. 2831

Communicopia Ltd. 1511-48

Compact Collections LTD 1800

Greenland Place
115-123 Bayham St.
London NW1 OAG England
44-171-446-7620
Staff: Peter Maguire, Justin Sherry
Programs: Royalty administration service for

collection and distribution of simultaneous cable retransmission fees, private copying levies and educational recording rights.

Competitive Media Reporting 425

11 West 42nd St., 12th Fl.
New York, NY 10036
212-789-1400
e-mail: donna_berwick@vnumis.com
Website: www.cmr.com

Staff: Jeff Hale, Jane Smerglia, David Peeler, Felice Arden, Paul Gussack, Alan Kraut, Richard Radzik, Steven Walsh, Donna Berwick

Programs: Commercial monitoring systems for 15 media.

Concorde—New Horizons Corp. 3435

Conus Communications 2850
3415 University Ave.
Minneapolis, MN 55440
651-642-4645

Website: www.1stbusiness.com
Staff: Tom Becherer, Frank Allen Philpot, Nick deJanosi, Sam Holmgren, Neal Cortell, Terry O'Reilly, Darice Colbert, Viviana Perez
Programming: All News Channel, * *First Business*, *American Times**
Services: Total production facilities, studio and remote

Coral Pictures Corp. 1131

4380 N.W. 128 Street
Opa Locka, FL 33054
305-688-7475

Staff: Marcel Granier, Antonio Paez, Guadalupe D'Agostino, Jose Escalante, Alexander Kochen, Xavier Anstimuño, Amina Galdo, Carmen Atehortua, Pedro Carrera
Programs: *Aunque me Cueste la Vida**; *Hoy te Vi**; *Reina de Corazones**; *Niña Mimada*, *Cambio de Piel*, *Planeta Sur**; *La Pandilla de los Siete*; *Lift Off*; *Conserjes*, *La Bola*, *Expedition*, *Provence*; *Streets of Color*

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Cromasoma S.A. 731

Cromwell Productions 1511-57

CS Associates 3730

22 Weston Road
Lincoln, MA 01773
781-259-9988
e-mail: programs@csassociates.com
Staff: Charles Schuerhoff

Programs: *Ancient Sea Turtles*; *Scientific American Frontiers*; "Science in Paradise," "Journey to Mars," "Animal Einsteins"; *Secret People*; *Bus Stories*; *Rock the Boat*; *The Vanishing Line*; *Dirty Secrets*; *Sing Faster: The Stage Hand's Ring Cycle*; *Porgy and Bess: An American Voice*; *Tango: The Obsession*; *Breakthrough*; *Travis*

CSS Entertainment/Skyline Media LLC 151

1801 Avenue of the Stars, 6th Fl.
Los Angeles, CA 90067
310-383-0959
e-mail: tvcssent@aol.com
Website: www.cssentertainment.com

Staff: Charl Sevel, Al Lowenheim, David Hanby, Marshall Lucas, Helen Stredder, Tammy McDonald

Programs: *Speed Sports**; *Women in Action Sports**; *Extreme Sports**; *Living on the Edge**; *Action Sports**; *Sports Bloopers**; *Motor Sports**; *Auto Reviews**; *Island Adventure Travel**; *Adventure Travel**; *Slinky Pets**; *Beastie Buddies**; *Speed Sports Animated**; *Strange Weird Wacky Stuff**; *Alone in the Dark**; *Value Tales**; *Extreme Sports Team**; *T.I.G.**; *Evolution**; *Pinball Kidz**; *Sorcerers**; *G.M.E.N.**; *DJ Ray**; *Cycle Force**; *Digby & Marie**; *Woody's Travel Log**; *T-Channel**; *Telecom Beach**

CTW International Television Group 131

One Lincoln Plaza
New York, NY 10023
212-595-3456

Staff: J. Baxter Urist, Steven B. Miller, Alice Cahn, Renee Mascara, Kerry Novick, Michelle Manno

Programs: *Elmo's World**; *Ty and Lacey**; *Elmopalooza**; *Sesame Street*; *Mathmatazz*; *Big Bag*; *The New Ghostwriter Mysteries*; *Elmo Saves Christmas*; *Open Sesame*; *CRO*; *Ghostwriter*; *Square One TV*; *Risky Numbers*; *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*.

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D&D Film und Fernseh Produktion GMBH 3111

Dalia Film 805

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00135 Rome, Italy
39 06 3057762
Staff: Olga Alimento
Programs: *Painting and Reality*; *With Anger & Love*; *Coincidence*; *Chauffeur*

Dandelion Distribution 1511-18

Daro Film Distribution 1039

David Finch Associates 1511-08

PO Box 264 Walton-on-Thames
Surrey, England KT12 3YR
44 1932 882733
e-mail: dfa@cwcom.net
Staff: David Finch
Programs: *The X Phenomena**; *In the Footsteps of Jesus**; *Time Machines**; *Real Crime on Camera*; *World Voyager*, *Millennium Madness*

The David Lamping Co. 1151-25

13 Berners St.
London W1P 3DE England
44 0 171 580 0088
e-mail: tdlc@compuserve.com
Staff: David Lamping, Katherine O'Brien
Programs: *Asterix*; *Emmanuelle*

Decisionmark Corp. 3044

Delaney & Friends Cartoon Productions 231

105 West 3rd Avenue
Vancouver, BC V5Y 1E6
604-877-8585
e-mail: delaney@axion.net
Staff: Chris Delaney, Carolyn Paul
Programs: *The Shoemaker and the Elves**; *The Legend of William Tell**; *The Strange Case of Dr. Jekyll and Mr. Hyde**

Design Studio 101 Productions LLC 3446

Deutsche Welle/TransTel 3111

50588 Cologne, Germany
+49-221-389-2734
Website: www.dwelle.de
Staff: Ana Maria Bañolas, Stefan Bliem-srieder, Ulrich Wartmann, Barbara Kullmann
Programs: *Traditional Medicine in Europe*; *Expedition to the Animal Kingdom*; *Zoo Adventure*; *Visionaries in Survival*; *Gene Time*; *The Know-How Show*; *Economics Today*; *Secret Power (Plants)*; *The Business of Fashion*; *Sports Report*; *Royals*; *Magic Worlds*; *Colours*; *Architecture 2000*; *SOKO 5113*; *Derrick*; *Germany Live*; *Oldtimers*; *The Jade Route*; *The Hanseatic League*; *Michael Ballhaus*, *Cameraman*; *Folkwang Dance: A History*; *Laser Technology*

Diabetes Research and Wellness Foundation 3456

Diamond Sports and Entertainment Productions 3851

Discovery Communications 1761

7700 Wisconsin Ave.,
Bethesda, Md. 20814
301-771-5900
Fax: 301.771.4064
Staff: Steven Patscheck, Carol Eymery, Jennifer Smith.

Programs: *Great Egyptians 1*, *Intrigue in Istanbul*, *Secrets of the Humpback Whale*, *Super Laser*, *Breed All About It*, *High Roller's Vegas*, *Eyewitness to Jesus*, *Reunion*, *American Commandos*, *Swat Team*

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DLT Entertainment Ltd. 638

31 W. 56th St.
New York, NY 10019
504-670-5482
Staff: John Fitzgerald, Don Taffner Jr., Jeff Cotugno, Nigel Emery, Arlene Gross, James Cannon

Programs: Animated—*Animated Family Classics*; First-run series—*@24/7.com**; *Hollywood People*; *Making Babies**; *Power Play*; *The Wanderer*; Off-network series—*Check It Out*; *Three's Company*; *Too Close for Comfort*; *The Ropers*; *Three's a Crowd*; Children—*Children of the Dog Star*; *The Tomorrow People*; *Wind in the Willows*; Features/packages—*Dick Francis Mysteries*; *Eating Bitter*; *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*; *Brubeck Returns to Moscow**; *Cristina Presents: Latin Lovers of the 90's*; *Dame Edna's Work Experience*, *Mary Pickford: A Life on Film**, *Heat Is On: The Making of Miss Saigon*; *Louise Brooks: Looking for Lulu**; *Rigoletto*; *Steppenwolf: Twenty Years on the Edge*; *Torvill & Dean*; Game shows—*Talkabout*; *5-4-3-2-Run*; Miniseries—*Love on a Branch Line*; Magazine/Talk—*Linehan*; *Shirley*; Public Television Sales Division—*Adrian Mole*; *After Henry*; *A Case of Living*; *All at #20*; *Benny Hill*; *The Crazy World of Benny Hill*; *Bloomin' Marvelous*; *Chance in a Million*; *Executive Stress*; *Ffizz*; *French Fields*; *Fresh Fields*; *Hope it Rains*; *Is it Legal?*; *Land of Hope and Gloria*; *Never the Twain*; *Outside Edge*; *The Russ Abbot Show*; *Shelley*; *Steam Video Company*; *Thames Comedy Originals: George & Mildred*; *Thames Comedy Originals: Keep It in the Family*; *Thames Comedy Originals: Man About the House*; *Thames Comedy Originals: Robin's Nest*; *The 10%ers*; Drama—*Agatha Christie*; *Capital City*; *Danger UXB*; *The Guilty*; *Hannay*; *Kavanagh QC*; *London Embassy*; *Lytton's Diary*; *Mr. Palfrey of Westminster*; *Minder*; *The One Game*; *Peak Practice*; *Reilly: Ace of Spies*; *Ruth Rendell Mysteries*; *Rock Follies*; *Rumpole of the Bailey*; *Taggart*; *Tecx*; *Unnatural Causes*; *Van Der Valk*; Documentaries—*A Better Class of Person*; *Ancient Lives*; *Animal Detectives*; *Barricades*; *Black Museum*; *The Black Rhino*; *The British Collection*; *Buster Keaton: A Hard Act to Follow*; *Cambodia: The Betrayal*; *Cambodia: Year Ten*; *Ceaucescu's Children*; *Charles Rennie Mackintosh: A Modern Man*; *Cinema Europe: The Other Hollywood*; *Coming Up from Down Under*; *Concerto*; *Crime Inc.*; *Destination America*; *Harold Lloyd: The Third Genius*; *History of the S.S.*; *Hollywood*; *Killiam Collection*; *Mystery of Peru*; *Off the Page*; *Take Six Cooks*; *Unknown Chaplin*; *Women Writers*; *The World at War*; Specials—*Human Rights*; *It's Your Move*; *The Last Show on Earth*; *Lifers*; *Mystery of Morse*; *The Naked Civil Servant*; *Sailors Return*; *Scandal*; *Schlinder*; *Warming Warning*; *Weegee the Famous*; Variety—*The Magic of Animals*; *Right in Your Own Back Yard*; International Distribution—*@24/7.com**; *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' Marvelous*;

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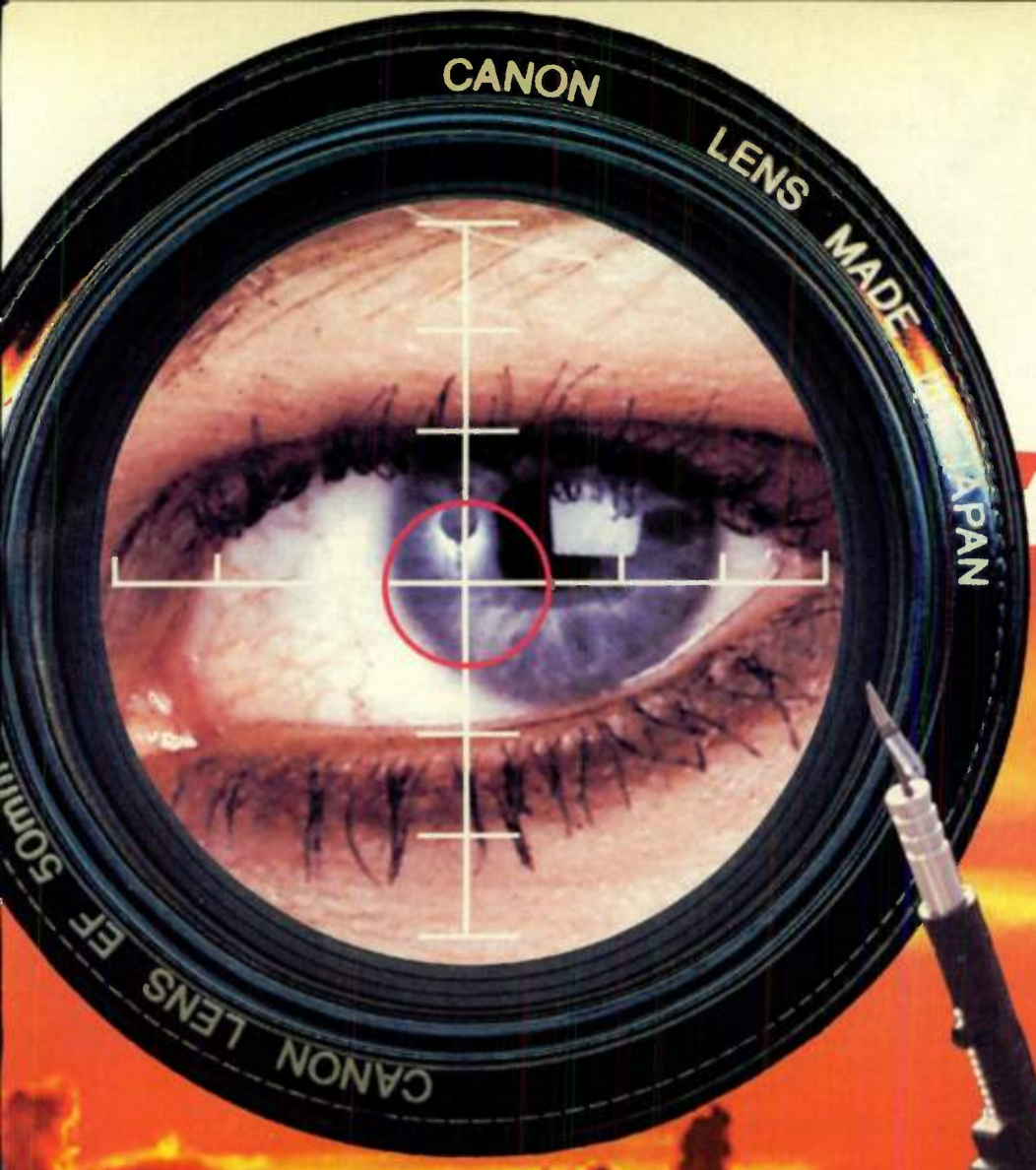
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D'Ocon Films 731

Calaf 3
Barcelona, Spain
e-mail: docon@docon.es
Staff: Antoni D'Ocon, Carmina Castells, José Salcedo, Mar Abadin, Diana Domingo
Programs: *Sylvan*; *Delfy and His Friends*; *The Fruittis*; *Basket Fever*; *Scruff**; *Fix & Foxi*; *The Herlues*; *Pocket Dragons*; *Myths & Legends*; *Dad X*; *Mumfie*; *Kumba*; *Chip & Charly*; *Problem Child*; *The Avrons*; *Enigma*; *The Little Witches*

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62 Chandos Place
Covent Garden
London WC2N 4HG England
44 171 836 5411
e-mail: dkvision@dk-uk.com
Website: http://www.dk.com
Staff: Simon Jollands, Kim Thomas
Programs: *The Way Things Work**; *Eyewitness Traveller**; *Creatures Fantastic*

DR TV International Sales 3750

The Dreambuilder Celebration Inc. 3366

DTG Entertainment Inc. 630
15840 Ventura Blvd. Ste., 310
Encino, CA 91436
818-386-2323
Staff: Arthur Newberger, Ellen Yee, Tara Spencer, Blaine Newberger, Donna Leyva-Newberger.
Programs: *Secrets of the Bible Code Revealed**; *It's a Miracle**; *And the Winners Are**; *Millennial Fears**; *UFO Diaries*; *Miracles & Other Wonders*; *Great Leaders*; *Great Events*; *Great Nations*; *Marlene*.

Duke International 1511-46

Dutch Broadcasting Services Corp./NOB 2911

E

E! Entertainment Television 161

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Los Angeles, CA 90036
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Website: www.eonline.com
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Programs: *Homes with Style**; *Dining in Style**; *On Style Specials**; *Behind the Velvet Ropes**; *Celebrity Profile*; *Mysteries & Scandals*; *The E! True Hollywood Story*; *Wild On...*; *Model*; *E! News Week in Review*; *E! News Daily*; *E! News Feed*; *In Focus*; *Behind the*

Scenes; *Behind the Scenes*; *Uncut*; *Fashion Emergency*; *Talk Soup*; *Extreme Close-Up*; *F.Y.E!*; *For Your Entertainment*; *The Gossip Weekend Show*; *Coming Attractions*; *E! Specials*

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London, SW18 1EZ

Earth Communications Office 3847

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Lower Sloane St.
London SW1W 8NN

Edge Entertainment Inc. 2630

302 103rd St.
Saskatoon, SK S7N 1Y9 Canada
306-374-1207
e-mail: edge.ent@sk.sympatico.ca
Website: www.quantumlynx.com/edge-ent
Staff: David Doerksen, Bill Braaten, Leanne Arnott
Programs: *Black Light**; *Witness**; *Deception**; *The Impossible Elephant**; *Reel Planet**; *Back Roads of Europe*; *Cross Roads Cafe*

Electric Sky 1511-43

Ellipse Programme 1830
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75015 Paris, France
33-1 43 92 58 00
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Programs: *Bob Morane**; *Fennec**; *Corto**; *Pirate Family**; *Fantomette's Mysterious Adventures**; *Xcalibur**; *Fracasse**; *The Elephants of the Andaman Islands**; *The Caribbean Ring of Fire**; *Juggling Atoms**; *Sister Alice Domon**; *The Genesis of a Quartet**; *The Mysteries of the Pyramids**

Ellis Enterprises 3633

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Toronto, Ontario M4T 1X3 Canada
416-924-2186
e-mail: sales@ellisent.com
Staff: R. Stephen Ellis, Bailey Daniels
Programs: *Vipers: Marvels of Evolution**; *Echoes of the Carolinian Forest**; *Fiery Phantom: The Red Fox**; *Venomous Spiders**; *White Tail Deer**; *Bear Attack 2: Grizzlies**; *Beluga Whale**; *Wolves of the Americas**; *Mothers of Reinvention: Women Reshaping the New South Africa**; *Niagara: Thunder of the Waters**; *Everglades: Life in the Sea of Grass**; *Bear Attack 3: Polar Bears**; *Mother Nature*; *Buck Staghorn's Animal Bites*; *Profiles of Nature*

Emotion Capture Studios 2776

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Valencia, CA
805-295-0677
Staff: William Hutten. **Programs:** *Goofballs* (200 one-minute gags)*; *The Chucklewood Critters (26 episodes)*; nine holiday half-hour animated specials.

Endemol International Distribution SA, Swiss Branch 1831

Freiestrasse 204
8032 Zurich, Switzerland
41 1 421 3030
e-mail: endemol@endemol.com
Website: www.endemol.com
Staff: Pim van Collem, Matthew Ody, Hedy van Bochove, Giannina Antola
Programs: *The Aquanauts*; *Dollar for the Dead*; *Striking Poses*; *The Pawn*; *Under the Lighthouse Dancing*

Enoki Films USA Inc. 2973

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818-907-6503

Envoy Productions 939

ESPN 2011

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New York, NY 10158-0180

212-916-9200
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Etccetera Group 1736

Euro London Films Ltd. 1511-54

Europe Images International 911
25 rue François 1er
75008 Paris, France
33-1 47 23 28 00
e-mail: europe_images@europenet.ccmil.com-puserve.comcom
Staff: Peter Worsley, Justine Bannister
Programs: *Tom & Sheenah*; *Pip, the Appleseed Knight*; *Mustang Man*; *Champions of the Wild I and II*; *Passion for Nature III*; *Black Shirt*

European Children's Television Centre 3181

Evergreen Entertainment 720
P.O. Box 362887
San Juan, PR 00936-2887
787-273-7900
e-mail: evergreenenter@juno.com
Staff: Migdalia Inocencio, Rebeca Dorna
Programs: *Adventures of Swiss Family Robinson*; *The Legend of William Tell**; *William Shatner's A Twist in the Tale**; *Return to Treasure Island*; *Geovision*; *Okavango*

Expand Images 911

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92107 Boulogne, France
331 47124040
Staff: Hughes Perrier, Louis Beriot, Kirsten Calteau, Laure Bornstein
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Explore International 1830

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Mayfair, London W1X 5FD

Eyemark Entertainment 975/976

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Los Angeles, CA 90024
310-446-6000
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Eyemark Media Sales 975

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Paranormal; *The Dr. Joy Browne Show**; *The Howard Stern Radio Show**; *Peter Benchley's Amazon**; *Pensacola: Wings of Gold*; *Bob Vila's Home Again*; *Caroline in the City**; *The George Michael Sports Machine*; *Wild Wild Web*; movie packages—Marquee VIII

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F

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Faraone Communications 3159

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Website: www.pr-agency.com
Staff: Ted Faraone, Teri Faraone
Services: Public relations and publicity services for programs, distributors, producers, talent, networks, stations, home video and new media

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Film & Video Magazine 3722

Film Bridge International 3124

Film Florida 2603

Filmax International 731

Filmoption International 831

Films by Jove 3278

Films Transit 831

First Business 2850

First National Entertainment 3351

1st World Air Games 134

Fisherman's Heaven 3342

Fly by Night Productions Inc. 3274

Focal 1511-37

Forefront Entertainment Group 1910

Fox Family Channel 1175

Fox Family Worldwide 1175

Fox Kids France 1175

Fox Kids London 1175

Fox Lorber Associates 437

419 Park Avenue South
New York, N.Y. 10016
212-686-6777

Staff: Stuart Rekant, Richard Lorber, Sheri Levine, Micahel Olivieri, Mindy Rosenthal, Johanna Samuel, Richard DeCroce, Ed Galton, Rosemary Harris, Amy Smith
Programs: *The Camera's Eye**; *Super Fires!*; *Hollywood Salutes Arnold Schwarzenegger**; *The Pleasure Trade**; *Hellhounds on My Trail: The Afterlife of Robert Johnson**; *On the Ropes**; *The Search for Kurtz**

France Animation 911

14 rue Alexandre Parodi
75010 Paris, France
01 53 35 90 90
Staff: Giovanni Milano, Maïa Tubiana, Lionel Marty

France Television Distribution 911

1 Boulevard Victor
75015 Paris France

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	Number of Transactions	Volume (in millions)
CEA	54	\$2,775.0
Salomon Smith Barney	16	7,296.4
Merrill Lynch & Co.	17	6,502.1
Lehman Brothers	3	3,075.1
Bear, Stearns	10	2,874.9
NationsBank	2	2,775.0
Morgan Stanley Dean Witter	10	1,799.5
Lazard Houses	6	1,535.0
Allen & Co.	1	477.2
Wasserstein, Perella	3	247.3
Prudential Securities	1	92.8

*Includes U.S. M&A, private and public debt advisory. Industry sectors include Radio & TV (includes Cable) Broadcasting, Outdoor Advertising.
List compiled using data reported to Securities Data Company and may not include all transactions.
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World Radio History

33-1 44 25 01 40
Staff: Marc Bonduel, Hervé Michel, Pierre François Gaudry, Alexandre Piel

Frecuencia Latina Network 2740

The Fremantle Corp. 2675

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

Staff: Paul Talbot, Josh Braun, Julie Zulueta-Corbo

Programs: Series—*All My Children; Conan; Big Wolf on Campus; Misguided Angels; Benny & the Cartoonz; Natalie's Art of Living; Eccentriiks; Baywatch*; Series—*David Caradine's Martial Arts Journey; Inside The Cold War with Sir David Frost; The Tony Awards; The Kennedy Center Honors*; NTV series for Latin America—*The Adventures Of Hacchi; Anpanbread Man; The Twins at St. Clare; Magic Girls; Cliff Hanger*

The Fremantle Corp. LTD 2675

Unit 2 Water Lane, Kentish Town Rd.
 London NW1 8NZ England
 0171 284-6500

Staff: Anthony Gruner, Veronique Heim

Fremantle of Canada LTD 2675

23 Lesmill Rd., Suite 201
 Don Mills, Ontario M3B 3P6 Canada
Staff: Randy Zalkan

Fuji Television Network Inc. 627

FUNimation Productions Inc. 3086

G

Gardening for Real People 3333

Gaumont 1138

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

Staff: Christian Charret, Marc du Pontavice, Hugo Bergson-Vuillaume, Mickie Steinmann, Thomas Kornfeld, Marla Ginsburg, Christine Camdessus, Philippe de Chaisemartin, Grégoire Melin, Stephane Parthenay, Pierre-Ange Le Pogam, Donna Redier Linsk

Programs: *Pearls of the Pacific; Highlander: The Raven; Oggy and the Cockroaches; Violent Earth; The Magician; The Yearly News-reel**

GB Productions 911

1 place Charles de Gaulle
 78180 Montigny le Bretonneux, France
 33-1 34 52 08 30

Staff: Florence Laval

Gear-CGI 3173

GEM 1511-14

German Films & TV-NRW 3111/3121

German United Dist. Bavaria Film Studio 3111

Gestmusic Zeppelin Internacional S.A. 731-N

Calle Serrano 32, 2° E
 Madrid 28001 Spain
 34 91 576-0645

Staff: Isabel Raventos, Maria Pinicca, Belen Perez Moniz, Secundiro Lecasco, Jose Lecasco, Joan Ramon Mainat

Programs: *Cronicas Marcianas, Esos Locos Bajitos; El Super; Los Cañete; Parodia Nacional; Canciones de Nuestro Vida; Lluvia de Estrellas; Plaza Alta; Vidas Cruzadas; Querido Maestro; Fernandez y Familia; Inocente, Inocente; Sorpresas Te de la Vida*

GLC Productions 3073

11 Weehawken St.
 New York, NY 10014
e-mail: chris@glc.com

Website: www.glc.com

Staff: Daniel Kramer, Christopher Hyun, Luis

Cataldi, Lincoln Peirce, Dave Wollos, Robert Freedman

Programs: *The Buddy System**

Gil Productions Ltd. 2619

GLC Productions 3073

Global Entertainment Media 1741

Global Media Productions 3630

Global Programming Network 376

1725 Camino Palmero, Suite 420
 Hollywood, CA 90046
 323-874-3212

Staff: Mike Fenwick, Richard Hammer, Bruce Boro

Programs: *Egoli-Place of Gold, The Secret Adventures of Jules Verne*

Globo International 2360

RVA Pachecoleão 256
 Rio De Janelro RJ 22460-030 Brazil
 5521-512-2244

Website: www.redeglobo.com.br/international

Staff: Orlando Marques, Robert Campbell, Marise Caetano, Laetitia Floquet

Programs: *Torre de Babel (Tower of Babel); Era una Vez (Once upon a Time); Mi Buen Querer (My Sweetheart); Pecado Capital (Capital Sin); Dona Flor and Her Two Husbands; Cuerpo Dorado (Summer Affair); Hilda Hurican (Hurricane Hilda); Mujer (Woman)*

Goldcrest Films International 1511-49

GoodTimes Entertainment NA

16 E. 40th St.
 New York, NY 10016
 212-951-3003

Staff: Andrew Greenberg, Seth Willenson, Catherine Branscome, Lynn Hamlin

Programs: *Rudolph the Red-Nosed Reindeer: The Movie; The World of Beanie Babies; Greatest Heroes and Legends; Camelot, the Legend; Animated Classics Libraries I, II and III*

GPN/University of Nebraska-Lincoln 3337

PO Box 80669
 Lincoln, NE 68501-0669
 800-228-4630

e-mail: gpn@unl.edu

Staff: Jim Danielson, Gaylen Whited, Stephen Lenzen

Services: Educational distribution; instructional school television; international educational co-production

Granada Media 1840

Grandolph/Juravic Enter. 230

R.F.D. 1680 Bordeaux Lane
 Long Grove, IL 60047
 847-537-4007

Staff: Gary Grandolph, Dennis Juravic, Justin Beverley, Bill Edwards, Tim Duncan, Mike Byrd

Programs: *Game Warden Wildlife Journal, Young America Outdoors, Parenting Life, Created By You.*

GRB Entertainment 2431

12001 Ventura Pl., Suite 600
 Studio City, CA 91604
 818-753-3400

e-mail: info@grbtv.com

Staff: Gary Benz, Michael Branton, Kim Relick, Debby Levin, Jean Huang, Gavin Reardon, Ute Cichocki, Reed Shelly, Todd Barasch

Programs: *War Dogs; Inferno; Storm Warning!; Anatomy of Disaster; What Went Wrong?; World of Wonder; Sea Tek; Climb Against the Odds; Incredible Frontiers; Movie Magic; Mega Movie Magic; World's Wildest Daredevils; Hollywood's Greatest Stunts; Burt Bacharach: One Amazing Night*

Great Chefs Television 431

PO Box 56757
 New Orleans, LA 70156-6757
 504-581-5000

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

Website: www.greatchefs.com

Staff: John Shoup, Linda Anne Nix, Cybil Curtis, Gloria Moore, John Bever

Programs: *Great Chefs of France; Great Chefs of Austria; Great Chefs of South America; Great Chefs of the Caribbean; Great Chefs of America; Great Chefs of the World; Great Chefs of Hawaii; Great Chefs—Great Cities; Great Chefs of the East; Great Chefs of the South; Great Chefs: Louisiana New Garde; Great Chefs of Chicago; Great Chefs of San Francisco; Great Chefs of New Orleans; Chocolate Passion; Chocolate Dreams; Chocolate Edition; Oriental Obsessions; Mexican Madness; Great Chefs, Great BBQ; Great Southern Barbecue; Great Outdoor Cooking; Great Chefs: The Women; Great Chefs Halloween Treat; Great Chefs Cook Italian; Great Chefs: A Show for All Seasons; An International Holiday Table; Great Chefs: Desserts; Seafood Sampler; Great Chefs: Appetizers; Great Chefs Cook American; Great French Fest; Great American Inns; A New Orleans Jazz Brunch; Down Home Cookin'; A Southwest Thanksgiving Feast; Stephane Grapelli in New Orleans; Toots Thielemans in New Orleans; Les McCann in New Orleans; Don Menza in New Orleans; Ellyn Rucker in New Orleans; Charlie Byrd in New Orleans; Jack Sheldon in New Orleans; Ernestine Anderson in New Orleans; Irma Thomas in New Orleans; New York Jazz Quartet in New Orleans; Salute to Jelly Roll Morton; A Woodchopper's Ball; Woody Herman Remembered; Ellis Marsalis and New Generation*

Great North International 2600

3720 76 Ave.
 Edmonton, Alberta T6B 2N9
 403-440-2022

Fax: 403-440-3400

e-mail: gnr@greatnorth.ab.ca

Staff: Andy Thomson, Patricia Phillips, Keely Booth, Jennifer Batty.

Programs: *Aquanauts; Velvet Dreams; Lost and Found; Empire of the Bay* Full Circle: The Untold Story of the Dionne Quintuplets; The Pitch; Dolphin Encounters; Dance of the Devil Rays; Shark Encounters of the Bahamas; The Group of Seven: Art For a Nation; The Mystery of St. Valentines Day; Once Upon a Hamster,*

Gruppo Minerva International 805

Via D. Cimarosa, 18
 00198 Roma, Italy
 39 06 8543841

Staff: Gianluca Curti, Cristina Cassano

Programs: *La Rumbera; Buck and the Magic Bracelet; The Decision Maker; The Daughter of Lady Chatterly; The System**

Gullane Pictures 1031

1133 Broadway, Suite 1520
 New York, NY 10010
 212-645-3555

Staff: Charles Falzon, Britt Allcroft, William Harris, Cindy Bernstein, Todd Leavitt, Jennifer Thieroff

Programs: *The Adventures of Captain Pugwash; Funny Farm; Greener Fields; James the Cat; The True Meaning of Crumbfest; What's for Dinner; What Katy Did**

H

Hallmark Entertainment 2818

1325 Avenue of the Americas, 21st Fl.
 New York, NY 10019
 212-977-9001

Staff: Hallmark Entertainment—Peter von Gal, Joel Denton, Erik Pack, Bonnie Low, Liz Sheppard, Donna Cornwell, Jonathan Lynne; Andy Brilliant; Eduardo Vera

Programs: *Miniseries—Arabian Nights; Cleopatra; David Copperfield; Alice in Wonderland; Noah's Ark; Mama Flora's Family;*

Made-for-TV-movies—*Durango; Night Ride Home; The Premonition**

Hamdon Entertainment 2320

12711 Ventura Blvd., Suite 300
 Studio City, CA 91604
 818-753-6363

Staff: Stephen Davis, Gary Goldberger, Corie VanDeutekom, Heather Carson

Programs: *No Greater Love; Love After Death; And the Beat Goes On: The Sonny and Cher Story; Her Own Rules; Marriage of Convenience; Oprah Winfrey Presents: David and Lisa; Murder at Devil's Glen; Love in Ambush; Love, Murder and Deceit; 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*

Happy Face Entertainment 3460

Harmony Gold 443

7655 Sunset Blvd.
 Los Angeles, CA 90046
 213-851-4900

Staff: Frank Agrama, Colleen Morris, Alan Letz

Programs: *The Adventures of Rin Tin Tin; Robotech 3000*

Harrington, Righter & Parsons Inc. 2350

805 Third Ave., 24th Fl.
 New York, NY 10022
 212-756-3600

Staff: Peter Ryan, Murray Berkowitz, John McMorro, Jody Hecker, Joel Gutman, David Palmer, Tracey Tynan, Maury Wind, Charlie Lizzo, Mike Schwartz, Andrew Barron, John Radovich, Steve Shadid, Catherine Shaffer, Allison Auerbach

HDH Communications 805

Via S. Calimero, 11
 20122 Milano, Italy
 39 2 58305968

Staff: Francesco Robatto, Caterina Giobbio

Programs: *Eurovillage; New Planet; Karol Wojtyla: His Life; 1978-1998: The Twenty Years of John Paul II; Secrets of the Blue World*

Hearst Entertainment 661

235 E. 45th St.
 New York, NY 10017
 212-455-4000

Staff: Bruce Paisner, William Miller, Glenda Grant, Robert Corona Sr., Steve Weiser, Bob Mahlman, Chad Lapp, Tom Devlin Sr., Michael Doury, Jerry Diaz, Gerald Bixenspan, Rick Karo, Stacey Valenza Sr., Leslie Levine, Gustavo Basalo, Cynthia Hudson-Fernandez

Programs: *Popular Mechanics for Kids; B. Smith with Style; Famous Homes and Hideaways; Phantom 2040; All New Popeye; Original Popeye; Popeye and Son; Cool McCool; Beetle Bailey; Barney Google & Snuffy Smith; Krazy Kat; Flash Gordon; The Magical Adventures of Quasimodo; Adventures of the Galaxy Rangers; Original Blondie; Original Flash Gordon; Brewster Place; Eerie, Indiana; Hee Haw; Time Capsules; Features/packages—Marquee VIII; Marquee IX; Hallmark Entertainment Presents; Other—Time Capsules; International: features—Invisible Child; H.E.A.T. Collection; more than 250 films and miniseries; International: 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; International: series—Popular Mechanics for Kids; B. Smith with Style; Waterfront; 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; International: specials—World's*

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Hearst-Argyle Television Productions 261

5 TV Place
Needham, MA 02194
781-433-4139
Fax: 781-433-4198
Staff: Bruce Marson, John Budkins, Ted Baker, Mary Markarian, Julia Young
Programs: *Rebecca's Garden; Living Better; SOS in America; Click; Peer Pressure*; Station marketing services—Where the News Comes First station positioning campaign.

Henninger Media Dev. 2800

2601-A Wilson Blvd.
Arlington, VA 22201
703-243-3444
Staff: Steven Schupak, Brian Kelly
Programs: Documentaries—*Beyond the Wall; Birds Like Us; Bridges; Castles of Worship: The Most Amazingly Holy Places in the World; Halloween: Legends, Ghosts and Goblins; Invisible War; Jack the Ripper; Mending Ways: The Canela Indians of Brazil; Nuclear Terrorism; Panama Canal; The Rodney King Incident: Race and Justice in America; The Secrets of the Warrior's Power; Sequins & Stardust: A History of Burlesque; It Seems Like Yesterday; The Tunguska Phenomenon; Wings of Fire; Space Tech: From Science Fiction to Fact; Tricking the Chief; U.S.S. Forrestal: Situation Critical; Top Gun Academy: The Real Story; Pole Position; Stealing the Bomb; Portraits in Horror; The Perilous Fight: The War of 1812; Private I; Prince of Darkness; Children's—Creature Club; Blue Sky City; Game Shows—Ping Pong; Newsbreakers; Self Help/Instructional—Shim Shin Key; The Modern Man's Guide to Fatherhood; Entertainment—Ernest Borgnine on the Bus; Cable TV: The First 50 Years and Beyond; Digital Zone; Exorcism: Dealings in the Dark Side; Classic Hollywood: The Road to Stardom; In the Grip of Evil; The Human Factor; Technology On-line; Famiglie Di Potere (The Families of Power)*

High Point Films & Television Ltd. 1511-21

HIT Entertainment PLC 639
13-16 Jacobs Well Mews
London W1H 5PD England
+44 171 224 1717
e-mail: sales@hitentertainment.com
Website: www.hitentertainment.com
Staff: Peter Orton, Charlie Caminada, John Morris, Henrietta Hurford-Jones, Dorian Langdon
Services: *Archibald the Koala*; Brambly Hedge*; The Fly*; Kipper 2*; Lisa; McNeil River Bears; SeaScope*; The Three Friends...and Jerry**

The Hollywood Reporter 560/3468
5055 Wilshire Blvd.
Los Angeles, CA 90036
e-mail: mailbox@hollywoodreporter.com
Website: www.hollywoodreporter.com
Staff: Robert Dowling, Lynne Segall, Steven Gellman, Nerry Elkins, Millie Chiavelli, Wendy Blezard, Paul Johnson

Hollywoodwebsites.com 3067
210 N. Pass Ave., Suite 200
Burbank, CA 91505
818-556-4155
e-mail: zedlar49@earthlink.net
Websites: www.hollywoodwebsites.com

Staff: Jeff Zedlar, Rick Baumbach, Troy Zedlar, Robert Echols, Micah Lee
Services: Sales of classic Hollywood domain names; Website design and hosting

Home Improvement TV Network 3420
3441 Baker St.
San Diego, CA 92117
619-273-0572

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

Horizon Quebec 831

Horizons Communications Group 3516

House Calls 3650

Huschert Realfilm Multimedial 2910

Hyperlock Technologies Inc. 2939

IBOPE International 2841

ICE 805

ICTV 911

9 rue Jean Mermoz
75008 Paris, France
33-1 43 59 26 79
Staff: Michel Noll, Flor Hurtado

IFM Film Associates, Inc. 2400

1541 N. Gardner St.
Los Angeles, CA 90046
323-874-4249
e-mail: ifmfilm@aol.com
Staff: Antony Ginnane, Ann Lyons
Programs: *Somewhere in the Darkness*; Against the Tide*; Dangerous Proposition*; Reluctant Angel*; The Truth About Juliet*; An American Summer; Dead Innocent; Elsinore; Emissary; Encounters; Get Away, Get Away; Insomnia; The Last Perfect Wave; Mommy; Mommy 2; Offspring; Point of No Return; Raising Heroes; Road To Nowhere; Savage Justice; Sex Is a Four-Letter Word; Solstice; Swimsuit: The Movie; Timeless; Torment; Whiteforce*

Ilce-Imagenes Vivas de Mexico 2629

Imagen Satelital S.A. 2960

Imavision 831

Independent Television Network Inc. 375

747 Third Ave.
New York, NY 10017

Independent Television Entertainment—USA 2965

Institut National de l'Audiovisuel/INA 911

4 avenue de l'Europe
94366 Bry-sur-Marne Cedex, France
33-1 49 83 20 00
Staff: Serge Lafont, Marie-Josiane Rouchon, Michèle Gautard

Interactive Television Entertainment 2965

100 Wilshire Blvd., Suite 1850
Santa Monica, CA 90401
310-319-0110

e-mail: ite@ite-usa.com
Staff: Ivan Solvason, Carlos Zalve, Amy Meyers, Phillip Nakov, Bianca Acuna, Caleb Churchill

Programs: *Throat & Neck; Hugo Jungle Island*; Tush Tush**

Products: @ctive TV*; WebChoice; Animation Mask System; Instant Response System

Interface-Telemarket 3661

Via Groenlanbia, 31
00144 Rome, Italy
0039-06-5422721
e-mail: info@tvfiles.com
Website: www.tvfiles.com
Staff: Riccardo Colasanti, Adele Penelope,

Claudia Vaccarone, Carla Mori, Martina Battistich, Simona Angeletti, Paolo Sabbatucci, Fabio Paoletti, Valeria Poli, Antonio DiNoto, Antonella Troia, Sonai Plebani
Products/services: TV files video-on-demand; TV files carousel

Intermedia Games Ltd. 3421

International Documentary Association 3734

Interpannonia Film Ltd. 2977

Gyarnat U 36
H-1145 Hungary
Staff: Marietta Dárdai, Hajnalka Rafajlovics
Services: Production, co-production and distribution of animated programs

Intersound Inc. 443

8746 Sunset Blvd.
Los Angeles, CA 90069
310-652-3741
e-mail: admin@intersound.com
Staff: Kent Harrison Hayes, Garry Morris.
Services: Post-production services (language dubbing and subtitling)

Intervu 3264

Intraroyal 2411

4854 SW 72nd Ave.
Miami, FL 3315
305-661-2424
e-mail: rotundo@ibm.net
Staff: Roxanna Rotundo, Ricardo Blanco
Programs: *Hey Miami; Toda Para Mi; La Marguerita*

Israel Export Institute 2619

Italian Trade Commission 805

1801 Avenue of the Stars, Suite 700
Los Angeles, CA 90067
323-879-0950
Staff: Pasquale Bova, Massimo Mamberti, Carol Fabi, Vince Marazita, Anna Sannito, Gaspare Asaro, Anna Maria Paranzino, Milena Catarci

Itel 1431

ITN Archive 3660

Ivanhoe Broadcast News 1739

2745 W. Fairbanks Ave.
Winter Park, FL 32789
407-740-0789
e-mail: mthomas@ivanhoe.com
Website: www.ivanhoe.com
Staff: John Cherry, Chad Rose, Jean Bauman, Marjorie Thomas
Programs: *Guy Stuff*; Smart Woman; Prescription: Health; Medical Breakthroughs*

J&J Fishing 3453

J&M Entertainment 1511-19

2, Dorset Square
London NW1 6PU England
0171 723 6544
e-mail: tvsales@jment.com
Staff: Tony Lytle
Programs: *The Commissioner*; Ocean Tribe*; Human Bomb; Beck; Appetite**

Janson Television & Video 3631

88 Semmens Rd.,
Harrington Park, NJ 07640
201-784-8488
e-mail: tvsales@janson.com
Website: www.janson.com
Staff: Stephen Janson, Zara Janson, Betsy Van Ost
Programs: *STN News*; Winter in Yellowstone*; The Electric Playground*; Tai Chi Innerwave with Joey Bond*; Passport to Adventure*; Dolphin Stories*; Travels in Europe with Rick Steves*; Discover America's Great Places*; Profession: Bounty Hunter*; Betty Buckley In Performance & In Person*; Alan Ladd: The True Quiet Man*; Struggle for*

Vicksburg; The U.S.—Mexican War: 1846-1848*; Trolleys: The Story of the American Streetcar*; Child Safety: It's No Accident*; Angels at Work*; Everyday Miracles**

JCS Productions 2619

Joseph Winkler Productions 3364

K

Kaleidoscope Media Group/Seagull 711

244 W. 54th St.
New York, NY 10019
212-757-0700
e-mail: tzla@earthlink.net
Staff: Henry Siegel, Paul Siegel, Wil Master, Jesse Weatherby, Jason Klein
Programs: *Shaka Zulu: The Citadel*; Diamond Hunters*; Mia, Mine Forever*; Thinking About Africa*; Merlin: The Series; Spies Among Us; Micronauts; Bill Body*; Willi Wuhlmouse*; Tom and the Beaver Gang; Extraordinary Kids; Adventure Rio; Family Movie Package*; Team Xtreme; Snowflake; High Voltage Specials*; Sports Celebrity Biographies*; In Celebration of Life*; Ice Fairy Tales Collection; Cool World Celebration*; World Mysteries; From the Bitter End; Field and Stream Legends; Outdoor Life Series; The Air Shows; Crunch Fitness; Cyberfit; The Golf Show; Boxcino*

Kantar Media Research 2841

Katz Television Group 631

125 W. 55th St.
New York, NY 10019
212-424-6000
Website: www.katz-media.com
Staff: Jim Beloyianis, Jim Murtagh, Michael Hugger, Kathleen Wyer Lane, Regina Kitson, Patricia Cabrera, Michael Spiesman, Chris Jordan, Swain Weiner, Bruce Kallner, Bill Carroll, Ruth Lee Leaycraft, Jim Curtin, Greg Conklin, Lisa Hollaender, Andrea Hughes

Kayenta Production 3284

Keller Entertainment Group 434

14225 Ventura Blvd.
Sherman Oaks, CA 91423
818-981-4950
Staff: Max Keller, Micheline Keller, Cord Douglas, François Lesterlin, Cécile Evraud
Programs: *Ramses; Conan: The Adventurer; Grizzly*; The Sam Hill Chronicles; Acapulco H.E.A.T.*

Kids Golf "Drive Pitch & Putt" 106

Kids TV/Doc TV 1511-35

KidScreen Magazine 2986

366 Adelaide St. West, Suite 500
Toronto, Ontario M5V 1B9 Canada
416-408-2300
e-mail: sales@kidscreen.com
Website: www.kidscreen.com
Staff: Ken Faier, Nicole London, Kimbirly Orr, Virginia Robertson
Product: *KidScreen Magazine*

King Feature Productions 164

King World International 2031

King World Media Sales 2031

1700 Broadway, 33rd 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
Programs: *Wheel of Fortune; Jeopardy!; Inside Edition; The Oprah Winfrey Show; The Roseanne Show; Hollywood Squares; The Martin Short Show*; It's Showtime at the Apollo; Soul Train; The Soul Train Music Specials; Conan; Acapulco H.E.A.T.*

King World Productions 2030

12400 Wilshire Blvd., Suite 1200
West Los Angeles, CA 90025
310-826-1108

Staff: Roger King, Michael King, Robert Mad-
den, Donald Prijatelj, Delilah Loud, Andy
Friendly, Randy Hanson, Larry Hutchings,
Fred Cohen, Steve Friedman, Ellen Politi, Ted
Bookstaver, Randi Cone, Stu Stringfellow, Lee
Leddy, Lee Villas, Moira Farrell, Patsy Bundy,
Michael Stornello, Lee Keirsted, Christopher
Rooke, Stephen Hackett, D. Kevin Frady, Jim
Frady

Programs: *The Martin Short Show**; *The
Roseanne Show*; *The Oprah Winfrey Show*;
Hollywood Squares; *Wheel of Fortune*; *Jeop-
ardy!*; *Inside Edition*

**Kiplinger Washington Editors/Walter K.
Gilbride Associates 2871**

1729 H St., NW
Washington, DC 20006
202-887-6400

Staff: Walter K. Gilbride, Frank Phillippi, Larry
Fishbein

Programs: *Kiplinger's Personal Finance
Report*

Services: Kiplinger.com; Kiplinger internet-
based business information subscription
service

Knowledge Industry Publications 3722

Koan Inc. 703

Kodansha Ltd. 2639

**Koplar Interactive Systems
International 2641**

One South Memorial Dr.
St. Louis, MO 63102

e-mail: k-isi@k-isi.com

Website: www.k-isi.com

Staff: Ted Koplar, Kevin Harlan, Brian Jones,
Bill England, Vicki Lowry, Tiffany Yost, Josh
Stevens, Robin Dickey

Programs: *InTouch TV*; *Veil*

KSS Inc. 3183

Kushner-Locke Co. 3261

*Religions of the World**; *The Defectors**; ani-
mated TV series; documentaries; musicals
and specials

Lifesize Entertainment 3359

Linden Soles Mediaworks Inc. 3462

Link Entertainment 1511-22

7 Baron's Gate, 33-35 Rothschild Rd.
London W4 5HT England
44 181 996 4800

e-mail: info@linklic.demon.co.uk

Staff: David Hamilton, Jo Kavanagh-Payne,
Genevieve Dexter, Katherine Ilbury, Janel
Montague

Programs: *Preston Pig*; *Teddybears*; *The
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e-mail: litton@litton-syndications.com

Staff: Dave Morgan, Nancy Smeltzer, Tim
Voit, Dale Snyder, Peter Sniderman, Jeff Jar-
rard, Joe Bagnulo, Jim Smeltzer

Programs: *Jack Hanna's Animal Adventures*;
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Passage Film Series**; *Critter Glitters**; *Algo's
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Contest**

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London Films 1511-28

The London Films Archive Trust 1511-51

London Television Service/B.L.S. 1511-53

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London, W1V 3AW
0 171 434 1121

e-mail: lts@worldwidegroup.ltd.uk

Staff: John Ridley, Alicia Matthews, Reina
Norris, Chris Courtenay Taylor, David Grieve,
Mark Hopkinson

Programs: *Dangerous Waters**; *Seeds of
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*Northern Ireland: Tourist Trails**

Louisiana Film Commission 4211

Lucky World Productions Ltd. 1511-09

Programs: *Renada*; *Simsalagrimm*; *Mystery
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Mainframe Entertainment Inc. 231

Mainline Releasing 3335

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Los Angeles, CA 90067
310-286-1001

Staff: Marc Greenberg, Rich Goldberg, Tan-
naz Anisi

Programs: *Pleasure Zone**; *Indiscreet*;
Dementia; *Hotline*; *Intimate Strangers*

Marathon International 911

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75116 Paris, France
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Emmanuelle Bouilhaguet

Marie Hoy Film & TV 1511-23

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Staff: Marie Hoy, Helen Mullarkey
Programs: *Back to Sherwood*; *Dick & Tracy*;
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Mantis Dance*

Marina Productions 911

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33-1 46 40 28 00

e-mail: michele@marina-productions.fr

Staff: Claude de Saint Vincent, Gaspard de
Chavagnac, Julie Fox

Programs: *Princess of the Nile*, *The Last
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Shark Lake*; *Mary of Nazareth*

Mark Anthony Entertainment 2950

38 W. 39th St.
New York, NY 10018
212-271-2359

Staff: Tony Intelisano, Don Barnett, Grant
Norlin, Chantal Raven

Programs: *Main Floor*; *Greatest Sports Leg-
ends Millennium Moments*; *Bombshells*; *Fil-
bert Fopp Can't Stop*; *Hewlett Packard Inter-
national Women's Challenge*; *17th Annual
Country Showdown*

Massachusetts School of Law 3345

500 Federal St.
Andover, MA 01810
978-681-0800

Staff: Lawrence Velvel, Michael Coyne,
Diane Sullivan

Programs: *The Educational Forum*; *A Ques-
tion of Law*

Maxima Film Corporation 3251

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Toronto, Ontario M3B 3P6 Canada
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e-mail: johnstoneman@sympatico.ca

Staff: J. Gary Gladman, Milt Avruskin, Allan
Kent, Tom McLagan, Judit Gladman, Val Kent
Programs: *The Ocean Mosaic**; *Danger in
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John Stoneman*; *Conscience of the World*

Mayfair Television Entertainment Ltd. 1511-39

110 St. Martins Lane
London WC2N 4AD England
44 0 171 304 7911

Staff: Daniel Weinzwieg, Alison Baker, Robyn
Ilurd, Helen Ward

Programs: *Seachange*; *Duggan*; *Births, Mar-
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Media Asia Distribution 3315

Media Freight Services 1511-47

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Hayes, Middlesex UB4 ODD England
44 181 573 9999

Staff: Norman Brett, Alan Armstrong, Helen
Jeremiah, Paul Goldsworth
Services: International freight services;
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ket specialist

Media International Corp. 2261

Media Metrix Inc. 3162

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Mediacube Italia 805

Via Procaccini, 25
20154 Milano, Italy
39 02 345791

Staff: Giorgio Prandoni, Francesco Juilland,
Antonella Juilland

Programs: *Tosca 2000*

Services: Visual effects; computer graphics;
3-D modeling and animation; virtual charac-
ters

Mediametrie/Eurodata-TV 911

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92532 Levallois Perret Cedex, France
33-1 47 58 97 57

Staff: Jacques Braun, Muriel Mornard, Car-
ole Morvan

Services: Eurodata TV—à la carte service,
Program Zoom, subscription service, Cable
Channels USA/Cable Channels UK, Thematic
TV, Channel Zoom, tracking and certification
service, Eurodata TV Barometer, sports audi-
ence reports, New on the Air, One Television
Year in the World

Mediamind Productions Inc. 231

Suite 104, 565 17th St.
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604-921-6678

e-mail: mediamind@bc.sympatico.ca

Staff: Craig Farlinger

Programs: *Motorworld**

Services: Computer animation, design and
production

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Mediaworks international 3831

Medios-Imagenes Vivas de Mexico 2629

Mega Entertainment International 460

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Staff: Ziv Sidi, Sharone Melamed, Natalia Vir-
itch, Mor Sommer, Melanie Samarasinghe

Programs: *EZ Net SuperSurfers*; *Bug
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Megatrax Productions Music 2260

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Website: www.megatrax.com

Staff: Steve Corn, Jonathan Braun, Caitlin
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Programs: Promo collection; Sound Ideas
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Mel Giniger and Associates 2862

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310-446-1918

e-mail: mg_and_a@earthlink.com

Staff: Mel Giniger, Nancy Giniger, Barbara
Conte

Programs: *Once Upon a Tree*; *Dinki Di's*;
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action films

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La Cinquieme—La Sept/Arte 911

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92130 Issy Les Mouli neaux, France
33-1 41 46 56 46

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Staff: Dominique Boisshot

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Liberty International Entertainment Inc. 2620

1900 Westwood Blvd., Penthouse
Los Angeles, CA 90025
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Staff: Randy Naft, Irv Holender, Leslie Collins

Programs: *Phenomenon: The Lost
Archives**; *Magic & Beyond**; *Fast Company**;

M

M&L Banks 3736

M5 911

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Staff: Marvin Kempner, Bubbi Bendell,
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Magic Media Co. TV Produktions GMBH 3111

Magus Entertainment 2911

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31 0 35 6420677

e-mail: magus@worldonline.nl

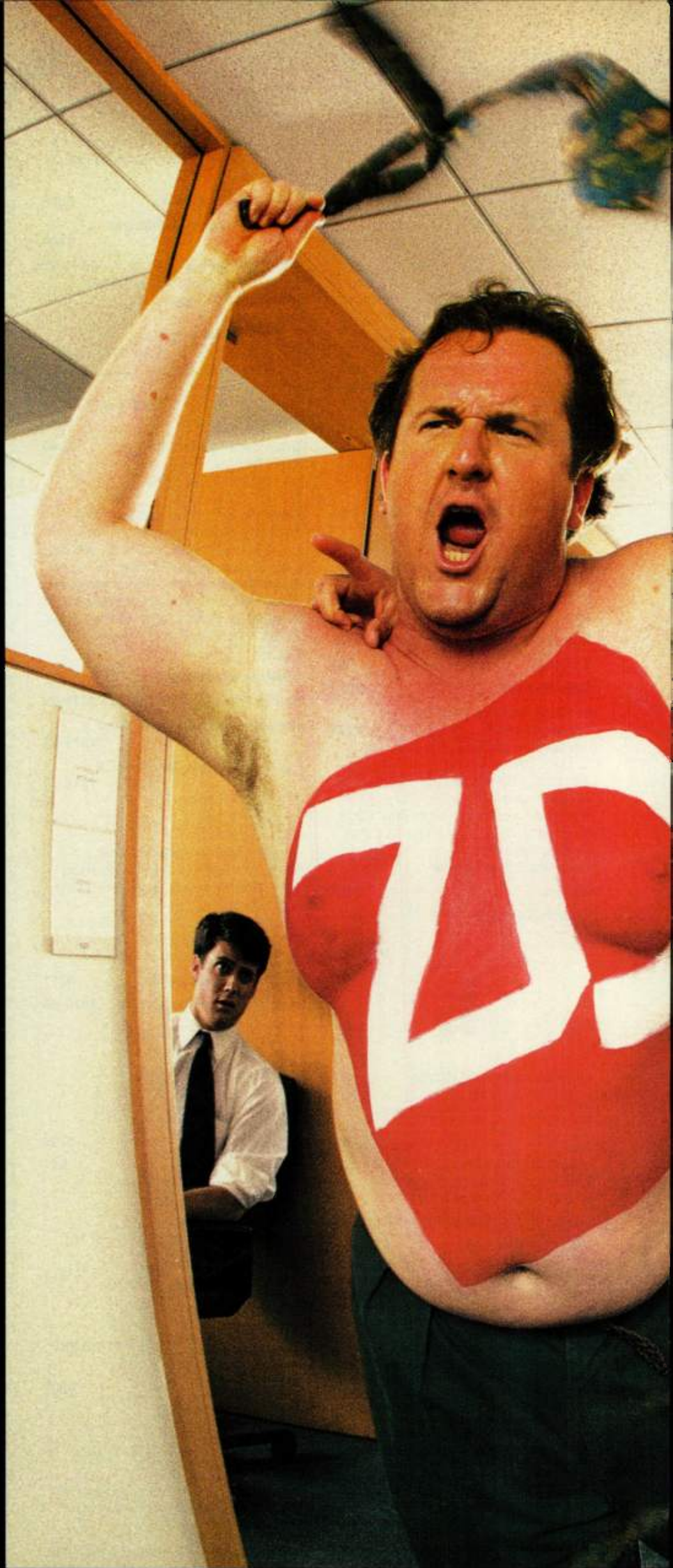
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MG/Perin Inc.	2065	Motion Pictures, S.A.	731	15150 Ave. of Science San Diego, CA 92128 800-854-2075 <i>Website:</i> www.networkmusic.com <i>Staff:</i> Ken Berkowitz, Ananda Laberge, Stacy Browning, Evelyn Angotta. <i>Services:</i> Music and sound effects libraries.	Netherlands Foreign Trade Agency EVD	2911			
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Minnesota Film Board	3338	Music & Entertainment Commission of New Orleans	4211	915 West 100 South Salt Lake City, UT 84104 801-531-0060 <i>e-mail:</i> nonstop@nonstopmusic.com <i>Staff:</i> Randy Thornston, Luke Rowland, Val Butcher, Bryan Hofeins, Gavon Barkdull, Todd Roane <i>Services:</i> Library production music; custom music; news production music	NIS Film Distribution	2911	Noga Communications	2619	
Minotaur International	1511-15	National Mobile Television	3875	Norstar Communications	3243	Non-Stop Music	2466	4, Raoul Wallenberg Tel Aviv, 68155, Israel <i>Website:</i> http://www.noga.co.il <i>Staff:</i> Ehud (Udi) Miron, Iris Hod, Tali Mautner <i>Programs:</i> <i>The Big Bug Show*</i> ; <i>Mimi & Me*</i> ; <i>The Nir School of the Heart*</i> ; <i>Living Testimony*</i> ; <i>Theo and His Friends*</i> ; <i>Olin—A Documentary Fairy Tale</i>	
17-19 Maddox St. London W1R 0DN England 44 0171 629 6789 <i>e-mail:</i> general@minotaur.co.uk <i>Staff:</i> Ashling Kehoe, Emma Williams, Sarah Paxton <i>Programs:</i> <i>All Saints*</i> ; <i>The Ambassador II*</i> ; <i>Amongst Women*</i> ; <i>Heartbreak High*</i> ; <i>Junk*</i> ; <i>Killer Net*</i> ; <i>Supply and Demand II*</i> ; <i>Trial and Retribution II*</i> ; <i>Wildside*</i> ; <i>Fantastic Flying Journey*</i> ; <i>Treasure of Hanover*</i> ; <i>The Wild Bunch*</i> ; <i>The Dance*</i> ; <i>Lost Warriors of the Clouds*</i> ; <i>Trading Places*</i> ; <i>Complementary Medicine*</i> ; <i>The Clintons: A Marriage of Power*</i> ; <i>Cast Across the World*</i> ; <i>Plane Crazy*</i> ; <i>Great British Sex*</i> ; <i>L.A. Cops*</i> ; <i>Viva España*</i> ; <i>Sarah...Surviving Life*</i>		NATPE	3610	31 Old Solomons Island Rd. Annapolis, MD 21401 410-266-0585 <i>e-mail:</i> jcsterin@norstar-ent.com <i>Staff:</i> J. Charles Sterin, Cheryl Hadrych, Jenna Helwig <i>Programs/services:</i> Various long-form dramatic and documentary programs; HDTV programs and services	Non-Stop Music	2466	Norstar Communications	3243	
MIP Interactive	3260	2425 Olympic Blvd. #550-E Santa Monica, CA 90404 310-453-4440 <i>Website:</i> www.natpe.org <i>Staff:</i> Beth Braen, Brigitte Parise, Heather Parlato, Deb West <i>Services:</i> Membership services	Nature Conservation Films B.V.	331	Norstar Communications	3243	Non-Stop Music	2466	31 Old Solomons Island Rd. Annapolis, MD 21401 410-266-0585 <i>e-mail:</i> jcsterin@norstar-ent.com <i>Staff:</i> J. Charles Sterin, Cheryl Hadrych, Jenna Helwig <i>Programs/services:</i> Various long-form dramatic and documentary programs; HDTV programs and services
475 Park Avenue South, 2nd Fl. New York, NY 10016 212-689-4220 <i>Website:</i> www.mipinteractive.com <i>Staff:</i> Andrew Lerman, Florence Giacometti, Pascal Perzo, Marie-Pierre Chevalier, Franck Graumann, Serge Schertzer <i>Services:</i> Online platform for buyers and sellers of television product in the international marketplace		NBC Inc.	331	Norstar Filmed Entertainment Inc.	1910	NOS Sales	2911	86 Bloor Street West, Suite 400 Toronto, Ontario M5S 1M5 Canada 416-961-6278 <i>Staff:</i> Peter Simpson, Milt Avruskin, Agapy Kapouranis <i>Programs:</i> <i>In the Key of Paradise*</i> ; <i>N.o.M.A.D.D.S.*</i>	
MLR Films International	3334	300 Alameda Ave. Burbank, CA 91523	Norstar Filmed Entertainment Inc.	1910	86 Bloor Street West, Suite 400 Toronto, Ontario M5S 1M5 Canada 416-961-6278 <i>Staff:</i> Peter Simpson, Milt Avruskin, Agapy Kapouranis <i>Programs:</i> <i>In the Key of Paradise*</i> ; <i>N.o.M.A.D.D.S.*</i>	NOS Sales	2911		
MMT Sales Inc.	464	Norstar Filmed Entertainment Inc.	1910	86 Bloor Street West, Suite 400 Toronto, Ontario M5S 1M5 Canada 416-961-6278 <i>Staff:</i> Peter Simpson, Milt Avruskin, Agapy Kapouranis <i>Programs:</i> <i>In the Key of Paradise*</i> ; <i>N.o.M.A.D.D.S.*</i>	NOS Sales	2911	Novocom	1343	
885 Second Ave. New York, NY 10017 212-319-8008 <i>Staff:</i> Jack Oken, David Pleger, Ted Van Erk, Patricia Zimmermann, Darrylanna Oliva, Duanne Surbaugh. <i>Programs:</i> Station representation		Norstar Filmed Entertainment Inc.	1910	86 Bloor Street West, Suite 400 Toronto, Ontario M5S 1M5 Canada 416-961-6278 <i>Staff:</i> Peter Simpson, Milt Avruskin, Agapy Kapouranis <i>Programs:</i> <i>In the Key of Paradise*</i> ; <i>N.o.M.A.D.D.S.*</i>	NOS Sales	2911	Novocom	1343	
Monarch Film Inc.	3736	Norstar Filmed Entertainment Inc.	1910	86 Bloor Street West, Suite 400 Toronto, Ontario M5S 1M5 Canada 416-961-6278 <i>Staff:</i> Peter Simpson, Milt Avruskin, Agapy Kapouranis <i>Programs:</i> <i>In the Key of Paradise*</i> ; <i>N.o.M.A.D.D.S.*</i>	NOS Sales	2911	Novocom	1343	
Monte Carlo TV Market	625	Norstar Filmed Entertainment Inc.	1910	86 Bloor Street West, Suite 400 Toronto, Ontario M5S 1M5 Canada 416-961-6278 <i>Staff:</i> Peter Simpson, Milt Avruskin, Agapy Kapouranis <i>Programs:</i> <i>In the Key of Paradise*</i> ; <i>N.o.M.A.D.D.S.*</i>	NOS Sales	2911	Novocom	1343	

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e-mail: graphics@novo.com
Staff: John Ridgway, Tami Clark, Barry Smith, Heidi Bayer, Lewis Hall
Services: Visual effects and animation, graphic design, broadcast and multimedia branding/identities and post-production

NRK Aktivum 3752

NRS Group Pty. Ltd. 2361

NTV International Corp. 3259

Nu-Image 2870

NVC Arts 1511-12

74-80 Camden St.
London NW1 OEG England
44 0 171 388 3833
e-mail: henry.birtles@warnermusic.com
Staff: Henry Birtles

NWN Weatherworx 3030

916 Foley St.
Jackson, MS 39202
601-352-6673
e-mail: nwn@nwnstudios.com
Staff: Edward St. Pé, Jason McCleave, Phill Lana, Michael Palmer, Michael Chambers
Programs: *NWN Weatherworx; Enigma Theater; Cybernews Update**

O

Oasis Pictures 1910

6 Pardes Ave. Suite 104
Toronto, Ontario M6K 3H5 Canada
416-588-6821
e-mail: wendy@oasispictures.com
Programs: Comedy—*Grand Illusions; Edge; Harrowsmith Country Life; The Wrong Guy; The Assistant; Natural Disasters*

Omnitem Communications 911

45 rue de l'Est
92100 Boulogne, France
33-1 48 25 00 55
e-mail: omnitem@imaginet.fr
Staff: Sandra Petkovic
Programs: *Remember Cuba: The Fifties*; The Legend of Heidi*; The Fabulous Story of the Slot Machine*; The Fabulous Story of the Fiat 500*; The Fabulous Story of the Wedding Dress*; The Fabulous Story of the Bicycle*; The Fabulous Story of the DS Car*; The Fabulous Story of Salsa Music**

Onyx Media Group 2964

274 Madison Ave., Ste. 601
New York, NY 10016
212-689-6699
Fax: 212-689-6861
Staff: Mark Walton, David Latimer, Derek Cason, Maria Scarcella, Cheryl deBarros.

Programs: *Tuskegee Airmen: American Heroes!; A Kwanzaa Celebration; Film Rap; What About Your Friends*; Mardi Gras*; Baseball's Latin Swing**

Optimum Productions 2914

Optomen Television 1511-11

1 Valentine Place
London SE1 8QH England
44 0 171 967 1234
e-mail: otv@optomen.co.uk
Staff: Peter Gillbe, Sue Hickman
Programs: *Police, Camera, Action*; Two Fat Ladies*; Old Bear Stories; Little Bear and the Christmas Star*; Anatomy of Desire*; The Untouchables*; Tarkies*; Blood on the Steppes*; Blood Royal*; The Mennymys*; Police, Camera, Action Special**

Overseas Filmgroup 3346

P. Allen Smith Gardens 626

PO Box 4157
Little Rock, AR 72214
800-946-7887

Website: www.pallensmith.com
Staff: Gaston Gibson, Allen Smith, Betsy Lyman

Programs: 90-second gardening and lifestyle inserts; 30-minute gardening shows

P3 3610

Pact 1511-06

Palm Beach County Film and Television Commission 430

1555 Palm Beach Lakes Blvd., #414
West Palm Beach, FL 33401
561-233-1000
Website: www.pbfilm.com
Staff: Chuck Elder

Palm Plus Produkties B.V. 2911

PanAmSat Corp. 2310

One Pickwick Plaza
Greenwich, CT 06830
203-622-6664
Website: www.panamsat.com
Staff: Dave Berman, Ann Mountain, Elizabeth Dickins, Alvaro Gazzolo, Steve Cadden, Jennifer Belinsky
Services: Satellite-based communication services

Paramount Television 160

5555 Melrose Ave.
Hollywood, CA 90038
323-956-5000
e-mail: first_last@paramount.com
e-mail: www.paramount.com

Staff: Kerry McCluggage, Steve Goldman, Dick Lindheim, Bob Sheehan, John Wentworth, Mike Melton, Trisha Dissi, Michelle Hunt, Eric Steinberg, Joel Berman, Frank Kelly, Bobbee Gabelmann, John Nogawski, Tom Connor, Dennis Emerson, Larry Forsdick, Karen Kanemoto, Phil Murphy, Broc Pottash, Dawn Abel, Clancy Collins, Lou Denig, Lisa Fimiani, David Theodosopoulos, Terry Wood, Bill Weber, Brad Hart, Laurie Rhodes, Stan Justice, Rob Wussler, John Cummings, Kevin McKay Jr., Scott Koondel, Deborah Kuryak, Carole Wells, Jon Joseph. Rob Friedman, Alex Fragen, Maura McDonough Cope, Liz Firalio, Craig Smith, J. Barry, Bill Webb, Al Rothstein, John Morrow, Matt Aaron, Penny Haft, Mark Dvornik, Brooks Carroll, Richard Golden, Christopher Brooks, Marc Hirsch, Christopher Callahan, Sean Cowan, David Lawenda, Laura Molen, Scott Brown, Jeffrey Manoff, Debbie Norman, James Gatto, Jeff Lewis, Jessica Wiener, John Wetzstein, Leah Cain, Erin Sullivan, Gary Marenzi, Joseph Lucas, Susan Akens, James Dowaliby, Isis Moussa, Chris Ottinger, Mina Patel, Richard Yannich, Susan Lindheim, Anita Woerner, Susan Bender, Eric Mueller, Stephen Tague, David Coombes, Giovanni Pedde, James Hurlock, Sean Cleary, Kevin Keeley, Garry Hart, Tom Mazza, Tom Russo, Steve Stark, Jack Waterman, Steve Madoff, Lynn Heide, Reed Manville, David Carson, Stephanie Morton, Michele Prigent, Perry Simon, Steve Gordon, Michele Conklin
Programs: Series (first-run)—*Leeza*; Who Knew?*; The Howie Mandel Show; Wild Things; Real TV; Viper; Entertainment Tonight; Entertainment Tonight 60; Hard Copy; The Montel Williams Show; Nick News; This Morning's Business; Series (off-network)—Spin City*; Sabrina, the Teenage Witch*; Clueless*; Frasier; Sister, Sister; The 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 Honeyymooners; The Honeymooners: The Lost Episodes; 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; Star Trek: Deep Space Nine; Star Trek: The Next Generation; Star Trek: Voyager; Taxi; The Twilight Zone; The Untouchables; Webster; The Wild, Wild West; Features/packages—Action Pak; Family Festival VI, Paramount Collector's Edition, Paramount Plus IV, Passport I, The Perry Mason Features, Power Pak, Quick Hits I & II

Park Entertainment Ltd. 1511-40

Mortlake Court, 28 Sheen Lane
London SW14 8LW England
011 44 181 876 0207
Staff: Jim Howell, Patricia Kershaw, Denise Vickers, Jim Reeve

Programs: *The Hunger 2*; The Jack Higgins Television Movies; Game Warden: Wildlife Journal*

Parkervision 2626

Parrot Media Network 2336

Partners in Motion Inc. 1910

Passport International Productions 1101

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

e-mail: passport4@earthlink.net
Staff: Dante Pugliese, Jeanette Pugliese, Melissa Woh, Ettore Bottal. **Programs:** Documentaries—*Sinatra Memorial (hour special)*, Brad Pitt: Hollywood Hunk (hour special)*, A Century of Science Fiction (26 half hours)*, The Mummy (hour special)*, Television: The First 50 Years (two-hour special, plus 26 half-hours)*, Hollywood Musicals of the 40's (three-hour miniseries)*, Hollywood Musicals of the 50's (three-hour miniseries)*, Hollywood Rocks & Rolls*, Hollywood vs. the Paparazzi*, Portrait of Leonardo [DiCaprio]: The Kid Who Took Hollywood*, Leonardo DiCaprio: In his Own Words* The Adventures of Stanley Alpine*, 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.*

Pavilion of Spain/ICEX/Foreign Trade 731

PDJ Productions 911

38 rue Croix de Petit Champs
75001 Paris, France
33-1 47 03 40 00
Staff: Adrienne Fréjacques

Peaktime 901A

Peakviewing Transatlantic 1511-05

8 Astridge Rd., Witcombe
Gloucestershire GL3 4SY England
1452 863 217

Staff: Elizabeth Matthews, Janet Blandford
Programs: *Filligoggin; Fairy King of Ar; The Last Leprechaun; The Little Unicorn; Deadly Instincts; The Proposition*

Pearson Television 1311

2700 Colorado Ave.
Santa Monica, CA 90404
310-255-4700

Website: www.pearsonstv.com
Staff: Jamie Bennett, Alan Boyd, Greg Dyke, Doug Gluck, Richard Hearsey, Sebastian Lentz, Robert Oswaks, Ian Ousey, Pam Usdan, John Ferlazzo, Joseph Giordano, Marc Goodman, Richard Mann, Kym Nelson, Jim Ricks, Scott Roth, Joseph Scotti, Bill Smither, Rand Stoll, Michael Weiden, Tom Xenos, Lois Zingaretti, Phil Peters, David Jacquemin, John Vinnedge, Syd Vinnedge, Tony Cohen, Juliet Blake, Carlos Gonzales, Gaby Johnston, William Lincoln, Peter Pinne, Catherine MacKay, John Bullivant, Louis

Festa, Cecile Frot-Coutaz, Paul Pavlis, Sara Rubenberg, Robert Turner

Programs: *Baywatch; Air America; Family Feud*; Match Game; Christopher & Camilla at the Mall*; 100%*; Jack Hanna's Animal Adventures; Mounties: True Stories of the Royal Canadian Mounted Police; Field Trip; Features/packages—Filmleader 6; Filmleader 7*; Encore 5; Feature Theatre VIII*; Live Premiere Two; All-Star One; Thrill Them! Chill Them!; Star Tickets; Programs available for worldwide local production—100%*; The Price Is Right*; Beat That*; Lyrics Board*; Match Game*; Mother Knows Best?*; TKO*; Body Talk*; The Honeymooners*; I Love Lucy*; Almost a Family*; Secret Lives*; Mallorca*; Between Friends*; Forbidden Love**

Pearson Television International 1311

1 Stephen St.
London, W1P 1PJ
United Kingdom
44 0 171 691 6000

Staff: Joseph Abrams, Kathleen Donnan, Brian Harris, Aileen Leonard, Jo Lovell, Matthew Loze, Emma McCallum, Jane Rimer
Programs: *LAPD*; First Wave*; Flesh and Blood*; Destination Space*; Search for Treasure Island*; Trauma: Life in the ER*; Science Times*; Secrets of War*; Fame and Fortune*; A Wing and a Prayer*; It's a Man's World; Homicide: Life on the Street; A Mind to Kill; The Story of Bean; Men Behaving Badly; Neighbours; The Bill; Goodnight Sweetheart; Birds of a Feather; Souvenirs of the Century; Love's Leading Ladies; Out of This World; Amazing People; Hollywood One on One; Miniseries—Bella Mafia; Mosley; Movies—Death in the Shadows*; Chasing Secrets*; Deep in My Heart*; Judgment Day: The Ellie Nesler Story; Man of Miracles*; John Sandford's Mind Prey*; The Long Kill*; To Live For*; Blood on Her Hands; Countdown: The Sky's on Fire; Deadly Summer; Devil Game; Natural Justice: Heat; I'll Be Home for Christmas; One Way Ticket; Tempting Fate; This Could Be the Last Time*

Perfect 10 3416

Perm-a-Press Productions 3361

Peter Rodgers Organization 241

Peter Storer & Associates 2861

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

Website: www.storertv.com

Staff: Peter Storer Jr., Doug Knight, Sandy Demetrios

Products: The Program Manager System.

Petry Television 2019

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

Staff: John Heise, Jerry Linehan, Donald O'Toole, Val Napolitano, Richard Kurlander, Shelby Mason

Services: Station representative

Phil Slater Associates 1511-04

The Phoenix Communications Group Inc. 1839

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

Staff: Joseph Podesta, Rich Domich, Geoff Belinfante, Erin Morris, Angela Joyce, George Karalekas, Josh Kamis. **Programs:** *Fitness Beach*; Flex Magazine Workout**, various sports and entertainment specials.

Pioneer Entertainment L.P. 2934

2265 E. 220 St.
Long Beach, CA 90810
310-952-2521

Websites: www.pioneer-ent.com; www.pioneeranimation.com

Staff: Yosuke Kobayashi, James McGowan, Hideki Goto, Becky Sieger, Eiji Orii
Programs: *The Dog of Flanders*; Kimba the White Lion*; Tenchi Muyo!*

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1729, rue du Canal
 Montreal, Quebec H3K 3E6
 514-931-1188
Website: www.pixcom.com
Staff: Franca Cerretti, André Barro
Programs: *Insectia; Fashion Quest; Killer Cults; Whole Notes; Viagra's Real Revolution; The Phantom Virus; Love at War; Songs of the Soul; Oh Mother*

Planet Media Entertainment Group Inc. 3441

Planet Pictures 2361
 4764 Park Granada, Suite 208
 Calabasas, CA 91302
 818-222-9000
e-mail: jenny@planetpictures.com
Website: www.planetpictures.com
Staff: Jim Hayden, Jenny Hayden, Peter Torvik, Hiroko Tomono, Dario Martinez
Programs: *Comedy Showcase; In Concert; Just Friends; Adventure Magazine; Best of Friends; Dreams Under Fire; Great Museums; New Media News; Other Side of the Moon; RX TV; Visitor Phenomenon; Women at the Top; What a World; Eddie Files; Futures; Interactions; Straight Edge; Concrete Jungle; Urban Peasant;*

Platinum Studios LLC NA
 9744 Wilshire Blvd., Suite 400
 Beverly Hills, CA 90212
 310-276-3900
Staff: Gregory Noveck
Programs: *Jeremiah**

Playback International 3742
 366 Adelaide St. West, Suite 500
 Toronto, Ontario M5V 1B9 Canada
 416-408-2300
e-mail: smiddlebrook@brunico.com
Website: www.playback.com
Staff: Shelley Middlebrook, Allison Vale, Tom Symes
Product: *Playback International Magazine*

Playboy Entertainment Group Inc. 1231
 9242 Beverly Blvd.
 Beverly Hills 90210
 310-246-4000
Fax: 310-246-4050
Staff: Christie Hefner, Tony Lynn, Jim English, Mary Herne, Dick Rosetti, Jeff Jenest, Richard Bencivengo, Scott Barton, Donna Anderson, Debbie Shelebian, Brian Moreno
Programs: *Sex Court; Playboy's Hard Drive; Simmer & Burn; Beverly Hills Bordello. Feature Films-- Warm Texas Rain, Black Sea 213, Boca, Shame, Shame, Shame. Eros Collection-- Testing the Limits, Striking Resemblance, The Night That Never Happened, The Sexperiment. Specials-- Story of X, 1998 Playmate of the Year: Karen McDougal, Playboy's Complete Massage, Girls Next Door: Naughty & Nice, Playboy's 45th Anniversary Video, 1999 Playmate Video Calendar, Women Behaving Badly, Playboy's Erotic Underground.*

P. M. Entertainment Group 2449

PMMP 911
 4 place de Brazzaville
 75015 Paris, France
 33-1 53 95 19 00
Staff: Philippe Mounier, Isabelle Mitsch, Jean-Louis Bironne
Programs: *Inspector Mouse; Dirty Jokes 2; Pim; Transylvania Petshop; Butterscotch; Dirty Jokes 1*

Point du Jour International NA
 38 rue Croix des Petits Champs
 75001 Paris, France
 01 47 03 40 00
e-mail: distribution@pointdujour-prod.fr
Staff: Adrienne Frejacques
Programs: *The Swimming Elephants; The Caribbean Ring of Fire; Juggling Atoms; Sister Alice Domon; The Genius of a Quartet; The Mysteries of the Pyramids*

PolyGram Television 775
 9333 Wilshire Blvd.

Beverly Hills, CA 90210
 310-385-4200
Staff: Bob Sanitsky, Deana Elwell, John Huncke, Matt Cooperstein, Marc Grayson, Beth Kelley, Tony Fasola, Peter Preis, David Bulhack, John Mansfield, Tony Dwyer, Alicia Rosenfeld, Betsy Braun, Patrice Nardone, Suzanne Rainey, Seth Zachary, Lori Shackel, Kristin Torgen, Lesley Hollenberg, Vonceil Chun
Programs: *Motown Live; The Crow: Stairway To Heaven; Blind Date; Total Recall: 2070; Features/packages—Showcase 14; Showcase 12; Movie of the Month Network VIII; Premiere One*

PolyGram Television International 775
 Oxford House
 76 Oxford Street
 London, W1N 0HQ England
 44 0 171 307-7500
Staff: David Ellender, Chris Philip, Rachel Mansson
Programs: *The Crow: Stairway To Heaven; Doomwatch; Love Letters; Gene Roddenberry's Earth: Final Conflict; Gimme Gimme Gimme; Playing the Field; Maisy; Motown Live; Lassie*

Porchlight Entertainment 3231
 11777 Mississippi Ave.
 Los Angeles, CA 90025
 310-477-8400
Staff: Bruce D. Johnson, William T. Baumann, Michael Jacobs, Stephanie Slack, Zac Reeder, Judy Guevara
Programs: *Big Bear; The Homefront; The Outfitters; Street Medics: Life and Death Outside the ER; Disasters at Sea: Real Rescues High Seas; Jay Jay the Jet Plane; Adventures from the Book of Virtues, The Big Adventure Series, Undersea Explorer, Pappyland, Gerbert, Little Men, Two and Friends, Time Quest, Sail TV.*

Portfolio Entertainment inc. 1910
 124 Merton St., Suite 202
 Toronto, Ontario M4S 2Z2 Canada
 416-483-9773
Staff: Joy Rosen, Lisa Olfman, Marina Cordoni
Programs: *Pet Project; Something from Nothing; Adventures with Kanga Roddy; So You Want to Be!; Pug & Zero; Groundling Marsh; Camp Cariboo; History Bites; Go Girl!; Wilderness Adventure Guide; Know Limits; On Top of the World; Anne Martin's Postcards; Gardener's Journal; The Elf; The Heart of Christmas; The Garden; Holy Land, Holy People; Sangoma: Traditional Healers in Modern Society; The Last Seven Days of Annie Ong; Chants Encounter**

Portman Entertainment 1511-29
 167 Wardour St.
 London W1V 3TA England
 44 171 468 3400
Staff: Gary Mitchell, Jane Baker
Programs: *Coming Home; Nancherrow; Rosamunde Pilcher Special; Wrestling with Alligators; Crossmaheart; Spanish Fly; China Dream*

Powersports International 1530

PPM Multimedia 731C
 C/ Brezo 4, Urb. Los Robles
 28250 Torreledones, Madrid, Spain
 34 91 859 19 13
e-mail: multimedia@ppmm.es
Website: www.ppmm.es
Staff: Paco Rodriguez, Maria Bonaria Fois
Programs: *Pumby; Ahmed Prince of the Alhambra; Snailympics; Cuttlas Microfilms; Sparks of the Catalan Swords; The Route of Samarkanda; The Fire Festival*

Prensario TV & Cable 226

PriceWaterhouse Coopers 2939

Prime Entertainment 1101

Primetime Entertainment 1700
 444 Madison Ave., 24th Fl.

New York, NY 10022
 212-980-6960
e-mail: pteny@aol.com
Staff: Christina Thomas, Lisa Honig
Programs: *Films—In the Presence of a Clown; Yuri Nosenko; What Changed Charlie Farthing; The Harder They Come; Children/Family—Terrahawks; Adventures of the Bush Patrol; Home & Away; Music Fantasy Dreams; Documentaries—Earth Report; Witness; The Doctor Is In; Natural Born Killers; Gucci; Mother Teresa; Asia: Outer Space of the Heart; Diving School; Music—Christmas in Vienna with Placido Domingo; Christmas Symphony Orchestra with Placido Domingo & Daniel Barenboim Conducting; New Year's Eve Concert 1998 Conducted by Claudio Abbado; Magic Music: Carreras and Domingo; Porgy & Bess; Les Miserables in Concert*

Primetime Television Associates Ltd. 1700

Princeton Video Image Inc. 136

Pro GMBH 3111

Pro Image Studios 2765

Procidis 911
 35 rue Marbeuf
 75008 Paris, France
 33-1 43 59 44 74
e-mail: procidis@aol.com
Staff: Michele Fourniols, Gilbert Barillé, Sidonie Herman, Dominique Bovio, Jean-Paul Gaspari, Philippe Leclerc, Olivier Dehors
Programs: *Wild Instinct; Once Upon a Time...The Explorers; Once Upon a Time...The Discoverers; Once Upon a Time...Americas; Once Upon a Time...Life; Once Upon a Time... Man; Once Upon a Time...Space*

Produccion & Distribucion 3127

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, Maura Barry, Esther Sloane, Andrea Brown, Christine Trapani, Rudyard Severs
Programs: *Children's series—The Wacky World of Tex Avery; The Real Adventures of Jonny Quest; Sailor Moon; Super Mario Brothers Supershow; 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; Young Samson; Space Kidettes; King Leonardo; Films—The Presidio; The Bad News Bears; All-family series—Three's Company; Too Close For Comfort; Webster; Bosom Buddies; Dear John; Amen; Charles in Charge; Abbott & Costello; Leave It to Beaver*

Programacion Magazine 3670

Promark Entertainment Group 1939
 The Promark Center
 3599 Cahuenga Blvd. West, 3rd Fl.
 Los Angeles, CA 90068
 323-878-0404
e-mail: promark@ix.netcom.com
Staff: Jonathan Kramer, Jim Marrinan
Programs: *Miami Sands; The Secret World of...; Angels in the Attic; Waking Up Horton; The Legend of Pirates' Point; Clubhouse Detectives—The Series; Secret Histories of the World; Air Rescue; Secrets of the World's Greatest Escape Artists; New World Disorder; Angel's Dance; The Vivero Letter; Dead Ringer; Last Flight; Finding Kelly; After Alice; The Enemy**

Promark Television 939
 78365 US State Hwy 111, #346
 La Quinta, CA 92253-2071
 760-322-5149
Staff: David Levine, Joy Smith, Douglas Swartz
Programs: *The Puzzle Club Easter Adven-*

ture; Red Boots for Christmas; The Puzzle Club Christmas Mystery; Travel, Travel

PROMAX & BDA 3520
 2029 Century Park East, Suite 555
 Los Angeles, CA 90067
 310-788-7600
Websites: www.promax.org; www.bdaonline.org
Staff: Jill Masters, Anush Payaglyan
Services: Information on membership, conferences, sponsorship, advertising, awards, benefits

Protele 761
 380 Madison Ave., 5th Fl.
 New York, NY 10017
 212-757-4242
e-mail: lramos@protele.com
Website: www.protele.com
Staff: Pedro Font, Silvia Garcia, Lenda Ramos, Yolanda Jordana
Programs: *Rosalinda; Amor Gitano (Gypsy Love); El Diario de Daniela (Daniela's Diary); Camila; El Privilegio de Amar (The Right to Love); La Mentira (Twisted Lies)*

Public Broadcasting Service 2735
 1320 Braddock Place
 Alexandria, VA 22314
 703-739-5000
Website: www.pbs.org
Staff: Kathy Quattrone, Alan Foster, Dick Hanratty, Alison White, Sharon Drayton, Debbi Hinton, Gabriella Jones-Litchfield, Terrel L. Cass, Tom Salmon, Nick Frazer, Al Rose

Punch! International 1910
 1280 Bernard Ave., Suite 302
 Outremont, Quebec H2V 1V9 Canada
 514-276-9066
e-mail: punch@istar.ca
Staff: Michelle Raymond, Sandy Hinds
Programs: *The Pranksters; Crazy Planet; Chico & Friends/Woof!; Dog's World; Sunburn*

Putumayo Entertainment Inc. 3347

Pyramedia 2619

R

Radio Netherlands Television 2911
 PO Box 222
 1200 JG Hilversum, Holland
 31 35 6724470
e-mail: hans.dewildt@rnw.nl
Website: www.rnw.nl
Staff: Hans de Wildt, Lodewijk Bouwens
Programs: *M.C. Escher; The Older the Better; The Problem of the Century; Land of Many Uses; The Square Remembers; The Last Drop?**

Radio Television Espanola RTVE 731

Radiotelevision Valenciana 731
 Poligono Acceso Ademuz S/N
 46100 Burjassot, Valencia, Spain
 3496-318 3030
e-mail: catalogo@rtvv.es
Website: www.rtvv.es
Staff: Jose Villaescusa, Jose Villagrasa, Vicente Suberviola, Michel Koven, Teresa Cebrian, Maribel Norman, Josep Llago, Marisa Bolta
Programs: *Serials; feature-length films; documentaries; current affairs; light entertainment*

RAI Acquisition & Film Production 805
 Viale Mazzini, 14
 00195 Rome, Italy
 39 06 36869499
Staff: Andrea Lorusso Caputi, Bianca Gior-dano, Carlo Macchitella, Cecilia Valmarana

RAI Cinemafiction 805

RAI International 805

Largo Villy De Luca
4 Saxa Rubra
00188 Rome, Italy
39 06 36863190

RAI Trade 805
Via Novaro, 18
00195 Rome, Italy
39 06 374981

Staff: Roberto di Russo, Sesto Cifola, Susanna Gianandrea, Dino Piretti, Alfio Bastiancich
Programs: Operas from La Scala; *Linea Verde and Verde Mattina*; *Journey into the Cosmos*; *Sandokan*; *Lupo Alberto*; *The White Elephant*; *GP-Family Doctor*; *The Italian Soccer Championship*; cycling; volleyball; basketball

RAMM Entertainment Inc. 2823
6301 De Soto Ave., Suite D
Woodland Hills, CA 91367

e-mail: rammfilms@aol.com
Staff: Glen Hartford, Roger Van House
Programs: *Saving the Endangered Species*; *The Forbidden Samurai*; *Fedgie's Kids Show*; 1999; *Mobqueen*; *Pariah*; *Last Night at Eddie's*; *Deadly Hunt*; *Russian Godfather*; *Children's Stories from Africa*; *Halloween 4*; *Halloween 5*; *Night of the Hyena*; *U Ain't Gotta Lie to Kick It*; *Blackball*

Raycom Sports 336

RCN Television S.A. 804
Avenida Americas #65-82
Bogota, Colombia
57-1-4269292

e-mail: mhermand@rcntv.com.co
Staff: Maria Hernandez, Juana Uribe, Gabriel Reyes
Programs: *La Madre*; *Carolina Barrantes*; *El Fiscal*; *Tan Cerca & Tan Legos*

RDF Television 1511-55
374 North End Rd.
London SW6 1LY
0 171 887 7500

e-mail: sales@rdf.co.uk
Staff: Matthew Frank, Monique Cooke, Laura Masson
Programs: *Afrikan Odyssey*; *Wine World*; *Style World*; *Omagh: A Year On*; *The Bounty Hunters*; *Animal House*; *Top Marques*; *Total Fishing*

RealScreen Magazine 3742
366 Adelaide St. West, Suite 500
Toronto, Ontario M5V 1B9 Canada
416-408-2300

e-mail: smiddlebrook@brunico.com
Website: www.realscreen.com
Staff: Shelley Middlebrook, Diane Rankin, Linda Carrington
Product: *RealScreen Magazine*

Reel Media International 710
4516 Lovers Land, Suite 178
Dallas, TX 75225
214-521-3301

e-mail: reelmedia@aol.com
Staff: Tom Moore, Dena Moore
Programs: *Wonderful World of Reefs*; *Exploring Our Waterworld*; *Exploring Shipwrecks*; *Birds of Passage*; *Marines in Combat*; *Reel Comedy*; *Reel Diamond catalog*; *Reel Gold catalog*; *Reel TV Movies catalog*; *Reel Platinum catalog*

Rembrandt Films 2878

Renn-Pathe Catalogue 911
10 rue Lincoln
75008 Paris, France
33-1 40 76 91 69

Staff: Christine Hayet, Antoine Cochet, Mayalène de Croiseuil

Reset Inc. 3168

Reuters Business Network 2850

RHS Productions 2206

720 West Gordon Terr., Suite 20F
Chicago, IL 60613
773-525-6098
Staff: Richard Symon, Patricia Kerivan, James Kerivan

Programs: *E.C. Sports Network*; *Motorsports Unlimited*; *Corinne Edwards Interviews*; *Medical Alert*; *Journey to Success*; *Cinema Romance*; *Fear!*; *Jazz Jym TV*; *The Appetizer Caravan*; *The Catered Affair*; *Your Personal Chef*; *Your Money, Your Future*

Richard Wolff Enterprises 3410

Rights Electronic Rights Management 3111

Roissy Films 911

Rose Entertainment 461

Rosnay International 325

Rozon 831

RTBF-Belgian Television 2916

RTI-RETI Televisive Italiane 805

Viale Europa, 48
Cologna Monzese, Italy
39 02 25141

Staff: Alessandra Valeri Manera, Fatma Ruffini, Alberto Carullo, Carlo Vetrugno, Daniela Bagliani, Marina Galliani, Andrea Broglia, Lucca Rizzi, Aldo Romersa, Ilaria Della Tana, Fabrizio Margaria, Massimo Moretti

RTL Television 3111

RTSI-Television Svizzera 2916

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, Marc Solomon, Rick Meril, George Gubert, Paul Eagleton, Barbara Rubin, Cheryl McLean, Tim Mudd, Paul Danylik, Jeanette Skalla, Marc Brody, Jack Steng, Frank DiGraci, Andrew Plotkin, Cathie Trotta, Chris Weis, Carolyn Way, Colleen Stanton, Eddie Camarillo, Brigitte Schulze, Keith Luttkus, Corey Silverman, Marilyn Barlow
Programs: *Strip—Judge Mills Lane*; *Series—Wild America*; *USA High*, *California Dreams*, *Saved by the Bell*; *Relic Hunter*; *Highlander: The Raven*; *Comedy Showcase*; *Features/Packages—Rysher II*

S

S Entertainment 3247

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 1511-50

Salsa Distribution 2460

3, rue de Montyon
75009, Paris, France

e-mail: lisalsa@worldnet.fr
Staff: Lisa Hryniewicz, Morgann Favennec, Xavier Gonzalez del Valle

Programs: *Farscape*; *Tommy & Oscar*; *Storm Catcher*; *The History of Sex Appeal*; *Teens Confessions*; *Tycus*; *The Adventures of Professor Iris*; *Cement*; *Florentine*; *Musketeers Forever*; *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 1910

Samsung Entertainment 2887

3250 Wilshire Blvd., #1400
Los Angeles, CA 90010
213-368-4219

e-mail: kathyk@usa.samsung.com

Website: www.samsung.co.kr/seg/

Staff: Kathy Koh

Programs: *Alexander*

San Antonio Film Commission 2235

Sandy Frank Entertainment 467

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

Staff: Sandy Frank, Phil Oldham, Barbara Kalicinska, Mary Byrne, Steve Radosh, Maury Shields, Sandi Spidell, Rosalie Perrone, Natalia Saletka

Programs: *Name That Tune*; *Face the Music*; *You Asked for It*, *The All New Zoo Review*

Santelmo Entertainment 2200

Satcom Digital Libraries 3358

212-228-4024, ext. 4
e-mail: satcomdl@aol.com
Staff: Ed Darino

Programs: *Fashion Next*; *Mysteries Beyond Our Universe*; *Miracles of Science*; *Surfing the Web*; *Science Alive: Health & Nutrition*

Science TV Distribution 831

Scott Entertainment 2410

PO Box 554
Westbury, NY 11590
516-797-3265

Staff: Scott Sobel

Programs: *Movieland catalog*; *Cinema Español*; *TV Classics library*; *Burger Town*; *Many Faces of Frank Sinatra*; *Life of Marilyn Monroe*

Screenlife Distribution Inc. 1910

Sebastian International 284

Seltel Inc. 285

120 West 56th St.
New York, NY 10019
212-373-8200

Staff: Jack Higgins, Jim Murtagh, Janeen Bjork, Marc Berman, Judy Lyons, Adam Braun, Alison Koondel, Craig Broitman, Russ White

Service: Television station representation

SFP Productions 911

2 avenue de l'Europe
94366 Bry sur Marne cedex, France
33-1 49 48 38 00

Staff: Antoine Schwartz, Sophie Villette
Programs: *Great Expectations*; *History of Art*; *History of Jazz*; *Marion's Justice*; *Blue Mountains*; *All Together*

Shutters on the Beach Hotel 3355

One Pico Blvd.
Santa Monica, CA 90405
310-458-0030

Website: www.shuttersonthebeach.com

Staff: Louanna Delfino

Products: Photos of hotels on easels

Silver Spoon Productions 2814

615 Music Productions Inc. 2205

1030 16th Ave. South
Nashville, TN 37212
615-244-6515

Website: www.615music.com

Staff: Randy Wachtler, Kyle King, Laura Patmer, Matt Katz

Products: 60-CD music library; custom scoring and post-production

Skyquest Television 3378

Slot, Serveis Audiovisuals, S.L. 731-K

Muntaner, 262
Barcelona 0821, Spain
34 93 202 39 39

e-mail: slot@bcn.servicom.es
Staff: Isabel Minguillón, Oriol Baquer, Francisco Vargas

Programs: Documentaries—*Blue Planet Collection*; *Sketches of the World*; *The Ache: A Cry to Death*; *Fanti Funeral in Kumasi*; *The Coffins of Kane Kwei and the Sculptures of Agbagli*; *Komlan Beaugard*; *the Heritage of Humanity*; *Bobo Dioulasso*; *Spanish National Parks*; *Buñuel*; *The Living Garden*;

Art/music/entertainment—Soap; *Montserrat Caballé: From Russia with Love*; *Rumba Street*; *Belmonte*; *Art in Catalonia*; *Gaudi*; *Program inserts—Serve & Enjoy*; *Ride & Enjoy*; *Cruising*; *In Their Own Words*; *Restoring*; *Features—Over 100 Spanish feature films*

Smart Egg Pictures 1301

SMPTE 3724

SNAP Software 1861

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 McGrellis

Services: *SNAP Version 3.0*; *SNAP 386*; *SNAPWin*; *SNAPTrac*; *SNAPLine*; *SNAP Overnight*

Sofa Entertainment 229

Solid Entertainment 3635

Soph-Can Entertainment 3283

Sound Image Broadcast Sales 1511-41

Southern Star Sales 1700

Level 9, 8 West St.
North Sydney NSW 2060 Australia
61 2 9202 8555

e-mail: general@sstar.com.au
Website: www.southern-star.com.au

Staff: Greg Phillips, Cathy Payne
Programs: *A Difficult Woman*; *Imogen's Face*; *Liverpool 1*; *Ginger Meggs*; *The Adventures of Sam*; *Wishbone's Dog Days of the West*; *Rare Animals of China*; *Living with Giants*; *The Pandas of China*; *Living on the Roof of the World*; *Tibetan Animals*; *Miniature Dynasties*; *The World of Insects*; *Hipsi the Forest Gardener*; *A Breed of Their Own*

Sovereign Pictures Ltd. 1511-25

13 Berners St.
London W1P 3DE England
44 0 171 580 0088

e-mail: sovereignpix@compuserve.com
Staff: David Lamping, Katherine O'Brien, David Wickes

Programs: *C15: The New Professionals*

SPI International 531

928 Broadway, Suite 700
New York, NY 10010
212-673-5103

e-mail: spi@spiintl.com
Staff: Stacey Sobel, Clifford Tendler, Revi Ben Shashan, Jodi Ann Heller, Clara Goncalves

Programs: Animated series—*Mister Simon & Jiggy Jiggy*; *Koby and the Oakey Dokeys*; *Tombik & B.B. II*; *Yokies*; *Mouse Factory*; *Baydog*; *Magica*; *Tombik & B.B.*; *Koni and the Star Jammers*; *Animated Classics*; *Rotto Botto*; *Animated fillers—Dr. Disaster*; *Atrezzo Vol II*; *Slurps Vol. II*; *Goofballs*; *Atrezzo Vol. I*; *Slurps Vol. I*; *Alfredo*; *Johnnie's Stories*; *The Buggies*; *Quickease*; *Entertainment—Bongo Bongo*; *Sports Follies*; *101 Sports Bloopers*; *Laugh & Roll*; *Laugh & Roll II*; *Bloopers Collection*; *Hit Squad*; *Charlie Chaplin*; *Reality/documentary—The Presidential Palate*

Sport Business Magazine 141

Sport International Ltd. Inc. 3823

Sport International Building
El Cento Building 1, Ph 1504
500 Munoz Rivera Ave.
Hato Rey, PR 00918
787-764-4585

Staff: Hector Figueroa, Juliet Giamartino, Sal Campo, Ernesto Gonzales Acaba.

Programs: *Wide World of Bloopers (the family series)*, *Wide World of Bloopers (uncensored)* *This Day in Sports*, *Live World Championship Boxing*.

Sportsman's Showcase 108

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Website: www.southern-star.com.au
Staff: Geoff Brown, Richard Kaye, Solange Ribeiro, Anthony Voglis
Programs: *Sportsworld; Sportswoman; Through the Gears; Racing World; Xtreme; Sports Attack; SportsAsia; Full Throttle; Check the Score; Profiles; The "Xtreme" Heli-Challenge; World Windsurfing; Hopman Cup Tennis; Dubai Tennis Open; Dubai Rugby Sevens; The Dubai Air Show; Football Feva*; On the Edge*; World Cup '98; World Cup '98-Player; World Cup '98-Rules; World Watch; Hots Shots; Friends with 4 Legs; PC4U; Kaboom Kazoom; They Must Be Mad!; Life's a Beach!; Rex Hunt Fishing Adventures!; Healthy, Wealthy and Wise!; Magic Moments!; Yin, Yang & You!; Yin, Yang & Yummy!; The Best of "They Must Be Mad!"; Not...The Sports Report*; Sydney, Australia**

Sportvision 127

Springboard Entertainment 2911

SSA Public Relations 3350

16027 Ventura Blvd., Suite 206
Encino, CA 91436
818-501-0700
Staff: Steve Syatt, John Russel, Kerri Tarmey, Dirk Van Tilborg, Melanie Scharler.
Services: Entertainment publicity and promotion.

Steve Munden Productions 3343

Steve Rotfeld Productions 531

610 Old Lancaster Rd., Suite 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; A Century of Sports Bloopers*; Greatest Sports Legends of the Century**

Street & Smith's Sports Business Journal 140

Studio Babelsberg GMBH 3111

Studios USA 399

100 Universal City Plaza
Universal City, CA 91608
818-777-1000
Website: www.studiosusa.com
Staff: Barry Diller, Ken Solomon, Robert Fleming, Steve Rosenberg, Vance Van Petten, Lonnie Burstein, Bill Hamm, Arthur Hasson, Elizabeth Herbst, Libby Gill, Susan Kantor Susan Krakower, Jim Benson, Debbie Brunner, Jeff Dellin, Kerry Samovar, Jim Wagner; *New York*—J.R. McCabe, Brett Boutier, Kristen Wenzel, *Chicago*—Phil Martzolf, Diane Sipp; *Atlanta*—Michael Howard, Tim Overmyer; *Dallas*—Cameron Hutton, Dennis Grandcolas; *Los Angeles*—Bill Trotter, Barbara Zaneri, Rich Espinoza; *Advertiser Sales*—Cindy Donnelly, Michael Guariglia, Tim Miller, Mary Strabel
Programs: First-run strips—*Free Speech*; The Maury Povich Show; Sally Jessy Raphael; Jerry Springer Show; Weeklies—Hercules: The Legendary Journeys; Xena: Warrior Princess; Series/off-network—New York Undercover; Library—Adam-12; Alfred Hitchcock Presents; Amen; Charles in Charge; Coach; Dragnet; Dream On; Exosquad; Gimme a Break; Harry and the Hendersons; Kate & Allie; Leave It to Beaver; Major Dad; McHale's Navy; The Munsters; The Munsters Today; The New Adam 12; The New Dragnet; The New Lassie; The New Leave It to Beaver; Out of This World; That's Incredible; Hours—The A-Team; Airwolf; Alfred Hitchcock Hours; Alias Smith & Jones; Baretta; The Bionic Woman; BJ/Lobo; Black Sheep Squadron; The Bold Ones; Buck Rogers; Ellery Queen; Emergency; The Equalizer; The Incredible Hulk; Ironside, Knight Rider; Kojak; Law & Order; Magnum; Marcus*

Welby, M.D.; Miami Vice; Murder, She Wrote; Night Stalker; Northern Exposure; Owen Marshall; Quincy; Rockford Files; Shades of L.A.; Simon & Simon; The Six Million Dollar Man; They Came from Outer Space; Mystery Movies—Columbo; McCloud; McMillan; Banacek

Sullivan Entertainment International 1910

110 Davenport Road
Toronto, Ont M5R 3R3
e-mail: inquire@sullivan-ent.com
Website: www.sullivan-ent.com
Staff: Kevin Sullivan, Trudy Grant, Jeff Grottick, Liliana Vogt, Rita Di Giovanni.
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 1331

1414 Ave. of the Americas, 3rd Fl.
New York, NY 10019
212-754-4900
Staff: Sheldon Hirsch, Thomas Kenney, Terry Berlin, Jery Kerins, Angela Carlino, Suzanne Allaire, Doreen Page, Suzen Tran, Brian Lacey
Programs: *Pokemon; War Planets; Voltron: The Third Dimension*
Services: Sydication/program distribution; national and spot media buying; international distribution

Sunbow Entertainment/Sony Wonder 2873

100 Fifth Ave.
New York, NY 10011
212-886-4900
e-mail: postmaster@sunbow.com
Staff: C.J. Kettler, Ted Green, Andrea Miller, Ken Olshansky, Loris Kramer, Becky Mancuso-Winding Kerry Romeo, Colin Mendoza, Rafael Manrique, Sandrine Pechels de Saint Sardos, Bernadette Baillie.
Programs: Series—*Student Bodies, Deepwater Black.* Animated—*Brothers Flub, Littlest Pet Shop.* Specials—*The Ugly Duckling's Christmas Wish, The First Easter Egg, Witches In Stitches.* Educational/Preschool—*Salty's Lighthouse, Puzzle Place.*

Superfresh Productions 3331

1713 Artesia Blvd., Suite E
Manhattan Beach, CA 90266
310-376-3658
Staff: Lara Kierlin, Bob Cosci, Rob Nagel
Program: *Space Buddies!*; Bikini Babe Bowlarama*; NewsWhack*; You Have to Do It**

Swynk B.V. NA

PO Box 2218
1299 CE Netherlands
31 35 6777 800
Staff: Peter Gersen, John Wegink
Program: *Aware of Water*

System TV 911

45-47 rue Paul Bert
92100 Boulogne, France
33-1 41 33 96 86
e-mail: comm@systemtv.fr
Website: www.systemtv.fr
Staff: Daniel Renouf, Patrice Pellerin
Services: *Boat People, Lost Horizons; Hong Kong: The Countdown; The Complete Cosmos*; Travel & Discovery*; The Faces Of...*; Destiny of the Sands; Children of the Desert; Defueto, People of the Spirits; Zele, the International Gulag; Christmas Star; Nina Simone: The Legend; The Stanislavski Century*

Systemlogic 3510

Takes On Distribution 227

Tamuz Productions 2619

Tapestry International 3643

11 Hanover Square, 14th Fl.
New York, NY 10005
212-505-2288
e-mail: tapint@aol.com
Staff: Nancy Walzog, Yvonne Body, Karen Hanley, Nora Maria Diaz
Programs: *Critical Incident*; Vanished: Inside the Witness Protection Program*; Railway Adventures Across Australia; The New Detectives; Survivors*; It Could Be You*; Who Is Dan Keplinger?*; Transistorized*; Men Are From Manhattan... Women Are From Saskatchewan*; Treasures of the World*; Cave of the Glowing Skulls*; The Jennifer Project: A Matter of National Security*

Target Distribution 1511-07

Taurus Film GMBH 3111

TBS Service 2435

Team Canada 2777

Teamwork Productions 3083

Telco Productions Inc. 2402

2730 Wilshire Blvd., Suite 200
Santa Monica, CA 90403
310-828-4003
Staff: Alex Paen, Bette Alofsin, Grant Norlin
Programs: *Animal Rescue**

Tele Images international 911

64 rue Pierre Charron
75008 Paris, France
33-1 44 35 17 00
Website: www.teleimages.com
Staff: Simone Halberstadt Harari, Marie-France Han, Monica Galer, Sylvie Didierjean, Philippe Alessandri
Programs: *The Blue Beyond; Al Capone; The Adventure of Photography; Cliff Hanger*; Swapping for the Truth*
Services: Coproduction and pre-buying of programs for worldwide distribution; program distribution

Telearte International 1030

Mexico 990, 2nd Fl.
Buenos Aires, Argentina, 1097

Telebase Entertainment LLC 3370

1110 Brickell Ave., Suite 410
Miami, FL 33131
e-mail: info@telebase.net
Website: www.telebase.net
Staff: W.J. (Bill) Acuff, Yarit Sanchez, Maria Angelica Farrera, Carmina Velasco
Programs: *El Milenio en Tus Manos*; Tributo*; Paraiso tropical; 70 first-run movies dubbed into Spanish; variety of children's and daytime programming; specials*

Telefe International 843

Avenue Rivadavia 2358, 5th Fl.
Buenos Aires, 1034 Argentina
541-954-3670
e-mail: internacional@telefe.com
Website: www.telefe.com
Staff: Cesar Diaz, Roberto Garcia Barros, Maria Torregrosa, Valeria Nardecchia, Constercio Vipil, Gustavo Yankelevich, Viviana Lisanti

Programs: *Meneca Brava (Wild Angel); The Trillizos (The Triplets); Los Rodriguez (The Rodriguez); Senoras sin Senores (Ladies without Men); Rolando Ando (Traveling with Rolando); Interaccion (Interaction); Alto Riesgo (High Risk); Alta Resistencia (Extreme Risk); Verano Eterno (Endless Summer); Mi Familia Es un Dibjuo (Cartoon Family); Chiquititas (Tiny Angels); Cebollitas (Socccerville); Milady: The Story Continues; Mia, Solo Mia (Passionate Revenge); El Signo (The Sign); Mi Cuñado (My Brother-in-Law); Vientos de Vida (Winds of Life); Salvaje, Virgen y Secreto (Wild*

and Unexplored Secret Places); Blooper y Camera Sorpresa (Bloopers & Handy Camera); Perla Negra (Black Pearl); Zingara (Gypsy); Amor Sagrado (Sacred Love); Celeste Siempre Celeste (Celeste, Always Celeste); Romantic Collection; Manuel Garcia Ferre Children's Collection

Telefilm Canada 1910

600, de la Gauchetière West, 14 Fl.
Montreal, Quebec H3B 4L8 Canada
Website: www.telefilm.gc.ca
Staff: Danny Chalifour, Deborah Drisdell, Lise Corriveau, Brian Blugerman, Kenneth Webber, Louise Largess
Services: Federal cultural agency dedicated to the development and promotion of the Canadian film, television and new media industry

Telefilms S.A. 1734

Paraguay 755-6° H
1057 BS AS Argentina
54-1 311 6236
Staff: Tomas Darcyl, Sebastian Darcyl, Alfredo Andreotti, Gerardo Gonzalez, Humberto Delmas, Severiano Anzuola
Programs: feature films; series

TeleFrance 911

Teleproductions International 3321

4520 Daly Drive
Chantilly, VA 20151
703-222-2408
e-mail: tpiintl@aol.com
Staff: Larry Higgs, Ron Alexander
Programs: *Hawaiian Moving Company*; Incredible Cuisine*; Scandals; The Mind of the Terrorist; Volcano Pele: The Fire Within*; How to Outdoor; Ultimate Professional Wrestling*; The Golf Club*; Life in the Arctic Zone*; Mighty Colorado*; El Niño's Impact on Marine Life*; Ecoview; Beyond the Great Wall*

Telerep Inc. 1439

1 Dag Hammarskjold Plaza
New York, NY 10017
212-759-8787
Staff: Steve Herson, James Monahan, Jay Isabella, Alex Corteselli, Pamela Blake Jim Hughes, Jim Robinson, Larry Goldberg, Andy Feinstein, Mary Jane Kelley, Ed Kroninger, Dave Hills, Rich Jacobs, John DeWan

Telescene Film Group 1910

5705 Ferrier St., Suite 200
Montreal, Quebec H4P 1N3 Canada
514-737-5512
Staff: Robin Spry, Paul Painter, Michael Yudin, Bruce Moccia, Jennifer Chrein, Jeanine Basile
Programs: *The Lost World; Monster Smasher; Dr. Jekyll & Mr. Hyde; Gulliver: The New Voyages; The Vikings; Fearless; Witness to Fear; Big Wolf on Campus; Misguided Angels; Nightmare Man; The Hunger; Student Bodies; Going to Kansas City; Are You Game?*

Television Business International 2621

Television De Galicia 731

Television Suisse Romande 2916

The Television Syndication Co. Inc. 2630

501 Sabal Lake Drive, Suite 105
Longwood, FL 32779
407-788-6407
e-mail: claq67a@prodigy.com
Staff: Cassie Yde, Robert Yde, Susan Aloisio, Jill Yde.
Programs: *Backroads Of Europe; Crossroads Cafe; Culture Quest*; Fishing North America*; Hiking Adventures in America's National Parks; Museums Of Industry*; People and Places*; Reel Planet; Reinventing the Wheel*; That Swing Thing Dance Show*; Travel library; Zoo Portraits**
Services: Coproduction services; licensed merchandise

Televis Entertainment 2411

449 S. Beverly Dr., 3rd Fl.
Beverly Hills, CA 90212
310-788-5500
e-mail: postmaster@televis.com

Website: www.televix.com
Staff: Hugo Rose, Greg Moseley, Elizabeth Wiersma, Wassim Tayarah
Programs: *Pokemon**; *Madison*; *Breakers**; *Ernest Goes to* package of films; library of 150 films

TelFrance 911
 1 boulevard Victor Immeuble Le Barjac
 75015 Paris, France
 33-1 53 78 24 00
Staff: Renaud Lombard

10 Francs Productions 911
 8 rue Lamartine
 75009 Paris, France
 33-1 48 22 74 43 77
Staff: Guy Knafo

Tennessee Film Entertainment & Music
 3353

Tepuy International 2330

Terisur International S.A. 3356

The Terpin Group 3062

TF1 International 911
 305 avenue le Jour se Lève
 92100 Boulogne, France
 33-1 41 33 96 86
Staff: Didier Sapaut, Annabel Bighetti, Thomas Lesoeur

Thomas Horton Associates 229
 408 Bryant Circle, Suite K
 Ojai, CA 93023
 805-646-7866
 805-646-3600
e-mail: Tha@sharktv.com
Website: www.sharktv.com
Staff: Thomas F. Horton, Jean Horton Gardner, Garry Garner.
Programs: *The Living Edge**, *The Vagabond Chronicles**, *Dive Tasmania**, *South Africa: Building Democracy**, *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*, *Flavours Tasmania*, *The Liners*, *Code Red—Submarine Rescue*, *Shadows in the Forest*

Throughline Comunicaciones 731-1
 Paseo Guadalajara, 74
 28700 San Sebastian Reyes
 Madrid, Spain
Staff: Cristina Abril
Programs: *Cenizas en el Rio*; *Atapuerca*; *Naturaleza de Ibero America*

3DD Entertainment 1511-03

Thunderhead Productions 3332

Timberwolf Productions 527
 8051 State Hwy. 34
 Marble Hill, MO 63764
 573-204-1900
e-mail: twolf@idd.net
Staff: Buck McNeely, Ladonna McNeely, Lou Hobbs, Nancy Hobbs
Programs: *The Outdoors with Buck McNeely*; *The Lou Hobbs Show*

Tivo Inc. 2730

TMS-Kyokuichi Corp. 438
 5th Floor, Ginza Toshiba Bldg.
 5-2-1 Ginza, Chuo-ku
 Tokyo 104 0061 Japan
 81 3-3572 8821
Staff: Shunzo Kato, Satoji Yoshida, Andrew Berman, Koji Takeuchi, Hsiang-Lan Lee, Mitsumoto Suzuki
Programs: *Go Nagai's The Devil's Lady*; *Detective Conan*; *Detective Conan: The Time Bombed Skyscraper*; *Detective Conan: The Fourteenth Target*; *Knight Hunters*; *Dinagiga*; *Cybersix*; *Rayearth Ova*; *Anpanbread-man*; *B'TX*

Today's Homeowner with Danny Lipford 2921
 1480 Cody Rd. South
 Mobile, AL 36695
 334-633-4420
e-mail: danny@todayshomeowner.com

Staff: Danny Lipford, Sharon Lipford, Scott Gardner, Debbie Roth, Chip Drago
Programs: 26 first-run weeklies

Toei Animation Co. 2851
 58 Yokodera-cho
 Shinjuku-ku, Tokyo 162-0831 Japan
 81-3-5261-7619
Staff: Yukio Hayashi, Satoko Sasaki, Kazutomo Yamashita, Kazuhiko Uramoto, Ryataro Matsumoto, Yasuo Matsuo, Mary Jo Winchester
Programs: *Dragon Ball Z*; *Dragon Ball*; *Sailor Moon*; *Ge Ge Ge No Kitaro*; *Slam Dunk*; *Great Adventure of Dai*; *Saint Seiya*; *Sally the Witch*; *Bikkuri-man*; *Dr. Slump*; *Nube*; *Neighborhood Story*; *Ghost Sweeper Mikami*; *Maple Town Story**

Tokyo Broadcasting Systems Inc. 2202

Total Recall V.R. Productions 3773

Trade Commission of Spain 731

Transcontinental Films & Television 3279

TransTel GMBH 3111

Tribune Entertainment Co. 2374
 5800 Sunset Blvd.
 Los Angeles CA 90028
 213-460-5800
Website: www.tribtv.com
Staff: Richard Askin Jr., Taylor Fuller, Jeri Sacks, David Berson, Gina Brittle-Mackey, Karen Corbin, Natalie Sackin, Siobhan Cummins, Richard Inouye, Ron Levinson, George NeJame, Henry Urlick, Kelly Gill, Jim Gillum, Rouben Rapelian, Jon Krobot, Machael Adinamis, Dick Bailey, Jeff Brooks, Rick Marker, Liz Koman, Steve Mulderrig, Jay Leon, Wanda Meyers, Therese Morrissey, Scott Gaulocher, Kimberly Rippis, Thalia Rodriguez, Ben Knezovic, Sam Fuller
Programs: Daytime strip—*Richard Simmons' Dream Maker**; Action/Adventure—*BeastMaster: The Legend Continues**; *Gene Roddenberry's Earth: Final Conflict*; *Nightman*; First-run series—*Malibu, CA*; *Soul Train*; *U.S. Farm Report*; Features—*Between Love and Honor*; *In the Line of Duty: A Cop for the Killing*; *In the Line of Duty: Siege at Marion*; 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*; *Soul Train Christmas Starfest*; Advertiser sales—*Emergency w/Alex Paen*; *Animal Rescue*; *Bounty Hunters*

Tribune Media Services 2871
 435 N. Michigan Ave., Suite 1500
 Chicago, IL 60611
 312-222-4444
e-mail: tms@tribune.com
Website: www.tms.tribune.com
Staff: John Kelleher, Rick Gables, Chad Knowles, Aylesa Singley, Michael Cushing
Services: ResearchTV; EPG Data*; ShowFinder*; WeatherPoint II; SkedVue I & II; archival data; program schedules; Essential MarketVue; Essential Program Search*; Essential Cost Estimator*; Essential Lineup Manager*

Trident Releasing 2636
 8401 Melrose Place, 2nd Fl.
 Los Angeles, CA 90069
 323-655-8818
e-mail: tridentrel@aol.com
Staff: Lise Romanoff, Victoria Plummer, Jean Ovrum, Michelle Siazon
Services: *The Unknown Cyclist*; *Divorce*; *The Fanatics*; *Down for the Barrio*; *Hotel Shanghai*; *Dirty Laundry*; *Hit Me*; *Sleeping Together*

Trimark Television 705
 2644 30th St.
 Santa Monica, CA 90405
 310-314-2000
e-mail: reimera@trimarkpictures.com
Website: www.trimarkpictures.com
Staff: Andrew Reimer, Sergei Yershov, Marc Wuertemburg, Metin Anter, Kelly Trollinger

Staff: King Cobra; *Frozen*; *Warlock: The End of Innocence*; *Dentist II*; *Carnival of Souls*; *Let the Devil Wear Black*; *The Blood Oranges*; *Diplomatic Siege: My Teacher's Wife*; *Beyond Obsession*; *The Colony*; *Cube*; *Slam*; *Billy's Hollywood Screen Kiss*

Troma Entertainment 2403
 733 Ninth Ave.
 New York, NY 10019
 212-757-4555
Website: WWW.Troma.Com
Staff: Josh Piezas, Valerie Bruce.
Programs: *Guns, Guns Guns* (12 movies); *Tromaville Cafe* (16 comedy wraparounds); *Troma Basement* (15 movie intros); *Star Package* (10 movies, including Robert DeNiro, Samuel Jackson, Kevin Costner); *50th Street Films** (10 movies).

Tunnel Vision Productions Ltd. 231
 #203-141 Water St.
 Vancouver, BC V6B 1A7 Canada
 604-602-0098
e-mail: tunnel@hollywoodcooks.com
Website: www.hollywoodcooks.com
Staff: Fiona Roeske, M.E. McKnight
Programs: *Hollywood Cooks!**

TV-Unam-Imagenes Vivas de Mexico 2629

TV Azteca, S.A. de C.V. 2831

TV Chile 442

TV Data 1900
 333 Glen St.
 Glens Falls, NY 12801
 518-792-9914
e-mail: tvdata@tvdata.com
Staff: Ken Carter, Tom Cronin, Robyn DiPhillips, Jim McCormick, Suzy Pessutti, Brett Goldstock, Mike Marin, Bernae Rogers, Rita Gonzalez, Elaine Rivers
Services: ClickTV One; listings distribution service; features distribution service; program tracking; market grids

TV France International 901/911
 5 rue Cernuschi
 75017 Paris, France
 33-1 41 33 96 86
Staff: Jean-Louis Guillaud, Olivier-René Veillon, Serge Ewencyk, Catherine Charmet, Xavier Chevreau, Daniel Goudineau

TV Matters BV 3831
 Sarphatikada 10
 1017 WV Amsterdam
 31 20 6272126
e-mail: tvmat@euronet.nl
Programs: *The Irish Tenors**; *Anne Frank—The Missing Chapter**; *Serengeti Stories: A Portrait of Filmmaker Hugo Van Lawick**; *Mint 100 Digital Library film package*; *Select Features Vol. I & II film package*

TV Planet 3374

TVF International 1511-31
 375 City Road
 London EC1V 1NB England
 44 0 171 837 3000
e-mail: int@tvf1.co.uk
Staff: Cristina Lowe, Michelle Berridge, Anne Roder
Programs: *Black Sea: Voyage of Healing*; *A Golfer's Travels*; *Pipe Dreams*; *Tough Love Camp*; *Wildlife SOS series I & II*; *It's a Dog's Life*; *Inside Quarantine*; *Wildlife Photographer**; *Deadly Friends**; *Survival Quest**

20th Century Fox International Television 1175
 P.O. Box 900
 Beverly Hills, CA 90213-0900
 310-369-1000
Staff: Mark Kaner, Marion Edwards, Scott Gregg, Suzanne Krajewski, Peter Levinsohn, Jayne Ferguson, Mark Rosenbaum, Ritchie Yu
Programs: Hour series—*Ally McBeal*; *America's Most Wanted: America Fights Back*; *Buffy the Vampire Slayer*; *Celebrity*; *Chicago Hope*; *Martial Law*; *Millennium*; *NYPD Blue*; *The Practice*; *The Pretender*; *Strange World*;

To Have and to Hold; *The X-Files*; Half-hour series—*Cops*; *Dharma and Greg*; *The Family Guy*; *Futurama*; *The Hughleys**; *King of the Hill*; *The Simpsons*; *Two Guys, a Girl and a Pizza Place*; Specials—*1998 Billboard Music Awards*; *Behind the Planet of the Apes*; *Beyond Titanic*

Twentieth Television 1175
 2121 Avenue of the Stars, Suite 2150
 Los Angeles, CA 90067
 310-369-1000
Staff: Mitch Stern, Rick Jacobson; Domestic Television—Paul Franklin, John MacDonald, David Shall, Cheri Vincent, Nadine Bell, Steve Friedman, Melissa Lefante, Matthew Pugliese, Jodie Rea, Heather Hart-Smith, Shannon Keating; Sales—Jerry Jameson, Steve MacDonald, Jeff Stern, Tannya Evans, Eddie Seslowsky, Cyndi McClellan, Tim Newman, David Raphael, Kevin Walsh, Michael Newsom, Ken Doyle, Ken Lawson, Perry Casciato, Cindy Augustine; Advertiser Sales—Bob Cesa, David Barrington, Jodie Chisarick, Jim Gronfein, Larry VanderBeke
Programs: *Divorce Court**; *Forgive or Forget*; *Student Bodies*; *King of the Hill*; *Buffy the Vampire Slayer*; *Cops*; *The X-Files*; *NYPD Blue*; *The Simpsons*; *Ally McBeal*; *Dharma & Greg*; *The Practice*; *The Pretender*; *Millennium*; Movie packages—Fox Hollywood Theater III; 20th Classics 1; Century 18*; Century 17; Century 16; 20th Holiday Specials; Cable sales—*Real Stories of the Highway Patrol*; *Doogie Howser, M.D.*; *America's Most Wanted Final Justice*; *Tales from the Crypt*

TWI (Trans World International) 2365
 420 W. 45th St.
 New York, NY 10036
 212-541-5640
Staff: Barry Frank, Bob Horowitz, Hillary Mandel, Bob Dudelson, Bill Vaughn, Roy Judelson, Katie Boes, Gene McGuire, Linda Lieberman, Tom Kane, Jennifer Lobo, Vanessa Rivera, Sam Peck, Greg Carroll, Michel Masquelier
Programs: *TV.com*; *Images: A Century in Review**; *Women's Health Specials**; *U.S. Olympic Gold Series**; *Winter Celebrity Sports Spectacular*; *American Ski Classic*; *Joel Siegel's Road to the Academy Awards*; *7th on Sixth: Stars of Fashion*; *7th on Sixth: Stars of Fashion Spring Collections*; *Summer Film Preview*; *Summer Celebrity Sports Invitation*; *Escape from Alcatraz Triathlon*; *NFL Pre-Season Special*; *College Football Preview*; *Holiday Celebrity Sports Spectacular*; *Images: A Year in Review 1999*; *College Bowl Championship Show**; *International—SNTV*; *U.S. Olympic Gold Series*; *Trans World Sport*; *Futbol Mundial*; *V-Max*

2000 Communications 3241
 3113 Pricetown Rd.
 Temple, PA 19560
 610-929-8266
e-mail: bnj1994@aol.com
Staff: Bobbi Nye, Damon Casantini
Programs: *The Golden Spirit of America*; *Flash Forward: The Bob Nye Story*; *Angel High*
Services: Digital video production



UBI Soft Entertainment 3081

Unapix Entertainment 1039
 200 Madison Ave., 24th Fl.
 New York, NY 10016
Staff: George Back, Bruce Casino, Scott Hanock, David Fox, Robert Miller, Tim Smith, Jim Coane, Mike Fleiss, Rebecca Lieb.
Programs: *Scream Theater**; *Unapix Flix**; *Quick Witz**; *Big Stuff*; *Super Structures*; *Blue Reef Adventures*; *Sea Creatures*; *Nova's Century of Discoveries*; *Great Minds of Medicine*;

CEA New York

Mergers/Acquisitions/Divestitures

The following is a partial listing of mergers, acquisitions and divestitures completed by CEA New York:

December 1998
Sold
Great Trails
Broadcasting Corp.
to
Midwest Television Statutory Trust
CEA served as advisor to the seller

December 1998
Sold
Midwest Television Statutory Trust
WHAG-TV, Hagerstown, MD
WFFT-TV, Ft. Wayne, IN
KSVI-TV, Billings, MT
& time brokerage rights to
KHMT-TV, Hardin, MT
to
Quorum Broadcasting
CEA served as advisor to the seller

October 1998
\$39,000,000
Sold
Venture Technologies Group
WNPA-TV
Pittsburgh, PA
to
Paramount Stations Group
CEA represented the buyer
*closing pending FCC approval

August 1998
Sold*
U.S. Broadcast Group
WWCP - TV, Johnstown, PA
to
Peak Media
CEA represented the seller
*closing pending FCC approval

August 1998
\$9,000,000
Sold
U.S. Broadcast Group
WMGC - TV, Binghamton, NY
to
Ackerley Communications
CEA represented the seller

July 1998
\$5,200,000
Sold
Cramer Outdoor
to
DeLite Outdoor
CEA represented the seller

June 1998
\$6,700,000
Sold*
Coltre Broadcasting
WFUN-FM
St. Louis, MO
to
Arch Broadcasting
CEA represented the buyer
*closing pending FCC approval

June 1998
\$62,500,000
Sold
U.S. Broadcast Group
KFDX - TV Wichita Falls, TX
KJAC - TV Beaumont, TX
KSNF - TV Joplin, MO
to
Nexstar Broadcasting
Management
CEA represented the seller

June 1998
\$26,000,000
Sold
U.S. Broadcast Group
WVNY - TV Burlington, VT
to
Straight Line
Communications
CEA represented the seller

May 1998
Sold
Petracom Equity Partners, L.P.
KAYD-FM, KQXY-FM,
KAYD-AM, KQHN-AM
Beaumont-Port Arthur, TX
to
Cumulus Media, LLC
CEA served as advisor to the seller

May 1998
Sold
Petracom Equity Partners, L.P.
KDEB - TV Springfield, MO
WTVW - TV Evansville, IN
KARD-TV Monroe, LA
WQRF - TV Rockford, IL
KLBK - TV Lubbock, TX
to
Quorum Broadcasting
CEA served as advisor to the seller

May 1998
Sold
Pacific Broadcasting, Inc.
KTCX-FM
Beaumont-Port Arthur, TX
to
Cumulus Media, LLC
CEA represented the buyer

CEA is a member of the National Association of Securities Dealers, Inc. and its professional associates are registered with the NASD. Member SIPC.

Delivers Again in 1998

Financings

The following is a partial listing of financings completed by CEA New York:

December 1998
\$90,000,000
Senior Debt Financing
has been arranged for
PNE Media, LLC
Funding was provided by:
Union Bank
CIBC
Fleet
FINOVA Capital
IBJ Schroder
CEA represented the borrower

December 1998
\$12,000,000
Senior Debt Financing
has been arranged for
Peak Media, LLC
Funding was provided by:
Societe Generale
CEA represented the borrower

December 1998
\$7,925,000
Follow On Equity Capital
has been arranged for
PNE Media Holdings, LLC
Funding was provided by:
BancBoston Ventures, Inc.
Alta Communications, Inc.
CEA represented the issuer

June 1998
\$200,000,000
Equity Capital
has been arranged for
Paxson Communications Corp.
13 1/4% Cumulative Junior
Exchangeable Preferred Stock
CEA advised
Paxson Communications Corp.

June 1998
\$75,000,000
Equity Capital
has been arranged for
Paxson Communications Corp.
9 3/4% Series A Convertible Preferred
Stock with Warrants
CEA advised
Paxson Communications Corp.

June 1998
\$38,000,000
Senior Debt Financing
has been arranged for
S&P Cellular Holding, Inc.
Funding was provided by:
ING Barings
AT&T Commercial Finance Corp.
CEA represented the borrower

June 1998
\$18,000,000
Equity Capital
has been arranged for
S&P Cellular Holding, Inc.
Funding was provided by:
Stewart Capital, LLC
Hibernia Capital Corp.
Science Applications International Corp.
Tyco Submarine Systems Ltd.
Advantage Capital Partners
AT&T Commercial Finance Corp.
Dominion Financial Group Int'l.
CEA represented S&P Cellular Holding, Inc.



May 1998
\$10,500,000
Equity Capital
has been arranged for
Peak Media, LLC
Funding was provided by:
Alta Communications, Inc.
BancBoston Ventures, Inc.
CEA represented the issuer

January 1998
\$20,000,000
Senior Debt Financing
has been arranged for
PNE Media, LLC
Funding was provided by:
Union Bank of California
CEA represented the borrower

CEA New York
375 Park Avenue
Suite 3808
New York, NY 10152
(212) 319-1968
<http://www.ceaworldwide.com>

January 1998
\$12,400,000
Equity Capital
has been arranged for
PNE Media Holdings, LLC
Funding was provided by:
BancBoston Ventures, Inc.
Alta Communications, Inc.
CEA represented the issuer

**Please call for an
appointment during NATPE**

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; Wildside Library; Animal Shorts; Young Heroes.

Unified Film Organization 2920

United Nations 3509

Rm. S-805A
New York, NY 10017
212-963-6982
e-mail: audio-visual@un.org
Website: www.un.org/av

Staff: Barbara Sue-Ting-Len, William Hetzer, Edgar Koh

Programs: For Everyone Everywhere; UN in Action; World Chronicle; A Cybertale of Three Cities; Year in Review; UNIA compilation on Human Rights; UNIA compilation on Peace-keeping; UNIA compilation on Drug Abuse

Unity Motion 3931

Universal Studios Florida 399

Universal Television & Networks Group/ Universal International Television 399/775

100 Universal City Plaza
Universal City, CA 91608
818-777-1300

Staff: Blair Westlake, Armando Nuñez Jr., Ned Nalle, Peter Hughes, Steve Jarmus, Barry Chamberlain, Zenon Dmytryk, Anette Grundy, Trace Harris, Jason Keiles, Holly Leff-Pressman, Dave Mayer, Michael Russo, Lloyd Scott, Peter Schoenfeld, Melynda Schuster, Robb Smith, Karin Timpone, Alexander Trauttmansdorff, Damaris Valero; Australia—Pal Cleary; Brazil—Wanderley Fucciolo; Canada—Ron Suter; France—Hendrik van Daalen; Lebanon—Kamal Sayegh; Miami—Alejandro Garcia; United Kingdom—Roger Cordjohn, Penny Craig

Programs: Half-hour series—*Adam-12; Alfred Hitchcock Presents; Alright Already; Amazing Stories; Amen; Brother's Keeper; Charles in Charge; Coach; Dragnet; Dream On; Harry and the Hendersons; Leave It to Beaver; Major Dad; McHale's Navy; The Munsters; The Munsters Today; My Secret Identity; The New Adam-12; The New Dragnet; The New Lassie; The New Leave It to Beaver; Out of This World; Payne; Something So Right; Weird Science; Young Hercules;* Hour series—*The A-Team; Airwolf; Alfred Hitchcock Hour; Alias Smith & Jones; Baretta; Battlestar Galactica; The Bionic Woman; Black Sheep Squadron; The Bold Ones; Buck Rogers; The Burning Zone; Ellery Queen; Emergency; The Equalizer; EZ Streets; Hardy Boys/Nancy Drew; Hercules: The Legendary Journeys; The Incredible Hulk; Ironsides; It Takes a Thief; Knight Rider; Kojak; Law & Order; Magnum, P.I.; Marcus Welby, M.D.; Miami Vice; Murder, She Wrote; New York Undercover; Night Stalker; Northern Exposure; Owen Marshall; Players; Quantum Leap; Quincy; The Rockford Files; seaQuest DSV; Shades of L.A.; Simon & Simon; The Six Million Dollar Man; Sliders; Team Knight Rider; they Came from Outer Space; Timecop; Turks; Xena: Warrior Princess; Mystery movies—*Banacek; Columbo; Columbo (new); Kojak (new); McCloud; McMillan & Wife;* TV movies/miniseries/series—*A Mother's Prayer; An Unexpected Family; An Unexpected Life; The Beast; Brave New World; Captivity; Centennial; The Color of Courage; Escape from Atlantis; E. T. and Friends; Exiled; Funny Valentines; House of Frankenstein; Kidnapped in Paradise; The Making of Jurassic Park; No Laughing Matter; Rhythm, Country and Blues; The Ripper; Universal Horror; the Universal Story; Talk shows (international TV rights)—*Catherine; The Maury Povich Show; Sally Jessy Raphael; The Jerry Springer Show; Trisha; Vanessa; Vera Am Mittag;* Animation (international TV rights)—*Back to the Future; Beethoven; Casper; Earthworm Jim; Exosquad; Fievel's American Tails; Problem Child; Rocky and Bullwinkle and Friends; Savage Dragon;***

*Vor-Tech; Wing Commander Academy; The Woody Woodpecker Show (new); Features—*More than 2,300 feature films

USWheels.com by Navidec 2959

14 Inverness Drive East, F116
Englewood, CO 80112
303-790-7565
Website: www.uswheels.com
Staff: Victor Zimmerman, Rachel Stevens, Ken Bero, Andrea Pearson
Products: USWheels.com



Varga Holdings NA

39 Grafton Way
London, UK W1P 5LA
171 380 1313

Staff: Andras Erkel, Jan Sawkins, István Erkel

Variety 2642

Venevision International 137

VH1 861

1515 Broadway
New York, NY 10036-5797
212-846-7840

Staff: Donald Silvey, Eddie Dalva, Caroline Beaton, Christine Roman, Laura Burrell
Programs: *The 1999 VH1 Divas Live; Storytellers; Behind the Music; VH1 Pop-Up Video; The 1998 VH1 Fashion Awards; Donna Summer Special; My Generation*

Victor Ebner Enterprise 2916

Video Communications Inc. 2861

VideoAge/TV Executive 2817

VideoFashion, Video Ordnance, Scimitar 3438

Vision Enterprises 3637

Vision Films 2636

4626 LEMONA AVE.
SHERMAN OAKS, CA 91403
818-784-1702

e-mail: visionfilms@earthlink.net
Staff: Lise Romanoff, Victoria Plummer, Jean Ovrum, Michelle Slazon

Programs: *Test Flights: To the Limits and Beyond; Tales of the Sea; Urban Ghost Story; Love and Debt; Goosed; The New Swiss Family Robinson*

Vista Street Entertainment 3377

9831 W. PICO BLVD., SUITE 4
LOS ANGELES, CA 90035
310-556-3074

Staff: Gerald Feifer, Michael Feifer, Robyn Mellin

Programs: *Witchcraft package (10 films); Dead by Dawn; Divorce Law; Quacs; City After Dark package (16 films)*

Visual International 1511-34

Hampton House
20 Albert Embankment
London SE1 7TJ England
171 820 4410

e-mail: emorris@visual-corp.co.uk
Staff: Shaie Selzer, Justin Rees, Maria Kassova-Mackay, Elynn Morris

Programs: *Treasures if the World; Famous Planes; Unauthorised*

Voodoo Divorce: Put a Hex on Your Ex 3379

Vox Film Und Fernseh GMBH & Co. KG 3111



Wai Lana Yoga 3239

PO Box 6146
Malibu, CA 90264
805-986-3557

e-mail: info@wailana.com

Website: www.wailana.com

Staff: Sunil Khemaney, Richard Bellord
Programs: *Wai Lana Yoga; Kathy's Kitchen, Self Discovery 2000*

Products: *Wai Lana Yoga home videos and CDs*

Walsh Media Group/Venture Initiatives 3301

Walter K. Gilbride & Associates 2871

PO Box 401
Lexington, MA 02420
781-861-8713

e-mail: wkgilbride@ibm.net

Staff: Walter Gilbride, Kerri Gilbride, Larry Fishbein, Frank Phillippi
Product: *Kiplinger's Personal Finance Report*

Warner Bros. Domestic Television Distribution 2175

4001 N. OLIVE AVE., 4TH FL.
BURBANK, CA 91522
818-954-5652

Fax: 818-954-5697

Website: www.warnerbros.com

Staff: **Los Angeles**--Dick Robertson, Scott Carlin, Dan Greenblatt, Leonard Bart, Mark O'Brien, Chris Smith, Mike Troxler, Brad Hornor, Dan McRae, Stephanie Grossman, Scott rowe. **New York**--Andrew Weir, Eric Strong, Mary Voll, John Buckholtz, Julie Kantrowitz, Paul T. Montoya, Jean Goldberg, Clifford Brown, Roseanne Cacciola, Joan McArthur, Christine Merrifield, Jeffrey Wosleger. **Chicago**--Mark Robbins, Jeff Huford, James Knopf, Jean Medd, Jane Faust.

Atlanta--Daniel Menzel, Marlynda Salas Lecate. **Dallas**--Jacqueline Hartley, Patrick Parish. Telepictures Productions: Jim Paratore, Alan Perris, Alan Saxe, Kevin Fortson, David Auerbach, Lisa Hackner-Goldberg.

Time Telepictures Television: Jim Paratore, David Goldberg. Warner Bros. Corporate Marketing & Advertising Services: Yelena Garofolo, Lauren Dansey, Gene Steinberg, Craig Montgomery, Michelle Jacoba, Judi Stewart, David Tetreault, Debra McCormick. Warner Bros. Media Research: Bruce K. Rosenblum, Wayne Neiman, Liz Huszarik, Kurt Bensmiller.

Telepictures Distribution: Scott Carlin, Vince Messina, John Martinelli, Scott Rowe. **New York**--Damian Riordan, Joel Lewin, Pat McDonald. **Chicago**--Bill Hague, Christopher Chico. **Atlanta**--Chuck

Programs: *Judge Mathis*, The Rosie O'Donnell Show, Jenny Jones, Extra, Mortal Kombat: Conquest, The People's Court, Suddenly Susan, The Drew Carey Show, Friends, In the House, Living Single, Hangin' with Mr. Cooper, Martin, Murphy Brown, The Parent 'Hood, Step by Step, The Wayans Bros.**

Telepictures Distribution

Programs: *Latifah*, Change of Heart, Love Connection, National Geographic: On Assignment, Wild! Life Adventures, WCW Worldwide Wrestling & WCW Pro Wrestling, The Jamie Fox Show, ER, Family Matters, Fresh Prince of Bel-Air, Full House, Mama's Family, This Old House.* Features Packages—Volume 35, Volume 34, Volume 33, Volume 32, Volume 31, Volume 30, Volume 29, Volume 28, Premiere Edition Three, Encore Two, Encore One, Power Package Two, Power Package One

Warner Bros. Domestic Pay-TV, Cable & Network Features 2075

1325 Avenue of the Americas
30th Fl.
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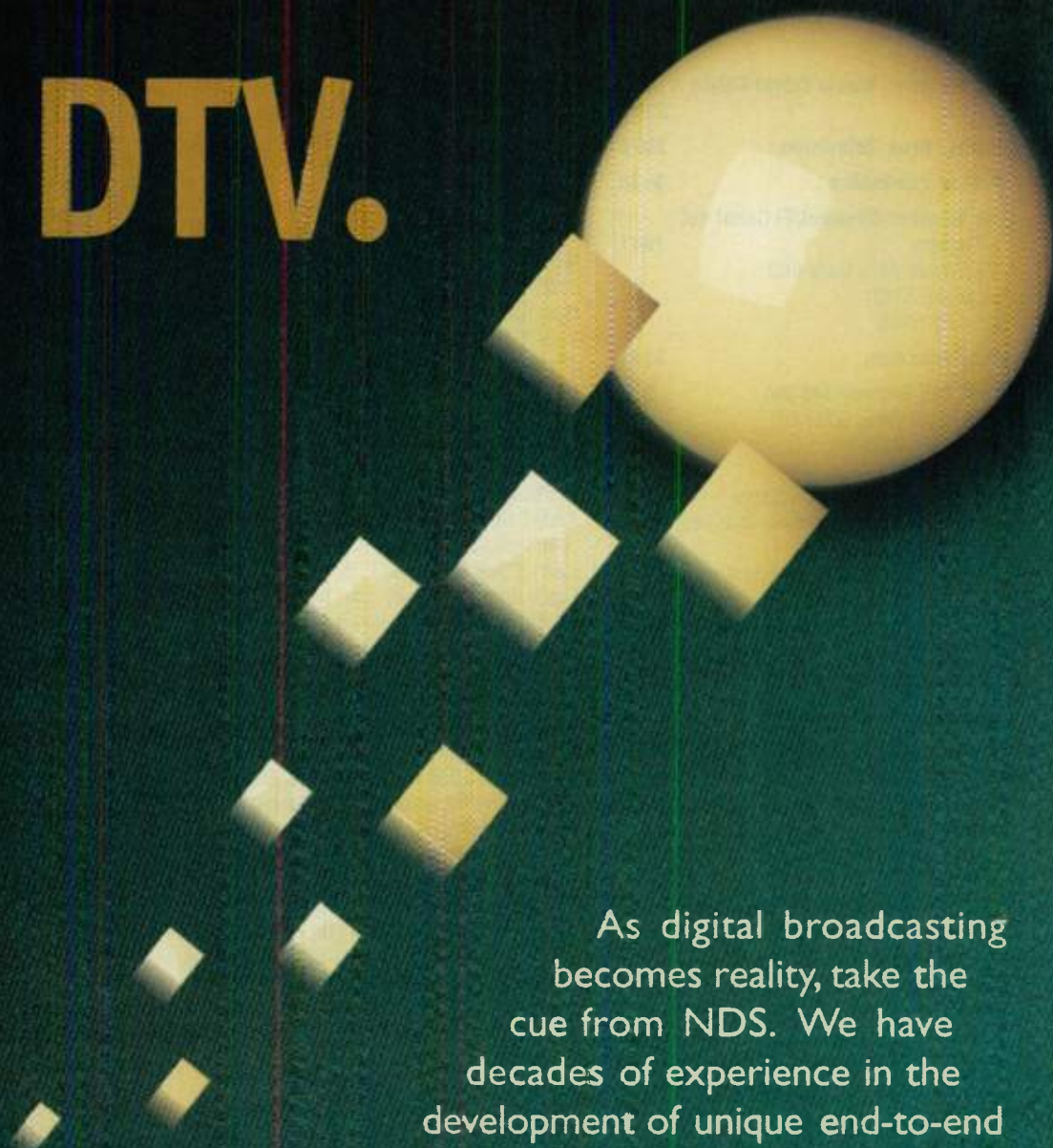
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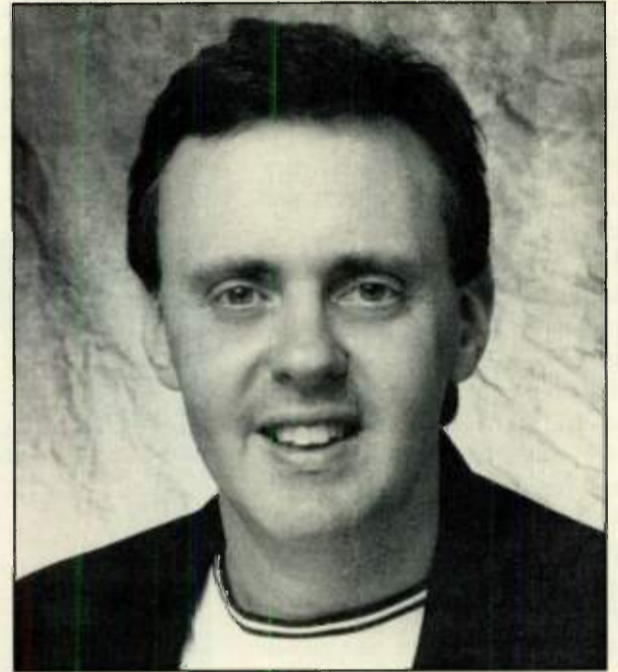
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Grip slips on LMA squeeze

Kennard retreats, Ness moderates on ownership issue, but struggle far from over

By Bill McConnell

Last month, FCC Chairman William Kennard backed off from his controversial plan to tighten broadcast ownership policies. But broadcasters are not declaring victory yet.

"This is definitely not a direction they should be going," says Michael McCarthy, executive vice president at A.H. Belo Corp. "We're still very concerned."

After Kennard's plan to roll back TV local marketing agreements and in-market radio/TV combinations leaked in November, key lawmakers from both parties attacked the proposal aggressively, accusing him of subverting the deregulatory goals of the 1996 Telecommunications Act.

"The act was clearly intended to eliminate unnecessary and outdated rules and regulations. We didn't want them to create new ones," says Ken Johnson, spokesman for House Telecommunications Subcommittee Chairman Billy Tauzin (R-La.).

Congressional pressure and broadcast industry lobbying forced Kennard to cancel a scheduled vote in December on a laundry list of ownership changes. Kennard now plans to hold a hearing on industry ownership rules. (The hearing was originally planned for Jan. 15, but after rescheduling several times, the date is now set for Feb. 12.) Kennard insists that the commission would complete the review "early this year," but has remained silent on whether he is giving up or simply regrouping for another attempt to tighten the rules.

In the meantime, Commissioner Susan Ness, who has repeatedly complained that LMAs are a back-door way to circumvent the ban on TV duopolies, is taking a compromising tack. In an interview two weeks ago, she said industry efforts to preserve LMAs are misguided. Instead, the broadcasters should be fighting for rules that would allow the FCC to permit some duopolies.

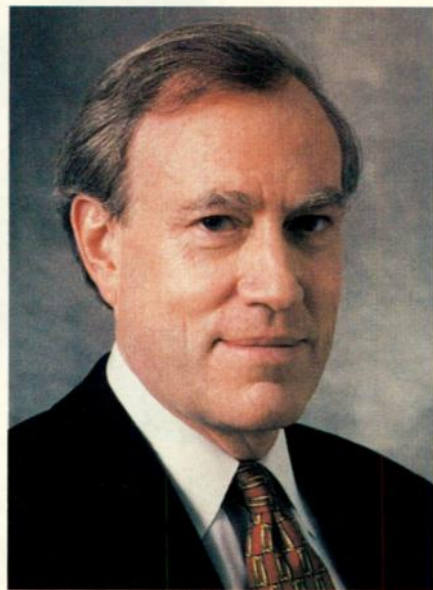
But many industry officials aren't convinced that Ness changed her mind. If she gets her way, they predict, duopolies will be permitted only under very limited conditions—and most of the 78 in-market LMAs will have to be divested.

"I don't think market realities are being given a very high premium in the FCC's ownership review," said McCarthy, whose company operates four LMAs.

Though Kennard has taken most of the flak for pushing the tighter restrictions, he clearly is following the Clinton administration's marching orders. In

May 1997, the Commerce Department's National Telecommunications and Information Administration urged the FCC to make LMAs count toward ownership caps and to forsake any further relaxation of ownership rules. The NTIA recommendations were quickly echoed by the Small Business Administration.

Still, if Kennard and his fellow Democrats don't back off, they will be on a collision course with Congress. Senate Commerce Committee Chairman John McCain (R-Ariz.) has already urged Kennard to drop any plans for new own-



A.H. Belo Corp. executive Michael McCarthy (l.) remains skeptical about the FCC's LMA policies. Greg Schmidt (r.), LIN television lobbyist, believes that the FCC will eventually "ride into the teeth of Congress."

ership restrictions and says he may hold his own hearings on broadcast ownership.

Similarly, Tauzin has hinted that ownership rules and the FCC's implementation of the 1996 Act may be included in hearings he plans to hold on restructuring the FCC. "The ownership snafu strikes at the heart of the problem," says Tauzin's spokesman. "The FCC was created 50 years ago to oversee monopolies. The agency still has that mindset. As currently structured, the FCC is not up to the task of overseeing deregulated, competitive markets."

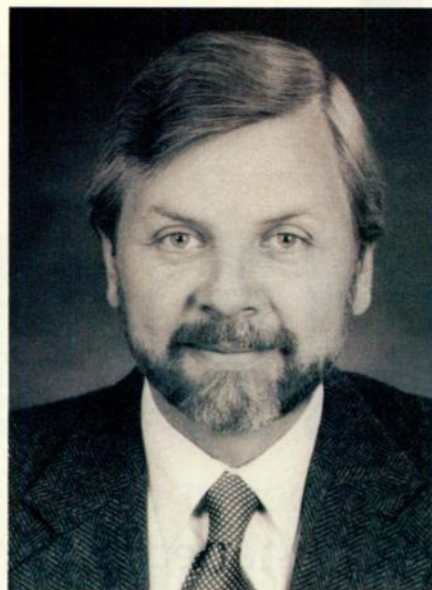
The FCC is required by the 1996 Telecommunications Act to review all of its regulations every two years. Although most industry officials presume that Congress intended the FCC to pursue further relaxation, Kennard has insisted that there were no specific orders to ease ownership limits.

He argues that the 1996 law unleashed a ferocious wave of consolidation, particularly in the radio industry, that is crowding out independent, minority and female owners.

Among other changes, the law increased the number of radio stations that can be owned in a local market, eliminated the national cap on the number of TV stations that can be owned nation-

wide and raised the national audience reach cap to 35%. Since the law's enactment, the number of radio station owners has dropped 11.7% to 4,507, even though the total number of radio outlets has increased 2.5%, to 10,222, according to the FCC's latest totals. In the average metro market, the top four owners now account for 90% of the total ad revenue.

Kennard wants to reverse the consolidation trend by preventing owners from using LMAs to circumvent the ban on TV duopolies. (LMAs allow a TV owner to operate a second station



TV duopolies. Exemptions would be permitted for economically failing stations. Tight grandfathering restrictions would have required most of the 78 in-market LMAs to disband.

Another proposal would have forced many owners who have received waivers from the FCC's TV/radio "one-to-a-market" rule to sell some stations. The FCC proposal would have allowed TV stations to own up to four radio stations in a market. Technically, that change would be a liberalization of the current rule. But the agency has issued hundreds of waivers.

The prospect of tighter FCC rules unleashed a torrent of criticism from Capitol Hill and Wall Street. The most aggressive attacks, however, have come from Michigan Rep. John Dingell, the House Commerce Committee's ranking Democrat. Dingell last month all but called for Kennard to resign and accused him of bungling the implementation of the 1996 act. Though Dingell has opposed LMAs in the past, he's more concerned that the FCC is trying to overrule Congress. "It may have been a mistake" to assign the FCC the task of administering the 1996 act, he said.

Ultimately, congressional pressure will win out, predicted LIN Television lobbyist Greg Schmidt. "I would be surprised if ultimately they decided to ride into the teeth of Congress," he said.

Wall Street executives backed up the lawmakers' complaints by warning that new restrictions also would turn the capital markets against broadcast investment. "Banks and investors have invested billions of dollars in several major private and public companies relying on current policy as passed by Congress," wrote Chase Securities Managing Director Thomas Reifenheiser in a letter to lawmakers last month.

Bear Stearns analyst Victor Miller warns that more than 12 publicly traded TV station group owners would suffer revenue cuts if the FCC clamps down on LMAs, including Sinclair Broadcast Group, LIN Television, A.H. Belo Corp., Viacom and Paxson. "Investors may turn away and banks might not be willing to lend to stations," Miller said. "The FCC should not want to disrupt natural capital flow into these markets." If the industry cannot kill the FCC plan, he advises the stations to find a way to restructure LMA agreements or sell stations.

"Business practices have been established based on current government policies, and changing mid-stream is unreasonable," says Mark Hyman, lobbyist for Sinclair Broadcasting. Sinclair has 18 LMAs, the most in the industry. ■

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FCC tunes microradio

Staff prepares proposal for new low-power FM service

By Bill McConnell

Despite broadcasters' opposition, the FCC is moving ahead with "microradio."

Two weeks ago the commissioners received details of a staff plan to create a low-power service on the FM band. A vote on the proposal is expected at the agency's next scheduled meeting on Thursday (Jan. 28).

With the FCC's plan gaining momentum, last week the National Association of Broadcasters formed a task force to fight microradio, which the group predicted would cause signal interference with existing commercial broadcasters.

In the past year, Chairman William Kennard has argued that a low-power service could offer individuals, neighborhood groups and other community organizations the opportunity to operate broad-

cast outlets. The new service is needed, he says, because industry consolidation and escalating station prices have locked out all but the richest corporations with the capability of full-power broadcasting.

"I've spoken to many, many people over the last year who want to use the airwaves to speak to their communities," Kennard says. "There's a lot of frustration out there and we should be doing all we can to maximize the use

of spectrum for the American public."

Most of the technical details of the FCC's plan remain unsettled. These include what power levels microradio operators will be allowed and how interference with conventional full-power broadcasters will be prevented. But results of an agency inquiry last March indicated that low-power licensees might be allowed to operate at power levels anywhere between 1 watt and 1,000 watts. Different classes of licenses would be issued for various wattages.

Low-power licenses are likely to be reserved for new entrants to broadcasting, though commercial outlets will be permitted. Larger low-power outlets might actually have more wattage than full-power stations, which are required to transmit at a 100-watt minimum. Low-power stations would require less vacant spectrum than their full-power counterparts at the same wattage. All full-power stations, however, must have enough clear frequency to broadcast at 6,000 watts.

As they move forward, agency staffers say they are taking care to make sure that the new service will not create signal conflicts with digital radio. The FCC is also developing digital standards for terrestrial radio broadcasters. Broadcasters, meanwhile, have complained that the spectrum is too crowded to accommodate their new digital signals and microradio.

Broadcasters' worries are unfounded, Kennard insists, and he wants them to help the agency work out technical standards. "We are not going to do anything to degrade the FM spectrum or prevent the introduction of digital," he says. "But it will not be productive for the industry to react against microradio without engaging in a constructive way to help us find a way to do this."

FCC assurances are not likely to get broadcasters to drop their fight. "Any threat to the integrity of the radio spectrum has far reaching implications for radio," says William McElveen, chairman of the NAB radio board. To lead the fight, the NAB has formed the Radio Spectrum Integrity Task Force, which is also charged with developing digital standards and streamlining regulations.

Broadcasters argue that squeezing low-power outlets between existing stations on the FM band would doubly complicate their efforts to go digital. The industry favors a digital technology called "in-band-on-channel (IBOC)," which would allow the placing of digital and analog signals at the same frequency. But the added power from digital signals greatly increases the chance of interference with stations on nearby frequencies, broadcasters say.

"It's a very difficult technical challenge to interject more energy without creating interference," says Robert Struble, president of USA Digital. "Microradio might make our job even tougher." USA Digital is developing an IBOC standard and is backed by CBS, Gannett and other large broadcasting companies.

But microradio supporters say they won't back down. "Access to the airwaves is a very basic issue in a democracy," says Nickolaus Leggett, a microradio supporter and one of the three petitioners who led the FCC to initiate the microradio proceeding. ■

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'Tough' times for syndication

It's Judge Judy meets Jerry Springer in Litton's planned 'Tough Man' series

By Joe Schlosser

The Litton Syndications President Dave Morgan thinks he is on to something big.

The South Carolina-based syndicator, known nationally for distributing series such as *Jack Hanna's Animal Adventures*, is ready to bring the U.S. audience the next World Wrestling Federation or Jerry Springer, or perhaps a little of both.

And Morgan says he has a number of interested parties knocking at his door wanting to get a piece of *Tough Man*. Morgan has acquired the broadcast rights to the 20-year-old annual contest that pits everyday men and women against each other in three one-minute boxing rounds.

Former *A Team* star Mr. T, who won the national contest in both 1983 and 1984, took his name from the *Tough Man* competition and helped put it in the national spotlight. Sylvester Stallone found Mr. T through *Tough Man* and cast him in one of the *Rocky* films. Morgan believes many more Mr. Ts could be discovered in the 52-week contest, which culminates in an April championship.

"There is a phenomenon that is happening in this country that is allowing different kinds of sports and different kinds of entertainment to enjoy success for the first time," Morgan says. "And what is making it on TV today are shows that are real, [and that are] contact- and controversy-driven. Look at Jerry Springer, wrestling and even Judge Judy, she's controversial and reality-based. *Tough Man* is all of that."

Morgan is keeping his *Tough Man* plans relatively close to the vest. What he will say is that the one-hour weekly, year-round contest will be coming to television in the fall.

"I want to make it clear that this is not ultimate fighting, this is not banned in any city or anything like that," he says. "This is people like you and me that get into the ring for three one-minute rounds and prove they are the toughest man in that ring and possibly in the country by the end of the year."

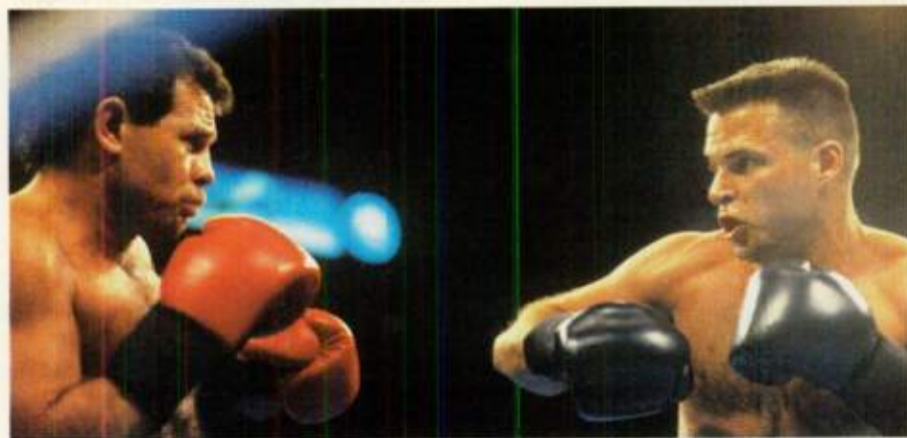
Each week's episode will spotlight six fights and be produced out of a different major U.S. city, Morgan says. Men and women contestants (there will be *Tough Women*, too), in both heavyweight and light heavyweight divisions, will battle it out in each city in an attempt to reach an April championship and the chance to win \$50,000. Morgan says each fighter will be spotlighted in a 30-60 second profile.

"The winners in, say, Tampa, will move on to fight the toughest man in

Each week's episode will feature six fights from different U.S. cities. Championships will be held in April.

Chicago and then Phoenix and then on and on," he says. "In one night, the winner will fight at least four different bouts. And from week to week, the audience will get to know these men and women."

Morgan says there will be ring girls, ringside announcers and an NFL-like halftime anchor team based out of New York during each show.



By Paige Albinak and Bill McConnell

Ness calls broadband services safe from FCC

Cable companies will not be forced to open their broadband networks to competitors, FCC Commissioner Susan Ness said last week. "No one is seriously suggesting that cable operators ought to be subject to the obligations of unbundled network elements" and telephone-style price regulations, she told the Federal Communications Bar Association.



Ness speaks up for cable

"Both innovation and capital formation could be hindered if we too readily apply a [regulatory] regime on nascent broadband services offered by cable companies." Such a move also would put a cloud over wireless and satellite carriers and even digital broadcasters as they provide broadband services, she continued. "Do these all need to be force-fit into a single regulatory regime? I think not," she added. Ness was referring specifically to

recommendations to Congress on how best to ensure that advanced telecommunications services are rolled out rapidly, which the FCC will unveil at its Jan. 28 meeting. But her comments also indicated that she does not favor unbundling requirements as a condition for approving the merger of AT&T and Tele-Communications Inc.

Internet rival America Online has urged the FCC to open up the merged company's broadband network.

Playmates at the high court?

The U.S. Department of Justice will appeal a decision that allows cable operators to air scrambled adult programming 24 hours a day, DoJ told a three-judge federal panel in Wilmington, Del. The panel earlier this month found unconstitutional a part of the 1996 Telecommunications Act that required cable operators to either keep adult programming fully scrambled or air it only between the hours of 10 p.m. and 6 a.m. Congress passed the law because it was concerned about signal "bleed," which allows parts of the scrambled feed to occasionally slip by. The cable operator can solve the problem by adding blocking technology at the customer's request, which the court found was a reasonable way to protect children. The Justice Department was required to file its notice of appeal to the Delaware court by last Tuesday. Its statement is due at the Supreme Court in 60 days.

Cleland takes Commerce mantle

Max Cleland (D-Ga.) is the only new member of the Senate Commerce Committee. He replaces Senator Wendell Ford (D-Ky.), who retired. All Republican members of

the committee remain the same. Senator Fritz Hollings (D-S.C.) continues as ranking member on both the whole committee and the communications subcommittee. Senator Conrad Burns (R-Mont.) stays on as chairman of the communications subcommittee.

McCain's bills debut

Senate Commerce Committee Chairman John McCain (R-Ariz.) last week introduced two broadcast-related bills. One bill would require schools and libraries to add filtering software to all computers used for Internet access if they want to receive a government subsidy on telecommunications services.

The other would ensure that all consumers have free access to financial information, such as stock prices, whether it be by Internet or TV. The latter already is law, but would give the existing statute a "boost," said committee spokeswoman Pia Pialorsi.

Those were the days

The NAB will induct *All in the Family* into its Hall of Fame at NAB '99 in Las Vegas this April. Rob Reiner, Sally Struthers and Jean Stapleton will reunite to accept the award. *All in the Family*, created by Norman Lear and Bud Yorkin, ran on CBS for nine seasons, starting in 1971. It was No. 1 in prime time for five years in a row.

Errata

BROADCASTING & CABLE erroneously reported in its Jan. 18 issue that the National Association of Broadcasters' TV board had voted to maintain its position that the TV station ownership cap should remain at 35% of the national viewing audience. The board did not take a vote, but chose to leave standing its support of the 35% cap officially adopted at the NAB's board meeting in Washington last June. Also, comments on the FCC's new equal-employment-opportunity rules are due Feb. 18, not Feb. 13 as reported.

Raycom finds 'Missing'

Reality show broadens company's sports-laden lineup

By Joe Schlosser

Raycom Sports executives are bringing a full arsenal of weekend syndicated sports programs and specials to NATPE, along with something not generally on Raycom's radar screen.

The syndicator is launching an-hour weekly series for next fall entitled *Missing Without a Trace*, which looks into missing person cases and provides re-enactments through police and eyewitness accounts. *Missing* is hosted by former *Simon and Simon* star Jameson Parker and will work hand in hand with more than 60 missing persons organizations. The show will also feature a

toll-free tip hotline and an additional information Web site.

Raycom executives had originally wanted to bring the series out as a half-hour daily strip, but last week decided to make it a weekly hour.

"We'll walk first, then we'll run," explains Raycom Sports President Ray Warren. "*Missing Without a Trace* might have been a little too ambitious in its first year to just walk out the door as a strip. Everybody seemed to like it as an-hour and the stories lend themselves to that format."

Warren says the series will likely go to a daily format in its second season if all goes as planned this year. Stations and Raycom will each get seven minutes of ad time to sell in the show.

Moving from the missing to the links, Raycom is teaming up with the PGA Tour for a half-hour weekly series designed for "non-golfing golfers." *Get Golf*, which is slated for a January 2000 launch in syndication, will be produced out of the PGA's Orlando, Fla. World Golf Village. The series will explain the rules, etiquette, history and various other golf topics in a fun manner, Warren says. "It will not be a PGA Tour player-driven show as much as it will be a show that is going to have fun with the game of golf. I think we are going to break down some barriers with this show and get non-golfers to be less intimidated by the game." *Get Golf* is available on an 3.5-minute national/3.5-minute local barter ad split.

Also new for next season is another weekend half-hour series called *Sports Edge*. The show, hosted by *USA Today* TV sports columnist Rudy Martzke, will look at the business of professional and major collegiate athletics, both on the field and off. It is available on the same barter basis as *Get Golf*. "I would call it an opinion sports highlight show," Warren says. "Rudy will be talking about what's hot and what's not in the sports world and it will be full of gossip and opinions."

Raycom is also producing six hour *Sporting News Specials* hosted by *Access Hollywood* and former CBS Sports anchor Pat O'Brien. The specials are sold for the weeks leading into the Super Bowl, NCAA basketball's Final Four and four other annual sporting events. The North Carolina-based studio is also bringing back *More Than a Game* for a third season. The half-hour weekly series is hosted by CNN Sports' Fred Hickman and highlights upbeat sports stories. ■



GET WITH THE PROGRAM

By Michael Stroud and Joe Schlosser

The Times Square billboards they are a changin'

NBC plans what it terms its most ambitious media blitz ever for new sweeps miniseries *The 60s*, set to air on Feb. 7 and Feb. 8, including four giant billboards in Times Square. The promotion also includes a co-venture between NBC Enterprises and Mercury Records that will feature a newly recorded version of Bob Dylan's 1964 anthem, *Chimes of Freedom*. The blitz also includes TV, print, and online ads, satellite media tours, skywriters, and promotional tie-ins with Dick Clark on his United Stations syndicated radio show, *Rock, Roll and Remember*.

More Power to them

Fox Kids will air a new version of its *Power Rangers* franchise, *Power Rangers Lost Galaxy*, starting Saturday, Feb. 6, at 9:30 a.m. The new show, with a new cast, marks the 300th episode of *Power Rangers* on the network. *Power Rangers in Space*, which currently airs in the Saturday spot, will continue with its weekday airings. Fox plans to gradually phase out its *Power Rangers in Space*, as it has with other earlier versions of the franchise.

Woody Woodpecker back

Fox plans to revive *The Woody Woodpecker Show* on its Fox Kids network starting May 1. The show will be produced by Universal Cartoon Studios. Characters will be voiced by Billy West, Mark Hamill, Andrea Martin, and B.J. Ward. The series is a fresh take on the Walter Lantz character who was created in 1941 and went on to star in 197 shorts and 350 cartoon shows. Fox will also

unveil a new weekday animated series, *The Magician*, beginning in May 1999. The network didn't give an exact date or time for the launch.

CBS wins week; 'Ally' up

CBS won the week ending Jan. 17 in households and viewers, helped by across-the-board strength in its broadcast, news, and entertainment divisions. CBS chalked up a 10.4 rating/17 share in households, ahead of NBC (9.1/15), ABC (7.6/12), and Fox (6.9/11). In 18-49s, however, CBS was fourth behind NBC, Fox and ABC. Meanwhile, *Ally McBeal* set a personal ratings record on Monday, Jan. 18, helping Fox win the evening among adults 18-49. *Ally* won its time period with a 9.3 rating/21 share, according to Nielsen Media Research. The show is up 37% season-to-date among adults 18-49 and 36% in total viewers.

HDTV headliners

Paramount Domestic Television is bringing out what it is billing as the first syndicated movie package specially formatted for HDTV. Paramount's HD One, consists of 39 titles including the first six *Star Trek* motion pictures, *Fatal Attraction*, *Raiders of the Lost Ark* and the first two *Godfather* films. The package is available in both analog and HDTV formats for a fall 2001-2004 window. Paramount executives will be demonstrating the films in HDTV on the NATPE floor.

Star gazing in New Orleans

The stars will be on the floor at next week's NATPE Conference & Exhibition in New Orleans.

Jenna Elfman and Thomas Gibson

(*Dharma & Greg*) will be appearing at Twentieth Television's booth on Tuesday, Jan. 26. Also that day at the Twentieth booth, Dylan McDermott and Camryn Manheim of *The Practice* and *Forgive or Forget* host Mother Love. King World will have Whoopi Goldberg and Tom Bergeron of *Hollywood Squares* at their booth on Tuesday. On both Tuesday and Wednesday (Jan. 27) Pat Sajak, Vanna White, Alex Trebek and Martin Short will be in and out of King World's booth.

Paramount's NATPE booth will have *Entertainment Tonight's* Mary Hart and Bob Goen, along with *Hard Copy's* Kyle Kraska, talk show hosts Montel Williams and Leeza Gibbons on Tuesday. All those stars will again be at the Paramount booth on Wednesday with the exception of Williams.

Columbia TriStar is also marching out a number of its celebrities in New Orleans, including Tuesday appearances by *Just Shoot Me's* David Spade, *Dawson Creek's* James Van Der Beek and Michelle Williams along with *VIP's* Pamela Anderson Lee. On Wednesday, Anderson Lee, Steve Harvey, Malcolm Jamal Warner and a number of other Columbia standouts will be out and about. Talk show hosts Donny and Marie and Ricki Lake will be at the Columbia booth on both Tuesday and Wednesday.

Eyemark Entertainment's booth will feature a who's who of CBS stars, including Ray Romano, Martha Stewart and Lea Thompson. On Tuesday, Jan. 26, Romano, Doris Roberts and other cast members of *Everybody Loves Raymond* will be on hand. Eyemark's new talk show personality Dr. Joy Browne will be in the booth that day as well, along with *Caroline In the City's* Thompson, James Brolin of *Pensacola: Wings of Gold*, sports anchor George Michael and home improvement guru Bob Vila. On Wednesday, Jan. 27, Howard Stern

and other personalities from his radio show will be at the Eyemark booth, along with Dan Aykroyd of action-series *Psi Factor: Chronicles of the Paranormal* and many of the stars who were in the booth on Tuesday.

Buena Vista Television will have guest appearances from a pair of famous pairs: Regis Philbin and Kathie Lee Gifford, and Gene Siskel and Roger Ebert. Philbin and Gifford will be in New Orleans on Tuesday, Jan. 26, and Siskel and Ebert will drop by on Wednesday, Jan. 27.

Tribune stars on hand will be *Dream Maker* Richard Simmons; Majel Barrett Roddenberry, executive producer of Gene Roddenberry's *Earth: Final Conflict*, and *Soul Train* creator Don Cornelius and host Mystro Clark

Pearson Television will have a number of the syndication studio's top celebrities on hand this week, including *Baywatch* stars David Hasselhoff, Michael Bergin and Brooke Burns. The *Baywatch* stars will be in the Pearson booth on both Tuesday and Wednesday of the conference. Christopher Lowell and Camilla Scott, the hosts of Pearson's upcoming talker *Christopher and Camilla at the Mall*, Michael Burger, host of the returning game show *Match Game*, along with new *Family Feud* host Louie Anderson will be at NATPE, as well. Lorenzo Lamas of *Air America* and Casey Kasem of Pearson's upcoming game *100%* will make appearances as well.

Peter Chung will be signing autographs at the Samsung Entertainment Group booth at NATPE on Wednesday, Jan. 27. Chung, the creator of MTV's animated series *Aeon Flux*, has developed a new fantasy animated series for adults, entitled *Alexander*.

Herzog's animated approach

Despite past successes, new Fox programming chief is ambivalent about cartoons

By Michael Stroud

In his first public outing since taking the top network programming slot, Fox Entertainment President Doug Herzog sketched out a prime time schedule that will continue to lean heavily on animation while attempting to rebuild the network's live-action comedy franchise. Down the line, the former Comedy Central chief executive said, look for some late-night action as Fox looks for an entertainer who can embody the Fox "attitude."

The network could also notch back its reality programming as it seeks more diversity in its prime time lineup, Herzog told attendees at the semi-annual press tour in Pasadena, Calif., last week.

Asked whether Fox could sustain a prime time animated lineup that features two new midseason shows—*The PJs* and *Family Guy*—as well as existing shows *The Simpsons* and *King of the Hill*, Herzog quipped, "We're about to find out."

With *PJs*, Fox has been pleasantly surprised. In its two showings in its

regular Tuesday spot at 8:30 p.m., the program attracted an average of 11.4 million viewers, Fox's best performance ever for the period. The show's premiere on Jan. 10 attracted 21.99 million viewers, making it one of the network's most successful series premieres.

The performance came despite criticism from some observers of the show's comic portrayal of life in public housing projects, including comments from filmmaker Spike Lee, who termed the program "hateful" to black people (The lead character is voiced by Eddie Murphy).

Fox is betting that the off-kilter humor of *Family Guy* (set for a special preview airing after the Super Bowl on Jan. 31) will attract the same audience that supported Fox's other satirical family hits *Simpsons*, *King and Married...with Children*.

For Herzog, who oversaw the runaway success of *South Park* at Comedy Central, animation supplies the distinctive look a show needs to stand out in prime time's crush of programming.

"One of the problems with live action is that they all begin to look alike," he said.

Animation's advantage is that it's cheaper to produce than live-action and "you don't have to worry about Bart Simpson running off and making a movie."

At the same time, Herzog acknowledged that "live action is desperately in need of reinvention," expressing the hope that his lack of experience in the genre would give him a "different perspective" on Fox's live-action programming. Fox's lone live-action half-hour success this season is Sunday night's *That '70s Show*.

He said Fox will continue to air the reality shows that have been so successful for the network, but acknowledged that "probably we're doing too much of it recently."

Herzog also conceded that his new position is "the most dangerous job in television," referring to the fact that none of his recent predecessors have lasted much more than two years. Indeed, his pronouncement that he's



Herzog: "Live action is desperately in need of reinvention."

seeking "fresh, distinctive, groundbreaking" programming was strangely reminiscent of his predecessor Peter Roth's favorite phrase.

Still, he added, "It is an opportunity which is too great to pass up." ■

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STATION BREAK

By Dan Trigoboff

It's ball vs. squall in Memphis

WREG-TV Memphis management knew that interrupting the AFC Championship football game between the Denver Broncos and New York Jets would draw fire from football fans, but they believed that the tornado warnings for part of their viewing audience had to take precedence.

The station reported that there were hundreds of calls from angry fans that Sunday night. The calls got so bad that at one point an anchor asked that viewers stop

calling. "That should not have been done," said News Director Craig Jahelka. "But it was frustrating, and distracting."

The CBS affiliate split the screen between weather and the game and devoted full audio to its weather reporting.

"There was no second thought," said President and General Manager Bob Oeff. The station continued its coverage past the game and preempted the highly rated *60*

Minutes, and, sources at the *New York Times*-owned station suggest, probably lost several thousand dollars in advertising. "We have tornadoes come through here on a fairly regular basis. We've got to warn people. We're their eyes and ears."

"We balanced the game with the storm coverage as best we could," Oeff said. "We tried to explain ourselves, but it just wasn't understandable to a lot of people. The next day, people understood clearly." As it turned out, what began as a warning for one county turned into dangerous conditions for 16 counties within the viewing area; several people died, scores were injured and millions in property damage was caused by the storm.

"I believe we saved some lives," Jahelka said. And as it turns out, he said, what was right was also popular. In addition, overnight ratings showed the viewership rising with the coverage during the game, and remaining high during the *60 Minutes* slot.

Southern California Golden Mikes

KCBS-TV Los Angeles took 15 awards for news reporting in the Radio & TV News Association's Golden Mike Awards. Among the prizes was one for its investigative report on unsanitary conditions in area restaurants.

KTTV(TV) Los Angeles won the award for best hour-long nightly newscast, and KNSD(TV) San Diego won for best half-hour. KCAL-TV won for best daytime newscast. RTNA is an association of Southern California news organizations.

In the category for smaller news departments, KVEA-TV won seven awards, while Spanish-language rival KMEX-TV won the award for best newscast among five awards overall.

Meet him (Pavarotti) in St. Louis

A select group of about 300 opera lovers will get to spend "An Evening With Pavarotti"—and \$500 a ticket—when the legendary tenor comes to St. Louis next month. The package for the KEIC(TV) fund-raiser includes a cocktail party prior to Pavarotti's St. Louis concert, transportation to the show, a good seat and a dinner-reception after the concert to meet and mingle with Luciano.

Pavarotti has said this will be his last concert tour.

Salt Lake shooting victim still critical

Anne Sleater, the AT&T employee shot Jan. 14 when an armed woman went on a shooting spree at KSL-TV Salt Lake City was in critical condition last week, upgraded slightly from extremely critical. Doctors said the 30-year old Sleater had stabilized after being shot in the head.

Sleater, who had just returned from maternity leave, was shot after the attacker had scattered workers at the lower floors of the Triad Center and failed to get into the KSL-TV newsroom. AT&T colleagues have set up a fund for Sleater's hospital expenses.

San Antonio station honored

The San Antonio chapter of the Public Relations Society of America gave its first-ever Community Service Award to KMOL-TV for its coverage of the 1998 area floods. Cited was the Chris Craft-owned NBC affiliate's decision to broadcast flood news over other programming—and advertising—to keep the public informed. The station has also been involved in fund-raising for flood relief.

All news is local. Contact Dan Trigoboff at (301) 260-0923, fax, (202) 429-0651, or e-mail to dtrig@erols.com

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JANUARY 11-17

Broadcast network prime-time ratings according to Nielsen Media Research



PEOPLE'S CHOICE

The Wednesday premiere of '60 Minutes II' was hardly too much of a good thing, landing in the top 10 and helping CBS win Week 17.

Week 17	abc	CBS	NBC	FOX	U/P/N	UPN	
	10.3/16	9.8/15	6.9/10	8.2/12	1.4/2	4.1/6	
MONDAY	8:00	27. Cosby 10.0/15	59. Suddenly Susan 7.2/11	74. Melrose Place 6.1/9	115. Malcolm & Eddie 1.5/2	87. 7th Heaven 4.7/7	
	8:30	17. King of Queens 10.5/15	68. Caroline in/City 6.9/10		118. Guys Like Us 1.3/2		
	9:00	20. American Music Awards 10.3/16	11. Ev Lvs Raymd 11.6/17	80. Mad About You 5.6/8	20. Ally McBeal 10.3/15	117. Malcolm & Eddie 1.4/2	97. 7th Heaven 3.5/5
	9:30		17. Becker 10.5/15	91. Working 4.2/6		118. DiResta 1.3/2	
	10:00		50. L.A. Doctors 8.0/13	42. Dateline NBC 8.8/14			
	9.8/15	10.0/16	9.5/15	6.7/10	1.8/3	3.3/5	
TUESDAY	8:00	29. Home Imprvmt 9.6/15	12. JAG 11.2/17	49. 3rd Rock fr/Sun 8.1/13	79. King of the Hill 5.7/9	105. Moesha 2.4/4	91. Buffy the Vampire Slayer 4.2/7
	8:30	47. The Hughleys 8.2/13		53. NewsRadio 7.8/12	59. PJs 7.2/11	113. Clueless 1.7/3	
	9:00	33. Spin City 9.4/14	33. CBS Tuesday Movie—Family of Cops III 9.4/15	20. Just Shoot Me 10.3/16	71. Guinness World Records 6.8/11	114. Am Greatest Pets 1.6/2	107. Felicity 2.3/4
	9:30	50. Sports Night 8.0/12		29. Will & Grace 9.6/15		115. Am Greatest Pets 1.5/2	
	10:00	9. NYPD Blue 11.7/19		16. Dateline NBC 10.7/18			
	9.6/15	10.1/16	8.6/13	7.4/11	2.3/4	4.4/7	
WEDNESDAY	8:00	29. Dharma & Greg 9.6/15	25. JAG 10.1/15	42. Dateline NBC 8.8/13	65. Beverly Hills 90210 7.1/11	111. 7 Days 1.8/3	88. Dawson's Creek 4.5/7
	8:30	36. Two Guys, a Girl 9.1/14					
	9:00	14. Drew Carey 11.1/16	8. 60 Minutes II* 12.3/18	84. Lateline 5.1/8	57. Party of Five 7.9/12	101. Star Trek: Voyager 2.9/4	101. Charmed 4.2/6
	9:30	35. Whose Line Is It 9.3/14		82. Encore! Encore! 5.3/8			
	10:00	36. 20/20 9.1/15	53. Chicago Hope 7.8/13	9. Law & Order 11.7/20			
	4.8/8	9.1/14	14.1/22	6.9/10	2.1/3	3.4/5	
THURSDAY	8:00	78. Vengeance Unlimited 5.8/9	32. Promised Land 9.5/14	3. Friends 15.6/24	59. World's Wildest Police Videos 7.2/11	109. UPN Thursday Night Movie—The Darwin Conspiracy 2.1/3	99. Wayans Bros. 3.3/5
	8:30			6. Jesse 13.8/20			98. Jamie Foxx 3.4/5
	9:00	88. Cupid 4.5/7		5. Frasier 14.3/21	72. Fox Files 6.7/10		96. Steve Harvey 3.6/5
	9:30			15. Lateline 11.0/17			100. For Your Love 3.2/5
	10:00	90. ABC News: Crime & Justice 4.3/7	46. 48 Hours 8.3/14	4. ER 14.8/25			
	8.3/14	8.3/14	9.7/17	4.7/8	1.5/3		
FRIDAY	8:00	59. Two of a Kind 7.2/12	40. Kids/Darndest 8.9/15	12. Providence 11.2/19	91. Brimstone 4.2/7	118. Legacy 1.3/2	
	8:30	68. Boy Meets Wrld 6.9/11	44. Candid Camera 8.4/14				
	9:00	44. Sabrina/Witch 8.4/14	65. Magnificent Seven 7.1/12	24. Dateline NBC 10.2/17	82. Millennium 5.3/9	111. Love Boat: The Next Wave 1.8/3	
	9:30	59. Brother's Keepr 7.2/12					
	10:00	25. 20/20 10.1/18	36. Nash Bridges 9.1/16	55. Homicide: Life on the Street 7.7/14			
	3.7/7	7.9/14	5.8/10	6.8/12			
SATURDAY	8:00	95. ABC Saturday Night Movie—Tom and Huck 4.1/7	73. Early Edition 6.5/12	84. The Pretender 5.1/9	77. Cops 6.0/11		
	8:30				59. Cops 7.2/13		
	9:00		68. Martial Law 6.9/12	74. The Pretender 6.1/11	67. AMW: America Fights Back 7.0/12		
	9:30						
	10:00	102. Fantasy Island 2.7/5	20. Walker, Texas Ranger 10.3/19	74. Profiler 6.1/11			
	7.1/11	15.9/25	9.2/14	7.4/11		2.4/4	
SUNDAY	7:00	81. Wonderful World of Disney—Selma, Lord, Selma 5.4/8	(nr) AFC Chmpnshp 29.6/48	58. Dateline NBC 7.3/12	86. World's Funniest! 4.8/8		109. 7th Heaven Beginnings 2.1/3
	7:30		1. AFC Postgame 19.6/33		40. The Simpsons 8.9/14		108. Sister, Sister 2.2/3
	8:00		2. 60 Minutes 17.6/27		55. That '70s Show 7.7/12		102. The Smart Guy 2.7/4
	8:30				36. The X-Files 9.1/14		102. Zoe, Duncan, Jk* 2.7/4
	9:00	50. 20/20 8.0/12	7. Touched by an Angel 12.8/20	19. NBC Sunday Night Movie—The Fugitive 10.4/16			105. Unhap Ever After 2.4/4
	7.6/12	10.4/17	9.1/15	6.9/11	1.8/3	3.4/5	
WEEK AVG	7.6/12	10.4/17	9.1/15	6.9/11	1.8/3	3.4/5	
STD AVG	8.5/14	9.2/15	8.8/15	7.1/12	2.0/3	3.2/5	

KEY: RANKING/SHOW TITLE/PROGRAM RATING/SHARE
 • TOP TEN SHOWS OF THE WEEK ARE NUMBERED IN RED
 • TELEVISION UNIVERSE ESTIMATED AT 99.4 MILLION HOUSEHOLDS; ONE RATINGS POINT IS EQUAL TO 994,000 TV HOMES • YELLOW TINT IS WINNER OF TIME SLOT • (NR)=NOT RANKED; RATING/SHARE ESTIMATED FOR PERIOD SHOWN • *PREMIERE • SOURCES: NIELSEN MEDIA RESEARCH, CBS RESEARCH • GRAPHIC BY KENNETH RAY

Discovery's big stretch

Flurry of new networks leaves Hendricks with huge financial commitments

By John M. Higgins

In a meeting of cable executives in December, John Hendricks started teasing Nick Davatzes, chairman of A&E Networks. Two weeks earlier, Davatzes had used his two networks, A&E and The History Channel, to spawn two new digital cable networks, Biography Channel and History Channel International.

Discovery Communications Inc. chairman Hendricks feigned contempt. "Only two?" a participant in the meeting quoted Hendricks as saying. "I could have gotten at least seven out of those."

That's only half-joking. Hendricks is arguably the most aggressive programmer in the cable business. Discovery's management seemingly pulls plans for new digital cable services out of the air, splintering his existing channels into eight new services crafted to deal with the unfavorable economics of the digital game.

But Discovery is also aggressively pursuing the more desirable—and expensive—real estate of analog channels. And it's ready to pay operators fat launch fees to secure that space. That leaves the company ready to sink \$250 million to \$350 million each into two, perhaps three, conventional analog channels, including a hugely expensive health network that had been in the company's digital lineup and The Travel Channel.

It's a big stretch, even for a management team regarded as highly in the industry as DCI's. The company is placing a tremendous range of bets on the table, more than any its peers are willing to take. DCI wants to dominate what Hendricks calls "non-fiction programming."

Industry and Wall Street executives are bullish about Discovery's expansion, despite the expense. "They have to grab the shelf space now while it's there," said Merrill Lynch & Co. media analyst Jessica Reif Cohen.

Up in the air is how it will position Discovery People, the rechristened Eye On People that CBS started two years ago, then exited in December.

Those come on top of a foray into the difficult game of retailing, with up to 110 Discovery Stores and continuing support of an overseas network push that remains in the red after seven years.

And that goes beyond Discovery Channel's core nature and science documentaries to adventure vacations, biographical magazines and science.

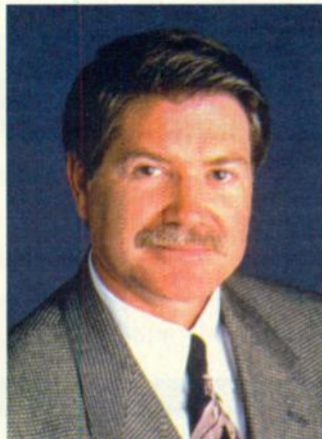
Hendricks and the media companies

that have long backed Discovery acknowledge that the plans are a challenge, but no one is expressing concern about an operation that has made few major missteps.

"It's a good question," said Hendricks. "Are you stretched management-wise and secondly, do you have the financial resources? So far we feel pretty good about it."

DCI's owners acknowledge they've considered whether the programmer can handle the expensive creation of new networks.

"We feel that these others are opportunities we need to move on," said Robert Miron, president of Newhouse Broadcasting, which owns 25% of DCI. "If you wait four years until I can absolutely be 100% ready, the opportunities won't be there. Just the analog channels alone will consume a huge amount of capital. DCI's debt load doubled to \$600 million in 1997, then jumped about 67% to \$1



Hendricks: "We would love to launch services without launch support."

partners has ever taken any cash out. The investors would rather see Hendricks reinvest.

If Hendricks' plans all jell, DCI could well meet its goal of doubling its \$9 billion in five years.

Meanwhile, DCI's network ventures suck up much cash because of "launch support"—cash payments to operators launching the start-up service within a certain time frame.

Shortly after News Corp. chairman Rupert Murdoch shocked the industry in 1995 by offering operators \$13.88 per subscriber for launching his start-up Fox News Channel, Discovery quickly followed suit, offering \$5-\$7 per sub to systems picking up Animal Planet.

Fortunately for programmers, that lower range has become the norm. But it's still hugely expensive. In the early 1990s, the rule of thumb was that a start-up network would have to spend

it has become too valuable. Many systems have little capacity and are using digital compression to expand capacity. But fewer than 20% are expected to ever sign up for digital, meaning that a network will have great difficulty generating ad sales from the limited viewership.

Despite entrepreneurs who contend they can create an analog channel for \$50 million or so, Hendricks believes it now requires at least \$250 million.

And driving distribution gives DCI a bigger kick from advertisers who avoid the smallest networks.

But that still leaves DCI with a big tab. The three-year-old Animal Planet will have cost \$250 million by the time it hits breakeven, which is expected to happen next year. That's what it cost to buy failing The Learning Channel in 1991 and turn it around without major launch fees. Discovery Health is going to cost \$300 million-\$350 million, partly because medical information goes stale fast so the net can't rely as heavily on old library programming. Discovery Health plans to spread the capital risk by sell equity, most likely to cable operators.

The Travel Channel will cost less, but not that much less—around \$270 million. Partnered with 30%-owner Paxson Communications Corp., DCI is funding a rollout with a \$5 launch fee plus a programming overhaul.

Discovery People is still a question. CBS sold it to DCI last month for about \$40 million. The network came with 10 million analog subscribers. Keeping it analog, the network will require another \$200 million.

The digital channels have to be kept cheaper—\$5 million each per year. That's because the rollout is slow and some analysts expect only 20% or so of subscribers to actually pay up for digital tiers.

That starves ad sales and license fee revenue.

But even doing it on the cheap isn't cheap for DCI. It has eight digital channels in the works including Discovery Kids Channel, Discovery Science Channel, Discovery Home & Leisure Channel, Discovery Civilization Channel, Discovery Wings Channel.

Much of the programming is drawn from DCI's existing library that has been shown on Discovery or TLC over the years.

Still, Hendricks is respectful of the size of the management commitments he's making. "The cheapest channel that I launched was Discovery," he said. "It's a crime to think that it only took \$25 million to get to breakeven." ■

Bets on the table

Discovery People	Bought from CBS for est. \$40M; could require another \$50M as a digital channel, another \$200M as analog
Travel Channel	Bought majority stake from Paxson for \$20M; requires \$250M-plus
Discovery Health	Startup; needs up to \$350M
Discovery Stores	Paid \$20M for Nature Co.; losses, conversion of 110 stores plus openings could consume \$110M more
Digital Networks	Eight startups; \$40M per year

Source: Discovery Communications; CS First Boston; Broadcasting & Cable estimates

billion last year and is expected to hit \$1.3 billion in 1999.

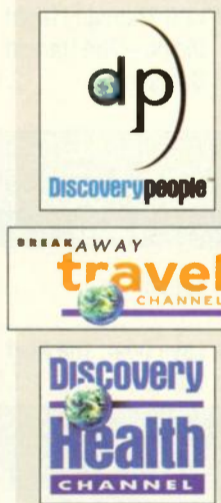
Still, that's not huge given the \$372 million in cash flow CS First Boston media analyst Laura Martin estimates comes out of DCI's core network this year. Another analyst said start-up costs and launch fees will eat up a lot of those profits, but expansion can be slowed if the debt ever became a problem.

Discovery's partners clearly want to see expansion because their profits so far have been huge. Since rescuing Hendricks' failing operation—started as Cable Education Networks in 1987—Cox Communications Inc., Newhouse Broadcasting and Tele-Communications Inc. have seen their \$140 million investment increase in value 64-fold, to an estimated \$9 billion. None of the

\$100 million-\$125 million over five years or so on programming and operations before becoming profitable and self-sustaining. A \$5 launch fee means that a network trying to hit 25 million subscribers has to cough up \$125 million practically in its first year—and that's without even putting an hour of programming on the air.

DCI is both willing and able to pay because of the anticipated \$300 million cash flow from its core Discovery Channel this year. "We would love to launch services without launch support," Hendricks said. Before committing to such heavy spending on a new network, Discovery execs ask each other, "Is the service so compelling?" Hendricks said.

But so many networks are clawing for a channel slot that the system capac-



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Indecision in Denver

New proposals muddy waters on unbundling issue; inaction, not votes, might decide

By Price Colman

Going into a key meeting last week, Denver officials were on the verge of deciding whether to impose an open-access requirement on AT&T-TCI as a condition of their merger.

Opponents and proponents of open access, or unbundling as it's sometimes called, are eagerly awaiting a decision. On several fronts, they consider Denver's decision a potential bellwether for the nation.

First, Denver is home to TCI, which has pushed to prevent unbundling in its 112,000-subscriber franchise while fending off claims that the pending AT&T merger would create a monopoly.

On the other side is US West, also headquartered in Denver. As an unbundling advocate, it too has mounted a massive lobbying effort to open access to the AT&T-TCI network.

Secondly, Denver's decision will either confirm or counter Portland, Ore.'s, and surrounding Multnomah County's imposition of an open-access condition. So far, the Oregon jurisdictions are the only ones to impose unbundling.

Now, however, several 11th hour proposals and extensive point-counterpoint discussion in Denver have served only to muddy the waters.

Consequently, an ordinance approving transfer of TCI's subscriber Denver cable system to AT&T—with or without an unbundling provision—sits in legislative drydock.

The delay also raises the specter that the transfer—a key step in AT&T-TCI's merger plans—could be decided by default. The full 13-member council didn't meet the original 120-day dead-



Arguing for the transfer of TCI's Denver franchise to AT&T, TCI's Joe Stackhouse (l.) said the AT&T/TCI merger would bring a competitive telephone service to the city. Telcom consultant Susan Herman argued for open access.

line (Jan. 15) to vote on the transfer.

TCI already has granted one extension and will approve an additional extension to Feb. 9, a TCI executive said. But AT&T-TCI won't accept any more delays, fearing that would interfere with timetables for publishing merger-related proxies and conducting twin Feb. 17 shareholder votes on the merger.

Meanwhile, the Denver City Council's Public Works and Amenities committee has scheduled another work session for Wednesday (Jan. 27).

If that meeting fails to yield an ordi-



■ A tentative amendment from the city attorney's office that would enable taxation of certain e-commerce transactions.

■ Removal of all Internet service references from the transfer ordinance.

Assurances from TCI and AT&T did little to ease some council members' fears that the merged companies would block consumers' ability to use other Internet or online service providers. There were also concerns that At Home—the high-speed Internet service company owned by TCI and several other MSOs—would become a de facto monopoly and charge an onerous price for its service.

During the meeting, Denver officials conducted a teleconference with officials from other franchising jurisdictions including Dallas and Portland. Dallas Mayor Pro-tem Mary Poss said her city didn't impose an unbundling provision because, "We felt like we did not have legal authority to impose the condition." David Olson, director of cable and franchising for Portland and surrounding Multnomah County, said those jurisdictions imposed unbundling because, "In the absence of a federal pre-emption to attach this (condition) to the transfer, we were free to go ahead and do the right thing. And the right thing was open access to the cable platform."

US West which has spearheaded the unbundling push in Denver was conspicuously quiet at last week's work session. Other open-access proponents said that without such a condition, their businesses could wither and die.

"The broadband network changes the whole marketplace," said Mary Beth Vitale, a former AT&T executive who recently took the helm at Rocky Mountain Internet, a local Internet service provider (ISP). "To compete would be almost impossible at the same price point out there today. For small, medium and large ISPs to build [a broadband] network would be almost impossible."

TCI and AT&T officials stuck to their guns, contending that the merger will offer more, not less, choice on the high-speed Internet access front as the companies spend \$200 million in upgrades on the Denver network to allow launch of At Home. Moreover, the merger will bring about long-awaited competition on the local telephony front, said Joe Stackhouse, manager of TCI's Denver-area franchises encompassing 445,000 subscribers.

"Currently, US West has more than 98% of the local phone market," Stackhouse said. "[Post merger] for the first time, you will have facilities-based local phone competition. Competition results in exactly what customers want. When long distance became competitive, rates dropped over 30%. When wireless became competitive, rates dropped more than 80%."

nance that the committee can take to the full city council, there may be insufficient time for an official vote on the transfer. Under that scenario, the franchise transfer would pass by default and without amendments.

The committee's inaction has frustrated at least one member.

"I hope no one in this room thinks you're going to get high-speed broadband service for the same amount of money as a narrowband service," declared council member Ted Hackworth. "If we allow [AT&T-TCI] to come in and provide competitive telephone service, you have the chance to see whether you can get a better deal from AT&T-TCI broadband data service."

"The only way to benefit Denver constituents is through competitive service."

Earlier this month, council member Debbie Ortega introduced an unbundling amendment, largely drafted by US West and other unbundling proponents, to the transfer ordinance. Dean Smits, the city's top cable regulator, has recommended approving the transfer without an unbundling provision.

At last week's work session, more changes were proposed. Among them:



CABLE'S TOP 25

PEOPLE'S CHOICE

Lifetime's presentation of 'Blind Faith' took two spots in the top 25 last week, ranking Nos. 10 and 17, respectively.

Following are the top 25 basic cable programs for the week of Jan. 11-17, 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. Sources: Nielsen Media Research, Turner Entertainment.

Rank	Program	Network	Day	Time	Duration	Rating Cable	U.S.	HHs (000)	Cable Share
1	WCW Monday Nitro	TNT	Mon	8:00P	60	5.9	4.4	4412	8.2
2	WWF Wrestling	USA	Mon	10:00P	65	5.5	4.2	4164	8.6
2	WWF Wrestling	USA	Mon	9:00P	60	5.5	4.1	4105	7.4
4	WCW Monday Nitro	TNT	Mon	9:00P	60	4.9	3.7	3685	6.7
5	WCW Monday Nitro	TNT	Mon	10:00P	68	4.3	3.2	3230	6.7
6	WCW Thunder	TBS	Thu	9:05P	62	4.2	3.3	3232	6.2
6	Movie: 'Hit & Run'	LIF	Mon	9:00P	120	4.2	3.1	3092	6.1
8	WWF Wrestling	USA	Sun	7:00P	60	3.9	2.9	2897	5.9
9	WCW Thunder	TBS	Thu	8:05P	60	3.5	2.7	2710	5.3
10	Rugrats	NICK	Thu	7:30P	30	3.3	2.5	2476	5
10	Movie: 'Blind Faith, Part II'	LIF	Sat	6:00P	120	3	2.4	2433	6.4
12	Rugrats	NICK	Sat	8:00P	30	3.2	2.4	2356	5.5
12	South Park	CMDY	Wed	10:00P	30	3.2	1.8	1805	4.9
14	Sat Nicktoons TV	NICK	Sat	10:00A	30	3.1	2.3	2321	9.2
14	Rugrats	NICK	Mon	7:30P	30	3.1	2.3	2308	4.7
14	South Park	CMDY	Wed	10:30P	30	3.1	1.8	1762	5.2
17	Movie: 'Blind Faith, Part I'	LIF	Sat	4:00P	120	3	2.2	2230	7.1
17	Walker, Texas Ranger	USA	Mon	8:00P	60	3	2.2	2229	4.1
17	Movie: 'Hit & Run'	LIF	Thu	9:00P	120	3	2.2	2221	4.6
17	Rugrats	NICK	Wed	7:30P	30	3	2.2	2218	4.7
17	Walker, Texas Ranger	USA	Thu	8:00P	60	3	2.2	2217	4.2
17	Rugrats	NICK	Tue	7:30P	30	3	2.2	2213	4.7
17	Hey Arnold	NICK	Wed	8:00P	30	3	2.2	2191	4.3
24	Rugrats	NICK	Fri	7:30P	30	2.9	2.1	2152	4.9
24	Wild Thornberrys	NICK	Thu	8:00P	30	2.9	2.1	2142	4.2
24	All That	NICK	Sat	8:30P	30	2.9	2.1	2141	4.9

TCI's policy point man

David Krone is a moving target, lobbying against unbundling

By Price Coleman

In David Krone, cable giant TCI has a slugger with a heck of a batting average on the road.

Krone, 32, is emblematic of TCI's young-turk cadre—youthful yet experienced, diplomatically adept and plugged in. As the MSO's Washington-based point man with federal lawmakers and regulators, Krone epitomizes a TCI that's evolving into a politically savvy organization under the guidance of Leo Hindery.

At one time, Krone's primary responsibility was riding herd on the Beltway beat. But these days, he's increasingly occupied with action at the local franchising level, going coast to coast as the AT&T/TCI merger heads for the wire.

TCI has about 4,400 domestic franchises, but less than a quarter of them—969—are entitled to vote on franchise transfers or changes of control. TCI has obtained such consents, either implicitly or explicitly, from more than 800. Thus far, only Port-

land, Ore., and surrounding Multnomah County have rejected the franchise transfer. The rationale: TCI and AT&T refused to accept the Oregon lawmakers' requirement that their cable modem network be opened to competitors. (In an expected legal maneuver, AT&T/TCI last week asked the U.S. District Court in Oregon to decide whether local officials can impose unbundling.)

The action by Oregon officials has heightened awareness of open access, or Internet unbundling, as it's sometimes known. That greater awareness is translating into an even heavier road schedule for Krone, who was called in late last year to help salvage TCI's local outreach on the issue. A number of other franchise jurisdictions, including Denver, Los Angeles, Seattle, San Francisco and Oakland, Calif., are mulling imposition of unbundling.

"A place like Portland, where obviously staff didn't agree with us and council didn't agree with us—you know what? That's fine," Krone says.

"We'll go forward. We're a little confused by their decision. But for every Portland, there's a Dallas, a Connecticut, a Chicago.

"What I'm doing now, it's no magic wand. It's just shoe leather. We can't wait for the cities to invite us in. The other side has a story to tell; we have a story to tell. I'm comfortable that we have a persuasive argument."

The argument varies slightly from city to city, but the essential elements are: The AT&T/TCI merger will bring more, not less, choice for a range of telephone and data services; consumers will benefit as competition puts downward pressure on prices; and the merger will produce the first real competition for regional Bell companies.

When pressed, TCI and AT&T will also contend that, under federal telecom law, local officials aren't empowered to impose unbundling. The rationale is that unbundling is a public policy issue and not part of the fairly narrow legal, technical and financial criteria local authorities can consider

in voting on franchise transfers.

Krone's initial involvement with TCI came in 1991 when Morganton, N.C., threatened to revoke TCI's franchise and replace it with a municipal cable system. Krone led TCI's effort to take the issue to referendum—a vote TCI ultimately lost. But Krone's credibility with the MSO was established. After working for TCI on and off for a couple of years, Krone took over Washington lobbying duties in 1994 under Robert Thomson, who last year left TCI.

A self-professed politics junkie who worked on Rep. Richard Gephardt's Democratic presidential campaign, Krone at one time had his eye on Stanford Law School after graduating from Penn State in 1989 with a degree in political science. "My poor mother is still wondering when I'm going to go to law school, when I'm going to finish what I started," he says.

For now, however, the AT&T/TCI merger commands his attention. "This takes precedence over everything—making sure regulatory agencies have the information they need to make the decisions we hope they'll make on this merger," he says. "The one thing I have taken up passionately is golf. But I'm the only schmuck who shows up in Miami with no shorts and no suntan lotion." ■



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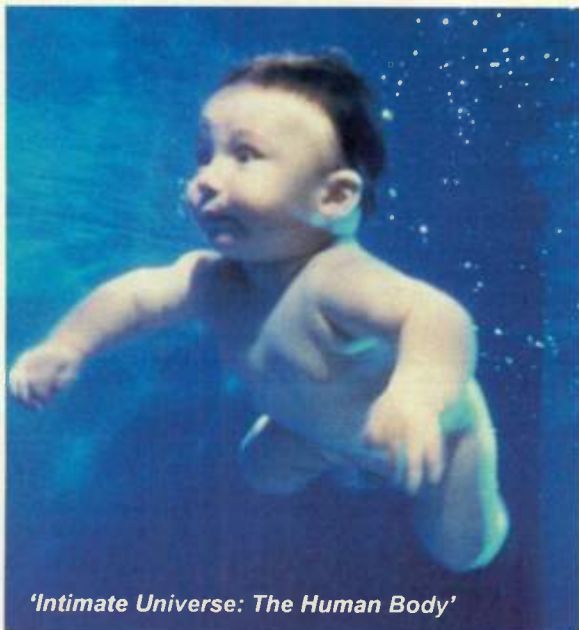
Critics tour gets look at specials ranging from murder to birth to adventure

by Donna Petrozello

Increasingly, real-life events are being used to win viewers. Last week's television critics tour in Pasadena, Calif. offered first looks at the times of our lives. For more cable offerings, see Top of the Week.

Discovery Networks

Discovery Networks will debut later this month on Discovery Channel a strand of topical news documentaries with *Headline Discovery*, a series of specials that will examine the lesser-reported stories behind topical news events. The first episode of the series,



'Intimate Universe: The Human Body'

A Murder in Texas: Hate on Trial, premieres Jan. 25 at 10 p.m. on Discovery Channel and examines the white supremacy movement in the U.S. against the backdrop of the murder trial of three white men. The victim, James Byrd Jr., an African American man, resided in Jasper, Texas. Discovery Channel general manager Mike Quattrone added that Discovery will mark its first global broadcast on March 14 at 9 p.m. when it delivers its original documentary *Cleopatra's Palace* in 142 countries and 23 languages.

Discovery also announced an eight-part miniseries, *Intimate Universe: The Human Body*, which premieres on The Learning Channel April 18 at 9 p.m. ET. The series documents seven stages of life in human biology from birth to death, with graphic film techniques using medical imaging technology and time-lapse photography.

Discovery also says it has ordered another 26 episodes of the series *Emergency Vets* for Animal Planet. In other presentations, Discovery announced the new series *Phil Keoghan's Adventure Crazy* for Travel Channel, starting in April. Discovery also mentioned programming for BBC America, a digital cable channel Discovery launched in

partnership with the BBC last March. BBC America will add the British-based *The Mrs. Bradley Mysteries* series, starting in March.

TNN

The Nashville Network embarks this year on an ambitious 13-part documentary series, *Century of Country*, which celebrates country music artists from the 1920s to the present in a comprehensive program that looks at the places where country music has thrived, and country's impact on pop music and pop culture in recent years. The series is a joint production between TNN and CBS News. It premieres March 31. James Garner hosts.

TNN also has ordered new episodes of its weekly prime time series, *The George Jones Show*. TNN programming vice president Brian Hughes says Jones' show has boosted TNN's primetime household delivery 20% in the past year. Jones, who chats up weekly guests from Merle Haggard to Waylon Jennings, says his experience with the series can be described in the title of the series theme song, *It Don't Get any Better Than This*. "Country music is religion to me,"

said Jones. "I think I'll come back in 100 years and do this all over again."

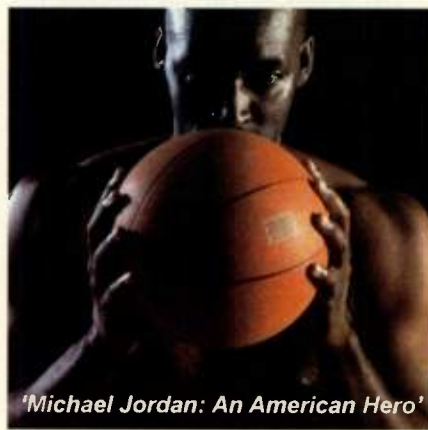
In other news, TNN has acquired the series *Woman's Day* with Phyllis George from PaxNet and plans to add the show in daytime beginning in March. George's show will anchor a new daytime block for TNN. Another element of that block will be *Your Home Studio*, a home-decorating series that debuts at 2 p.m. March 1. TNN also introduced *RollerJam* on Jan. 15 from Orlando, Fla. The series will air Fridays at 8 p.m.



'Century of Country'

Fox Family Channel

Fox Family Channel President Rich Cronin tackled much softer questions from TV critics at the TCA Tour in Pasadena, Calif., last week than he did last July when critics hammered Cronin and Fox Family Chairman Haim Saban for transforming the non-controversial Family Channel into a destination for edgy family fare.



'Michael Jordan: An American Hero'

Last week, Cronin unveiled one of Fox Family Channel's large-scale original movies, *Michael Jordan: An American Hero*, slated to debut April 18. The movie dramatizes the NBA legend's life, though it is an unauthorized account based on a book about Jordan and various interviews. Jordan, who has guarded his right to privacy for years, did not support the project. The movie stars Debbie Allen as Jordan's mother, Robin Givens as his wife and Michael Jace as Jordan. Allen countered questions about whether she felt awkward making a movie about Jordan that he did not endorse. "It's always a little awkward whenever you're portraying anyone who is walking and living and breathing," said Allen. "And there were moments of pause because Michael is a very private person. But it's a very positive portrayal."

Cronin also unveiled two new, live-action series for Fox Family Channel. The first, *Big Wolf on Campus*, is about a high school jock who is bitten by a werewolf, dooming himself to lupine transformation at random moments. The second series, *Misguided Angels*, is about two wayward cherubs who band together to regain admittance into Heaven. Cronin also discussed *The Boyz Channel* and *The Girlz*

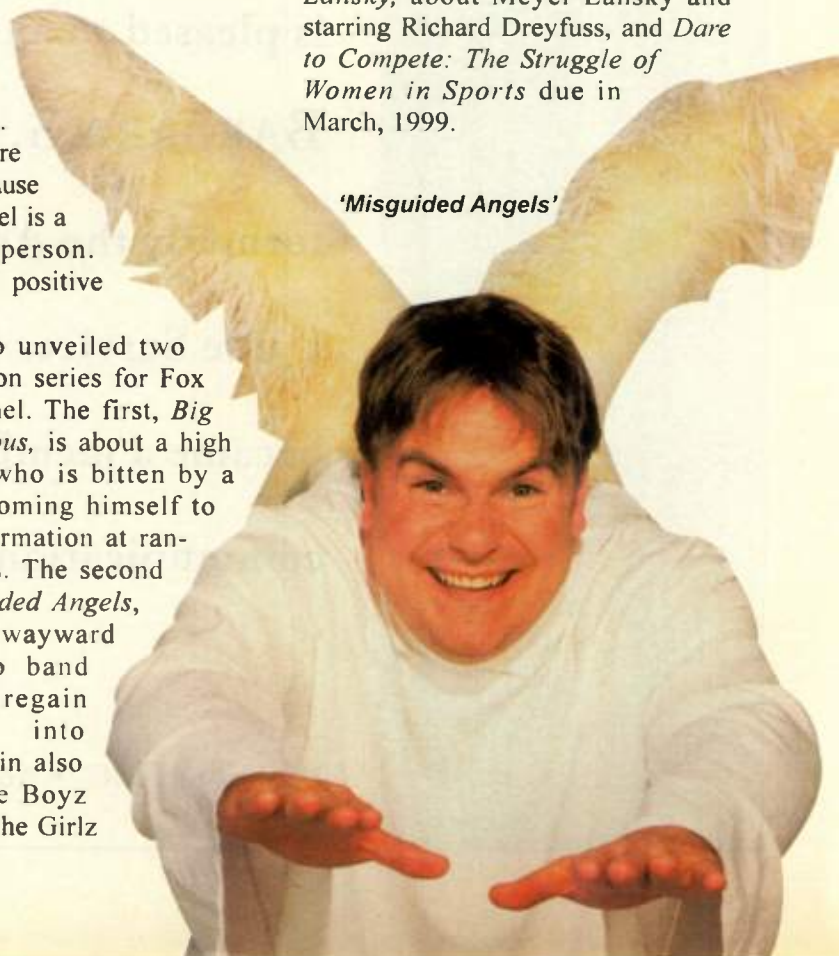
Channel, two digital offerings Fox Family plans to serve up later this year.

HBO

HBO Chairman Jeff Bewkes told TV critics on the TCA Tour in Pasadena last week that HBO has ordered another season of *The Sopranos*, HBO's newest series about a Mob boss's struggle with his job, family and sense of justice. *Sopranos* creator David Chase explained the overwhelmingly positive response from viewers and critics to the series to be "one of fascination" with portrayals of Mafia bosses.

"These are wiseguys who get what they want and act out their fantasies," said Chase. He dismissed critics' charges that Italian-Americans may find negative stereotypes within the show. "I've only seen three letters" that complain about the series' portrayal of Italians," said Chase. *Sopranos* star James Gandolfini added that New Jersey residents living in Kearney and Newark where the show is shot "love it. They get to see their town. And, I mean, how often do people shoot in Kearney?"

HBO also has renewed *Sex and the City*, a series it debuted last summer about single women's dating lives in New York. HBO's original movie slate for the spring includes *Earthly Possessions*, a movie based on the Anne Tyler book starring Susan Sarandon, and *The Jack Bull*, a Western starring John Cusack and John Goodman and written by Cusack's father, Dick. "Other original movies include *A Lesson Before Dying*, based on the novel by Ernest Gaines, *Lansky*, about Meyer Lansky and starring Richard Dreyfuss, and *Dare to Compete: The Struggle of Women in Sports* due in March, 1999.



'Misguided Angels'

Bravo/The Independent Film Channel

Satiric documentary filmmaker Michael Moore previewed his upcoming Bravo series *The Awful Truth* earlier this week. The series is set to premiere on Bravo April 11 with segments such as *Beat The Rich*, in which Moore compares the knowledge of upper-crust shoppers and dwellers of Manhattan's Upper East Side against that of downtown Pittsburgh residents about things such as the cost to "super size" a meal at McDonald's and how to handle a leaky toilet.

Bravo devotes two hours to profile director Steven Spielberg in an upcoming extended episode of its signature series *Inside the Actor's Studio*, coming up this spring.

Later this month, Bravo's sister channel, The Independent Film Channel, presents an original documentary, *In Bad Taste: The John Waters Story*, profiling the bad boy and original filmmaker in a primetime presentation January 29. IFC also airs its first miniseries next June, a \$20 million, eight-hour co-production retelling *The Count of Monte Cristo*.

History Channel/Arts & Entertainment Network

Arts & Entertainment Network Executive Vice President and General Manager Brooke Bailey Johnson welcomed CBS *This Morning* anchor and journalist Harry Smith to A&E to host A&E's *Biography* series. Smith makes his on-air debut in March, said Johnson. *Biography*'s current co-anchors Peter Graves and Jack Perkins will still contribute. Smith said A&E pursued him "for a long time" and noted that he's "leaving CBS for good."

In other news, Johnson reaffirmed A&E's commitment to original movie adaptations of literary classics. In March, A&E presents a miniseries in three two-hour segments based on *The Scarlet Pimpernel*, a co-production with the BBC. Then in April comes another miniseries—this one in four two-hour segments—based on *Horatio Hornblower*, from the seafaring tales by C.S. Forester. Later this year, the network debuts an original movie, *Dash and Lilly*, directed by actress Kathy Bates. It tells of the love affair between authors Dashiell Hammett and Lillian Hellman.

On April 12, History Channel kicks

off its 15-and-a-half-hour documentary, *The Century: America's Time*, chronicling political, social and technological upheaval during the 20th century. The series runs through April 30 and is hosted by ABC News anchor Peter Jennings. Next month, History Channel celebrates Black History Month by premiering four documentary specials, among other themed programming. One of the specials, *The Port Chicago Mutiny*, recounts the death of 200 African American Navy men and the mutiny that ensued.

Turner Broadcasting System

CNN expands its CNN Newsstand franchise through a partnership with *People* magazine to present *NewsStand People Profiles*. The weekly series will air March 23 through June 1 and will profile 10 of *People* magazine's top 25 personalities profiled in the magazine's 25 years in print. CNN President of International Newsgathering Eason Jordan said CNN's existing three *NewsStand* franchise series combined posted a 9% gain in household delivery in the 10 p.m. timeslot on weeknights compared with the same period in 1997, according to Nielsen data. Jor-

dan also said the first half of CNN's 24-part *Cold War* series, airing on Sunday nights, achieved a 19% gain in household delivery last fall compared with the same period in 1997.

CNN also unveiled two millennium-themed projects. The first, *Celebrate the Century*, recounts prominent people and events of the 20th century in an 8 p.m. Sunday night series extending May 2 through July 4. The second, *Millennium*, attempts to chronicle the history of the past 1,000 years in a 10-hour series that uses computer-generated images to document history prior to the invention of the camera. *Millennium* airs Oct. 10 through Dec. 12.

In other news, TBS Superstation will premiere *Channel of the Apes*, a weekly, half-hour strip starring chimps who run a TV network and develop chimp-friendly programs, beginning in June. *Channel of the Apes* is a spinoff series from TBS's popular interstitials *Monkey-ed Movies*. TBS also premieres its first original movie, *Fatal Error*, on March 28. TBS will produce and air a total of four original movies this year. TNT announced a slate of original movies, including *Passing Glory* and *Pirates of Silicon Valley*. ■



Hughes Posts Gains

DirecTV parent Hughes Electronics Corp. says revenues increased 16.3% to \$5.96 billion last year, largely on the strength of DirecTV's continued growth. Operating profit for 1998 was \$270.1 million compared with 1997's \$306.4 million, a decline coming primarily from lower sales of wireless telephone systems and private business networks in the Asia/Pacific region and uncollected bills from certain wireless customers. Earnings for 1998, excluding non-recurring items, increased 50.5% to \$165.9 million, or 41 cents per share. Actual earnings last year were \$271.7 million, or 68 cents per share, vs. \$470.7 million, or \$1.18 per share on a pro forma basis, in 1997. Hughes reported a one-time after-tax gain of \$318.3 million, or 80 cents per share, in 1997 from its merger with PanAmSat. One-time items included in 1998 results were a favorable adjustment to the income tax provision in the fourth quarter of \$115



million, or 29 cents per share, and a \$9.2 million, or 2 cents per share, after-tax charge from an accounting change for the writeoff of previously capitalized start-up costs.

In The Money

Cable television revenues will reach \$34.9 billion in 1999 as a result of fee increases and monies generated by new services such as cable telephony, cable modems and increased cable ad insertion, according to research firm Allied Business Intelligence (ABI). The revenue number reflects a 9.6% increase over 1998 and projects compound annual revenue growth of 10.2% to 2003, says ABI in its annual research study, "CATV Infrastructure Trends: 1999." ABI expects cable to increase a portion of those revenues by gaining customers from video stores and data services supplied by telcos. ABI projects high-speed data services will add \$303 million in new revenues in 1999. That represents about 1% of total revenues, but that share will rise to 4% within five years and high-speed data services will have a 63% compound average annual growth rate through 2003, ABI projects. Cable telephony, with about \$203 million in 1999 revenues projected, will rise from 0.6% of total U.S. cable revenues this year to more than 10% in 2003.

Consumers Look At Satellite Service

Roughly one out of three digital cable customers consider direct broadcast satellite service before subscribing to cable, according to a recent CTAM study. The study, "CTAM Digital Cable TV Customer Satisfaction

Study," polled about 1,500 digital cable customers from systems across the country. The study also concluded that TV viewing behavior is significantly affected by digital cable. For example, 69% of the respondents watch more channels, 47% watch more premium television and 45% rent fewer videotapes.

The Great Outdoors

ESPN has created The ESPN Great Outdoor Games, a first-of-its kind event that will feature competition among the world's best athletes in five categories, including fishing, timber events and archery. ESPN executives say the GO Games will debut next year and air on ESPN and ESPN2 in late July and early August. The two networks will produce 17 hours of original programming out of the GO Games. The four-day event will be held in former Olympic host city Lake Placid, N. Y. There will be a 17 events. In fishing, there will be competitions in bass fishing, fly casting and one-fly. In the timber events, contestants will square off in hot saw, speed climbing and endurance chopping. ESPN Chairman and President Steve Bornstein says, "Participation in outdoor activities has hit record numbers and we're confident we can make this a tremendous event."

EchoStar Senior Debt Offered

EchoStar Communications Corp. subsidiary EchoStar DBS Corp. priced its \$2 billion senior debt offering and tender offers. The private-placement \$2 billion offering, expected to close Jan. 25, encompasses \$1.625 billion of 9.375% sen-

ior notes due 2009 and \$375 million of 9.25% senior notes due 2006. EchoStar is using part of the new senior debt to buy back about \$1.6 billion in existing high-interest debt. Pricing for the existing debt is \$1,154.49 per \$1,000 principal amount for the 12.5% notes; \$1,146.32 per \$1,000 principal amount for the exchange notes; \$1,029.51 per \$1,000 principal amount for the 12.875% notes; and \$1,002.99 per \$1,000 of face amount for the 13.125% notes.

TCI Has The Inn Thing

TCI Chicago is launching TCI InnTelevision, a service that provides in-room entertainment and information services via fiber optics. TCI has spent \$3 million to connect Chicago hotels to the service, which includes a hotel guide, city guide, video on demand, pay-per-view and parental control features. TCI is using SeaChange International's Guest-Serve Network computer server platform to store digitized movies at TCI's headend.

MediaOne Get Encore Performance

MediaOne has expanded its existing affiliation agreement with Encore Media Group to launch Encore Thematic Multiplex movie channels on all MediaOne digital rollouts, the companies announced. The expanded agreements includes the launch of Starz!, Encore and certain multiplex services including BET Movies/Starz!3 in MediaOne's core premium analog packages to the MSO's roughly 5 million customers.

HBO ready to go with HDTV

Installation of Panasonic gear puts pay network on target for March 6 launch

By Glen Dickson

Panasonic is supplying the high-definition VTRs and automation systems for HBO's HDTV service, now slated to start March 6.

In a deal worth over \$3 million, the pay movie network has picked up 19 AJ-HD2700 D-5 HD VTRs and three HD Smart-Cart automation systems.

It's Panasonic's biggest D-5 HD sale to date. So far the company says it has delivered 300 D-5 HD VTRs, including five to ABC and five to CBS.

According to HBO Senior VP Bob Zitter, HBO is using the D-5 HD decks for film-to-tape transfers, tape-to-tape color correction, quality control viewing and program playback. They are being installed at HBO's Manhattan-based editing facility and at its all-digital origination center in Hauppauge, New York.

Hauppauge is also where the HD Smart-Cart units, loaded with AJ-HD2700 decks, are being installed. The robotic cart machines will be used to control the playback of HDTV programming for uplink.

HBO is planning on using a video server to handle time delay for its West Coast feed of the HDTV programming, a scheme it already employs for its standard-definition programming. The server deal hasn't been finalized yet, Zitter says.

To handle the playback of interstitial material on its HDTV channel, HBO will rely on its existing standard-defini-

tion system, which includes Ampex data archives, Silicon Graphics servers and Tektronix Profiles. It will simply upconvert the standard-definition programming using Snell & Wilcox equipment.

In fact, HBO will rely on upconversion for a good portion of the content on its HDTV channel, which will essentially be an HDTV simulcast of the programming on its primary HBO service.

When the HBO HDTV service starts on March 6, only about 45% of the network's film titles will be shown in true widescreen

HDTV, Zitter estimates. The rest of the material, which includes event programming shot on video as well as movies, will be upconverted SDTV material. Zitter expects to increase the amount of true HDTV to 60% by the end of 1999.

The true HDTV movies shown will be spread out, Zitter says. "When you see the schedule, they'll be checkerboarded throughout the day, including the morning, afternoon, prime time



Tom Moore, VP of sales, Panasonic Broadcast (l), and Dom Serio, senior VP, HBO studio and broadcast operations, flank an array of Panasonic D-5 VTRs that HBO will use for HDTV service.

and late night," he says. Zitter adds that in deciding which movies to transfer, HBO is going after new titles as well as repeat titles that have had significant viewership. "For example, a title we're carrying in April—I can't say what it is, but there's a ship sinking—will be in HDTV."

Transferring 35mm films to high-definition videotape isn't cheap, of course. How much HBO is spending on transfer costs is hard to gauge, since the network isn't farming out its work to transfer houses.

Zitter won't say how much HBO spent on its Manhattan HD facility, but the costs appear high. The facility has two Philips Spirit HD telecines, which start at more than \$1 million apiece, and other specialty gear.

"It was more cost-effective to own the telecines, even though there was plenty of capacity on the post production side," Zitter says. "We had enough volume to justify investment—you have to have enough volume to keep them busy."

Zitter estimates that in the near term, HBO will probably do between 50% and 65% of its own mastering. "But I think that will diminish over time as studios start creating HD masters for various customers."

HBO hasn't decided on a data rate for its HDTV programming service, but it will probably be less than the 19.4 Mb/s being used by early HDTV broadcasters. Zitter says that early tests of its General Instrument HDTV encoders indicate that HBO doesn't need to encode film material at a rate that high.

Since the early HDTV encoders won't be employing statistical multiplexing, Zitter needs to set a constant date. "I anticipate the data rate for film will be a different data rate than what will be used for video programming in the future," he says. "Twenty-four-frame [per second] film does not require as high a data rate as 30 frames or 60 frames. Eventually they'll be a number I can tell you."

HBO has suggested that its affiliates pass through whatever data rate HBO adopts, Zitter says. Doing anything different will require discussions and "mutual agreement," he says.

So far, the only affiliate that has officially committed to carrying HBO-HD is DBS programmer USSB, which is merging with rival DirecTV. (EchoStar President Charlie Ergen says his company will also carry the service this spring.)

DirecTV has previously indicated that it would distribute 1080i HDTV at around 12 Mb/s, using a format with less pixels than the 1080x1920 ATSC standard. But DirecTV President Eddy Hartenstein said at the CES show in Las Vegas earlier this month that DirecTV would transmit 1080x1920 HDTV "with all the qualities of the ATSC standard."

HBO has already created a demo HDTV tape for test purposes, which it broadcast during the CES show using satellite capacity from DirecTV, EchoStar and Primestar. "We'll be doing field tests with a number of affiliates starting in February," says Zitter. ■

Vyvx's big game

Fox Sports is calling upon Williams Vyvx Services to provide video backhaul services for its Super Bowl XXXIII coverage. It marks Fox's fifth year using Vyvx for NFL coverage and Vyvx's tenth consecutive year as a transmission provider for the Super Bowl.

Working with Bell South and TCI, Vyvx has set up fiber links to venues throughout the Miami area, including Pro Player Stadium, the site of the big game between the Atlanta Falcons and Denver Broncos.

Vyvx will backhaul the game from the stadium to the Fox Broadcast Center in Los Angeles via Williams Communications' fiber-optic network. Vyvx is a division of Williams.

Redundancy is key for the broadcast, which is expected to attract about 675 million viewers worldwide, says Vyvx vice president Michael Schlesier. Vyvx will use various routes on Williams' 19,000-mile fiber network. It will have three outbound feeds from and four inbound feeds to the stadium.

"We begin planning in September and [had] our design and implementation process completed by the end of the year [1998]," Schlesier says. "At our control center in Tulsa, Okla., our sports team works with our customers well in advance to book the facilities and coordinate circuit turn-up. Finally, on game day, our crews monitor the entire service, end-to-end, from sign-on to goodnight."

Vyvx is handling other traffic related to the Super Bowl for NFL Films, ESPN and others. All told, it estimates that it will transmit 600 hours, domestically and internationally. Over the next year, Vyvx/Williams plans to extend its fiber network from 19,000 to 35,000 miles and increase its pass-through from 45 Mb/s to 192 Mb/s.

—Karen Anderson

Tek makes NAB push

Manufacturer bows in with new Profile servers

By Glen Dickson

After a rough 1998 that saw layoffs, cost cutting and restructuring, Tektronix is looking to turn the corner towards profitability by introducing a number of new digital products.

"Last year was a challenging time for the business," says Tim Thorsteinson, who was brought on in August 1997 as president of Tektronix's Video and Networking Division (VND). "We streamlined the business, took out costs, and made dramatic improvements in our operations....All the businesses that we are in today we plan to be in for years to come."

Now Tektronix is looking to reap the benefits of its annual \$33 million product development budget with new gear that will formally debut at the National Association of Broadcasters convention in Las Vegas this April.

VND will show several additions to its Profile video server line, and its Grass Valley Products Group will introduce a digital audio router and a new line of modular products.

The new Profile servers include a robust high-definition model designed for commercial insertion and time delay and the low-cost Profile Pro

Series that is suitable for replacement of videotape recorders.

Tektronix says it has also reduced storage costs up to 50% for its existing servers—the PDR-200 [M-JPEG compression], PDR-300 [MPEG-2] and PDR-400 [DVCPRO]—by using 18-gigabyte Seagate disk drives.

Tektronix hasn't released any technical specifications or pricing for its Profile HD server. But Tektronix VND President Tim Thorsteinson says the unit will be ready to ship 90 days prior to Nov. 1, 1999—the date the FCC has mandated for TV stations in the top markets to have their second digital stations on the air. He says the Profile HD will probably have around 10 hours of HDTV storage.

Product plans for the Profile Pro Series are more defined. It will feature two video channels, up to four audio channels per video channel, four to 10 hours of video storage (depending on encoding rate) and a choice of JPEG 4:2:2 or MPEG-2 4:2:0 compression.

The Pro Series servers, which start around \$25,000, could prove popular at the low end of the broadcast market and cut into sales of high-end Profiles. While the company's promotional literature describes the Pro Series server as a "digital VTR replacement," Thorsteinson says it is "not a broadcast

product" and will be targeted at "people outside the broadcast market."

Other Tektronix products that do target broadcasters are Grass Valley's new 8900 Series modular units, which handle tasks such as analog-to-digital format conversion and digital timing. Grass Valley's 11 new modular products, which range in price from \$295 for the 8911 AES reclocking distribution amplifier to \$2,100 for the 8960 DEC adaptive NTSC/PAL to SDI decoder, will all ship by August 1999. They are designed to provide a bridge between analog and digital equipment, says Grass Valley product marketing manager Mark Hilton.

Grass Valley is also introducing a new digital audio router, the SMS-7500. The AES/EBU system is designed for the needs of medium-to-large-sized broadcast facilities and can be sized from 64x64 to 1024x1024 inputs/outputs. It will be available at a starting price of \$50,000 in May.

Grass Valley has also added chroma-key capability to its Model 110-HD high definition production switcher, which is available now for \$64,950. The option, which begins shipping next month, has an auto-setup function and will sell for \$8,200. ■

INSIGHT SET-TOPS

Cable MSO Insight Communications will use General Instrument DCT-2000 and DCT-5000+ interactive digital set-top boxes to provide digital cable, e-mail, video-on-demand and high-speed Internet access to customers in Rockford, Ill., and Columbus, Ohio.

Insight's Rockford system has about 66,000 subscribers and the Columbus system about 90,000 customers. New York City-based Insight owns and operates cable systems in California, Georgia, Illinois, Indiana, Kentucky, Ohio, and Virginia.

S-A TO INCREASE FIBER NET

Scientific-Atlanta is developing technology to increase hybrid fiber-coax network reverse path capacity and improve performance in an effort to hasten deployment of high-volume interactive media traffic, the company says.

S-A is using time-division multiplexing and digital reverse lasers at the node and expects those enhancements to allow cable operators to serve up to four times more subscribers with one fiber.



CUTTING EDGE

By Glen Dickson and Karen Anderson

Vibrint intros new server applications

Vibrint Technologies is introducing several new applications based on its Mpression MPEG-2 4:2:2 video server platform. One, called FeedClip, is designed for quick turnaround of news events and is based on a prototype



FeedClip application allows for quick turnaround of news.

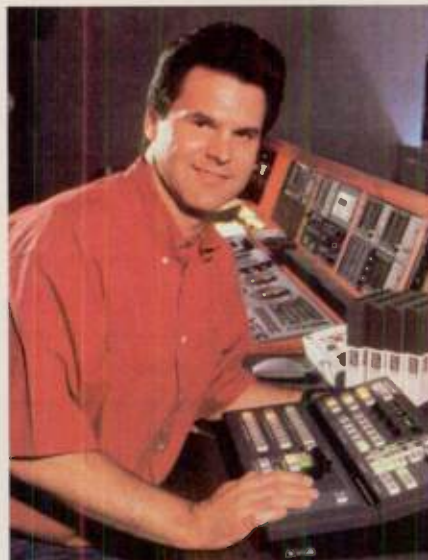
application that has been used by Time Warner's New York 1 cable newschannel since last spring. FeedClip allows journalists to record incoming audio and video to disk, label and reorder clips into a playlist, mark in- and out-

points for frame-accurate editing and play back directly to air. The program includes a "Retro Mark" feature that automatically records for a pre-set time before an in-point is marked. The feature allows a sports highlight editor to more easily keep up with fast-moving plays. FeedClip can export clips to NewsEdit, Vibrint's new nonlinear editing system that is designed to replace a VTR in a hard-news environment. Vibrint has also developed a time-delay application that will run on the Mpression server.

Post Logic picks Panasonic switcher

Post Logic, a Hollywood-based post-production facility has installed Panasonic's new Millennium AV-HS3110 1080i HD switcher and two AJ-HD2700 D-5 1080i/720p switchable VTRs. The equipment is valued at \$350,000.

The switcher has a chroma keyer, shadow generator, frame memory card and analog output capability. It is used in the first of two telecine



Post Logic's Thom Ferman with the new Panasonic Millennium HD switcher.

rooms with a Cintel Turbo HD telecine and a DVS Movie Video HD. The facility has already used the new equipment for film-to-tape work on *Saving Private Ryan*.

Twin Texas stations tap JVC for digital

Johnson Broadcasting Co. has moved to JVC's Digital-S tape format for KNWS-TV Houston and KLDI-TV Dallas. KNWS-TV, formerly a 24-hour news channel, and KLDI-TV, formerly a religious channel, now carry family classic

programming. The stations are abandoning their Panasonic S-VHS and 3/4-inch U-Matic analog formats for the Digital-S format that features 4:2:2 sampling and mild 3:3:1 compression.

Bexel buys Fujinon lenses

Bexel Corp., a video equipment rental house, has purchased six Fujinon HA20X7.5BEVM lenses for its Sony HDW-700 high-definition camcorders. It has also purchased Fujinon HA10X5.2BEVM wide-angle lenses for its Sony camcorders. In addition, Bexel has added Fujinon Ah70X13.5ESM super telephoto lenses for sports production. Bexel's client, National Mobile Television, chose Fujinon for its HD-1 and HD-2 high-definition mobile trucks.

Deep Blue Sea adds visual effects

Florida-based design house Deep Blue Sea has completed visual effects and compositing for National de Chocolates' Jumbo Jet candy bar spots. The three spots were produced by Illumina Films and Young and Rubicam Columbia. Footage was shot in Manhattan and New York's Adirondack Mountains using a Zebra portable motion control system by Gear and Rose. Deep Blue Sea did all compositing and visual effects on a Discreet Logic Flame.

See last page of classifieds for rates and other information

RADIO

HELP WANTED MANAGEMENT

Radio Station General Manager. Times-Shamrock Communications is seeking a General Manager to lead their Austin, Texas radio station, KJFK-FM, to new levels of success. Its personality-based talk radio format features Howard Stern. This challenging position incorporates all management aspects in the operation of the station. The right candidate must possess knowledge and expertise in radio sales, marketing, programming, traffic, budgeting, allocation of funds, and FCC law and compliance. Management experience preferred. Times-Shamrock communications is a media company with 24 print publications and 12 radio stations reaching more than a million people every week. The position offers an excellent competitive salary and benefits package. EOE. Serious candidates send resume and salary history (held in strict confidence) to: Bill Nish, Human Resources Director, Times-Shamrock Communications, 149 Penn Avenue, Scranton, PA 18503.

GSM for newly formed 5 station group. Looking for street smart sales manager able to teach by example. Tremendous opportunity for highly motivated individual with compensation to match. Fax or send your resume to: B. Burns, Indiana Radio Partners, 5216 Bradburn Drive, Muncie, IN 47304. Fax 765-289-9640.

HELP WANTED SALES

Sales Manager. We need a results-oriented street fighter who is ready to move up to an established station in a growth sunbelt market. Small and medium market direct local sales and leadership experience necessary. EOE. Email resume to Scott@RadioManagement.com or call 703-893-3635.

Sales Management. Midwest cluster with need for street smart leader who can handle people, train by example, and gets detail. Join a group doing radio right and grow with us. Salary/bonus, 401(k), auto allowance, paid vacation. Please send resume, references and income history. Reply to Box 01487 EOE.

HELP WANTED NEWS

News Bureau Reporter. Florida's Radio Network has an immediate opening for a broadcast journalism professional with at least 5 years or radio news experience to work out of its Tallahassee news bureau. Experience covering Florida state government a plus. Tape and resume to: News Director, Florida's Radio Networks, 2500 Maitland Center Parkway, Suite 407, Maitland, FL 32751. EOE.

HELP WANTED ATTORNEY

FCC Attorney. Miami, Florida. Telecommunications company seeks in-house FCC attorney for radio acquisitions, minimum 5 years experience. Profit sharing, stock options. Excellent opportunity. Fax (305) 371-3213.

SITUATIONS WANTED MANAGEMENT

Seeking General Manager/Sales Manager position with possible buyout interest. Experienced top biller. Turn arounds. Excellent references. Willing to relocate. Teddy 212-421-7699 or 212-888-7347.

LEASED PROGRAMMING

Produce, host your own radio show, and generate hundreds of qualified Leads 50,000 watt NYC radio station. Call Ken Sperber 212-760-1050.

SUBCARRIER AVAILABLE

SCA Subcarrier available for the Boston metro area. Email mail@whrb.org for more information.

TELEVISION

HELP WANTED SALES

SALES JOBS


ACCOUNT EXECUTIVE: Seeking highly motivated team player. Must have new business development experience and excellent relationship building skills. Position requires 2-3 years sales experience. Advertising, newspaper or radio sales preferred, computer skills essential. Knowledge of TVScan, Scarborough and PowerPoint a plus. **Fax resumes to Linda de Prado 713-284-8818.**

NATIONAL CONTINUITY ASSISTANT: Seeking candidates for the Traffic Department capable of performing a variety of duties including receiving instructions and tapes from agencies, preparing tag information for production, monitoring log spot confirmation report and serving as backup to other traffic employees. Candidates must have proven skills in working with computers, attention to detail, communications, and ability to handle pressure. Prior broadcast experience helpful. **Send resume to Betty Carter, Traffic Manager, KHOU-TV, 1945 Allen Parkway, Houston, TX 77019 or fax resume to 713-284-8818.**

WEB MASTER: KHOU-TV the CBS affiliate in Houston, TX is looking for a Web Master and on-line editor. Candidate will be responsible for site maintenance and site development. The ability to multi-task between software programs, a graphics package, Front Page, and the ability to write native HTML is key. Additional skills include the ability to manage projects and priorities in a fast-paced, deadline intensive environment, creatively layout copy and on-site graphics, and fluency in different file and code types including HTML, PDF, MS Word, and others. Knowledge of state-of-the-art web technology and a desire to learn emerging technology is essential. Experience writing or producing news content is preferred. Exposure to scripting, Active Server Pages (ASP), ActiveX, JAVA, Cold Fusion, J++, C++ or SOL is a plus. EOE. **Fax or email resumes to Linda dePrado, Human Resources Director, 713-284-8818, ldeprado@khou.com.**

SALES PERSON: KHOU-TV is looking for an energetic, creative sales person. Ability to work with clients and account executives, plan and execute promotional projects; develop new revenue initiatives, build presentations on Power Point. 3-5 years experience in Top 75 market. **Fax a cover letter and resume to Linda de Prado 713-284-8818.**

EOE

<p>Growing communications company and major provider of satellite television services seeking experienced sales professionals.</p>	<p>AREA SALES MANAGERS</p>
	<p>Self-motivated sales professionals needed to develop, maintain and service areas for large satellite television distributor. Must be able to work independently and establish relationships with local consumer electronics/satellite retailers. Experience in cable, consumer electronics or satellite business preferred. 80% regional travel required. Base salary, bonus, travel allowance and medical benefits.</p>
	<p>Send resume to: 245 West 17th St. 7th Floor New York, NY 10011 Box 013 EOE</p>

Traffic Assistant for Chicago WJYS-TV who is detail oriented, organized, has computer skills and 2 years experience in television traffic functions. VCI experience is a plus. Responsibilities will include creating daily broadcast log, input of program timings, building program formats, cataloging and inserting promos/psas. Must be able to meet deadlines, communicate with syndicators and work closely with programming, master control and sales staff. Please send resume to 708-633-0040.



ACCOUNT EXECUTIVE

KGO Television is seeking an experienced Account Executive. Applicant must have 3 to 5 years major market television sales experience. Excellent communication skills and exceptional organizational and presentation skills are required. Must have superior PC skills with Window software preferred. A four year college degree or equivalency desired. Closing date for applications: January 29, 1999. Please send cover letter and resume to:

KGO Television
900 Front Street
San Francisco, CA 94111
Attn: Kathryn Cox - Personnel Manager

No phone calls accepted.

KGO Television, an owned station of ABC, Inc. is an Equal Opportunity Employer.

ADVERTISING SALES

Leading international television magazine group needs top sales person to sell advertising space across multiple titles. Successful candidate will have proven track record in sales and be an aggressive self-starter and closer. Experience in ad sales or the entertainment industry required. Knowledge of international TV industry a plus. We offer a competitive salary and benefits package.

Please send resume w/salary requirements to:

Cahners Business Information
HR Dept. - BC5LS
245 West 17th Street
New York, NY 10011
Fax: 212-463-6455

Powerhouse Big 3 affiliate in Top 50 market is looking for an aggressive and highly motivated Local Sales Manager. A wonderful career opportunity for a current LSM in a smaller market to join a ratings leader. Experience in new business development and non-traditional sales are a necessity. This position offers a highly competitive salary and bonus program plus equity in a growing broadcast operation. Reply to Box 01484. Equal Opportunity Employer.

Local Sales Manager. KVDA-TV 60 in San Antonio, an O&O Telemundo station, seeks a manager to lead a strong local sales team. Qualifications include two years minimum in radio and/or television sales, a strong aptitude for research and an ability to produce sales-driven promotions. Candidates must demonstrate an ability to lead, train and motivate. Spanish-language skills preferred but not required. Send resume to Armando Solis, 6234 San Pedro, San Antonio, TX 78216. No phone calls please. EOE.

General Sales Manager. WWMT-TV, the Freedom Broadcasting television station serving Grand Rapids-Kalamazoo-Battle Creek, the 37th DMA, is seeking a proven manager to bring our sales organization into the next century. GSM candidates must have a sales management background and a proven track record in local and national sales. He or she must be an exceptionally skilled and highly motivated leader. The successful candidate will manage all aspects of the sales department including personnel, local and national revenue budgets, sales strategies and pricing, sales marketing and management of traffic and inventory. Computer skills and understanding of the Internet and its potential marketability is a strong plus. College degree in business, marketing or management preferred. Send cover letter and resume to: Margie Candela, Human Resources, WWMT-TV, 590 W. Maple St., Kalamazoo, MI 49008. No phone calls please. EOE.

General Sales Manager. The Rio Grand Valley is one of the fastest growing areas in the US and CBS affiliate KGBT-TV is looking for a General Sales Manager with the experience to tap that growth. Successful candidate will have 3 to 5 years sales management experience, the ability to establish realistic revenue goals, set rates and manage resources and inventory to achieve those goals. Strong leadership and communication skills necessary. Must have experience with developing and implementing sales promotions. Hispanic market experience a plus. Send resume to Coby Cooper, GM, KGBT-TV, 9201 W. Expressway 83, Harlingen, TX 78552-9395. EOE. No phone calls please. KGBT is a Cosmos Broadcasting station.

Fastest-growing TV station in Eastern Iowa seeks AE with minimum 1 year experience. Can you develop local-direct business and grow active regional accounts? Good written and presentation skills? Forward your cover letter and resume to: General Sales Manager, FOX 28 and 40, 605 Boyson Road, NE, Cedar Rapids, IA 52402. EOE. No phone calls please.

Are you ready to move to a larger television market, 1 1/2 hours north of NYC on the coast of the Long Island Sound? WBNE, the WB affiliate for the Hartford-New Haven market is looking for an experienced AE responsible for all aspects of handling local accounts, including both agency and direct sales. Be part of the tremendous growth of WB59 and its parent, LIN Television/Chancellor Media. Great benefits and attractive compensation package for the right person. Send resume to John Russo, LSM, WBNE-TV, 8 Elm Street, New Haven, CT 06510. Fax 203-782-5995. Drug screening. EOE.

Account Executive: WZDX-TV, FOX 54 has a senior list available for a highly motivated, experienced AE. Candidates skilled in new business development and agency negotiation with superior communication and organizational skills will excel in this job. Come join a growing company in Huntsville, the highest annual income market in the Southeast, as well as a great place to live. Three years media sales experience preferred. Send resume to: Cindy Butler, WZDX-FOX 54, PO Box 388, Huntsville, AL 35810. No phone calls please. EOE.

Fax your classified ad to *Broadcasting & Cable.*

(212)206-8327

Local Sales Manager - WMC-TV. Successfully motivate local sales to incremental revenue growth through tradition and non-traditional selling. Must be able to plan and execute sales strategies, projects, pricing, package and incentive programs. Must direct departmental functions: hiring, training, evaluations and prepare and submit revenue budgets for Local Sales. Please send resume to: LSM; WMC Stations; 1960 Union; Mphs, TN 38104. *Must Be Able To Pass Drug Test.*

HELP WANTED MANAGEMENT

birschbach media sales and recruiting. Media sales positions nationwide; sales management; account executive; traffic-production-technical. Ph: 303-368-5900, Fax: 303-368-9675. E-mail: birsch@birschbachmedia.com.

HELP WANTED MARKETING

NBC affiliate KFOR-TV, Oklahoma City's Dominant #1 News Channel is searching for an independent thinker... a creative problem solver... a high energy client and station consultant to head the research department. Qualified candidates will have at least 3-5 years of television research/marketing experience and the ability to create sales positioning pieces and customized client presentations. Prefer Marshall Marketing savvy individual but will consider those who have worked with other qualitative services. Must have excellent communication and presentation skills as well as the ability to analyze both quantitative and qualitative data for clients, news and promotion. Proficiency with Microsoft Office as well as desktop publishing skills is necessary. Knowledge of Nielsen ratings, TVScan and CMR is helpful. If you love creative client consulting and you meet the qualifications above, send resume to personnel, KFOR-TV, P.O. Box 14068, Oklahoma City, OK 73113. No phone calls please. EOE.

HELP WANTED TECHNICAL

iNFInIT! Operator/Associate Director. CBS4, WFOR-TV has an opening for an iNFInIT! Operator/Associate Director. Must have at least one year experience operating iNFInIT! in a news and sports environment. AD duties will include timing all videotape segments within a show, coordinating the insertion of Chyron supers, and operation of the Collage StillStore. Applicant must be able to communicate effectively and have the ability to work well under pressure and within deadlines. Attention to detail is vital and experience with a PC is required. Applicant must be willing to work a flexible schedule (vacation relief shifts). Send resume to Human Resources, WFOR-TV, 8900 NW 18th Terrace, Miami, FL 33172 of fax to 305-471-7843. M/F EOE.

UPN 45, KUVI in Bakersfield, California has an immediate opening for a "hands-on" Chief Engineer. Applicants should possess strong working knowledge of routing and production switchers, high power UHF transmitters (klystron or IOT), new studio and control room design and construction, the maintenance of Sony Betacam and one-inch video tape formats and must be familiar with current FCC Rules and Regulations. For consideration, fax a confidential resume including salary requirements to: 310-348-3659. Attention: Bakersfield Chief Engineer Position. EOE.

Television Engineering Operations Supervisor: We're looking for a working supervisor to oversee all aspects of our Master Control operation. Proven supervisory skills and an intimate knowledge of commercial broadcast operations is required. Send resume to: Curt Meredith, WTVD NewsChannel 11, ABC, P.O. Box 2009, Durham, NC 27702, or Fax to 919-687-2292. EOE.

Master Control Operator. The dominant NBC affiliate in the 93rd market seeks person for on-air switching and tape operations. Minimum one year experience in those areas. College degree preferred. No phone calls. Resumes to Judy Baker, WCYB-TV, 101 Lee Street, Bristol, VA 24201. EOE/M/F/H/V.

Maintenance/IS Engineer: NorthWest Cable News, a 24-hour regional news network located in Seattle and a subsidiary of A.H. Belo Corporation, is seeking a Maintenance/IS Engineer. Will repair, maintain, and install studio control room equipment; maintain workstations and computer-based systems; and other projects as assigned. Must have 3 years broadcast maintenance experience including troubleshooting of studio, control room, and computer systems; demonstrated working knowledge of non-linear systems (AVID preferred), UNIX and NT; and a FCC General Class License or SBE Certification preferred. If qualified, send 2 copies of your resume to: NorthWest Cable News, Attn: HR Dept., #N98A56, 333 Dexter Ave. N, Seattle, WA 98109. EOE- M/F/D/V.

Manager of Technical Services: KING 5 TV, the number one station in the Pacific Northwest and a subsidiary of the A.H. Belo Corporation, is seeking a Manager of Technical Services. Responsible for supervising the installation, maintenance, and repair of TV production and broadcast systems; project assignments; schedules; and project design. Must have a minimum of 10 years broadcast maintenance experience with 3 years in a supervisory role preferred; strong leadership skills; well organized; ability to prioritize projects; and a FCC General Class or SBE Certification preferred. If qualified, send 2 copies of your resume to: KING 5 TV, Attn: HR Dept. #K98R71, 333 Dexter Ave. N., Seattle, WA 98109. EOE-M/F/D/V.

Information Systems Support Technician. CBS4, WFOR-TV seeking a Information Systems Support Technician to provide software, hardware and LAN support for station PC users. Candidate must have 3-5 years experience in the support maintenance of Microsoft/Novell networks, servers and work stations. Provide one-on-one user training on specialized applications. Excellent troubleshooting, organizational, communication and people skills. Send resume to Human Resources, 8900 NW 18th Terrace, Miami, FL 33172 or fax to 305-471-7843. M/F EOE.

Engineer. WLNY-TV, a Long Island, NY independent TV station has an immediate opening for a qualified television Engineer. Three (3) years of component level repair experience of audio/video equipment. Qualified applicant must have an ability to maintain satellite downlinks, and studio equipment including Betacam SP. Ability to read schematics a must. Computer and UHF transmitter skills a plus. Competitive salary and benefits. Send resume and salary required to: WLNY-TV, 270 S. Service Road, Melville, NY 11747, Attn: Mark D'Acampora. EOE.

Engineer. Roscor Corporation, a world leader in communication systems engineering and integration, has unique opportunities for engineers with a solid background in television systems, transmission systems and satellite communications systems design. Opportunities require applicants to travel and/or live abroad. A minimum of 5 years experience and engineering degree are required. Send resume to Roscor Corp., 1061 Feehanville Drive, Mt. Prospect, IL 60056 or fax them to 847-803-8089, to the attention of V. Schwantje.

Chief Engineer. The Toledo market's leading television station, WTOL-TV, is seeking a Chief Engineer. As part of the growing Cosmos Broadcasting Corporation group, WTOL is a well established, well equipped CBS affiliate in the nation's 66th market. Leading candidates will have superior technical proficiency in studio and transmitter operations/maintenance. Strong computer skills and strong communications skills are a must. Three to five years experience as a chief or assistant chief is required. If you're a leader, a manager, and a problems solver, we want to hear from you! Send resume with salary history to General Manager, P.O. Box 1111, Toledo, Ohio 43699-1111. No phone calls please. EOE.

Chief Engineer: Progressive VHF network affiliate in Lafayette, Louisiana has an immediate opening for a Chief Engineer. Successful candidate will have strong people skills and combined experience in current technology Studio and RF systems. FCC General class license or SBE certification desired. Send resume to: General Manager, KATC Television, 1103 Eraste Landry Road, Lafayette, Louisiana 70506. EOE.

Broadcast Maintenance Engineer/MIS: WBDC-TV 50, Washington's WB affiliate, managed by Tribune Broadcasting is seeking an experienced Broadcast Maintenance Engineer. Qualified candidates must have a FCC Radiophone Operator License and knowledge of FCC rules and regulations. Other qualifications include: Ability to maintain studio and transmitter electronic equipment according to manufacturer's specs; ability to perform inspections, calibrations, and repairs to the component level; ability to maintain computer equipment and perform repairs to the system/board level, administration of a Windows NT Local Area Network. Candidate must be a resourceful self-starter, able to make independent decisions; possess strong communication skills and the ability to work as a team member. Two years technical education and five years experience in repair and maintenance of broadcast equipment. Mail or fax resume and letter detailing qualifications to: Human Resources Dept., WBDC-TV, 2121 Wisconsin Avenue, NW, Suite 350, Washington, DC 20007. Fax: 202-965-7304. EOE.

Asst. Chief Engineer: Immediate Opening. Seeking a hands on Asst. Chief Engineer for our new studio and transmitter facility. The candidate needs to have a strong RF background, UHF transmitter maintenance and repair experience, and knowledge of FCC rules and regulations. Extensive knowledge of master control operations, maintenance and repair is necessary. Computer knowledge is needed. Must be available all hours and in emergencies. Must have strong organizational skills, detail oriented. FCC General Class/SBE TV Certification preferred. Exceptional benefits and station atmosphere. Send resume to: WWHO UPN 53, Attn: Chief Engineer, 1160 Dublin Rd., Columbus, OH 43215, or Fax (614) 485-5130. EOE.

Assistant Chief Engineer. UNIVISION's Sacramento owned and operated station is seeking an Assistant Chief Engineer for our new all digital TV studio in Sacramento. Candidate must have GROL or SBE TV Cert. and 5-7 years TV broadcast engineering experience. Hands-on experience with studio cameras, VTR's, Switching and Routing Systems a must. Computer systems with Windows NT and UHF transmitter experience desired. Bilingual English/Spanish A+. Interested parties should call (916) 927-1900 for an application. EEO.

You can simply fax your classified ad to **Broadcasting & Cable** at (212)206-8327.

HELP WANTED NEWS

KHOU-TV

CBS Affiliate

PHOTOGRAPHER: Photographs news events, both live and on tape, edits material to match prepared script, may cover stories without a reporter, suggest stories, keeps assigned vehicle in good working condition. Position requires a valid Texas driver's license, minimum five years experience as a news photographer preferably in a top thirty market with at least three years experience in editing video tape. Must be able to work flexible hours. **Fax resume to Linda de Prado 713-284-8818.**

TAPE EDITOR: Full time position, minimum five years experience as a tape editor. Must be able to operate Beta editing equipment and feed room which receives and transmits stories for newscast. Computer skills and non line editing experience helpful. College degree in related field preferred. Must be flexible regarding schedule, early morning or weekends strong possibility. **Send resume and tape to Lisa Primrose, Chief Editor, KHOU-TV, 1945 Allen Parkway, Houston, TX 77019.**

ELECTRONIC FEEDS COORDINATOR: Responsible for recording all incoming news feeds from satellite and other video sources and for feeding all outgoing material; logs all satellite feeds; capable of functioning under extreme pressure; must be thoroughly familiar with both ENG and SNG techniques. Requires three to five years experience as a video tape editor and two years as video photographer. **Fax resume to Linda de Prado 713-284-8818.**

ASSOCIATE PRODUCER: Seeking candidate to write for major newscast and serve as back up producer for morning and noon news programs. Responsibilities include writing stories, directing editing of video taped stories; logging of video feeds; answering newsroom phones, assisting in monitoring scanners for possible stories; may occasionally do interviews. A minimum of three years writing and/or producing experience required with experience producing shows preferred. **Fax resumes to Human Resources attn: Linda de Prado 713-284-8818.**

OPERATIONS ENGINEER: Coordinates video and audio portions of programming that comes from the studio, the networks, pre recorded segments, satellites, ENG crews and any other source and then delivers the signals via the master control switcher and processing equipment to the transmitter. Responsibilities also include ensuring the smooth transition from program to commercial to station break while ensuring the station's output meets the FCC technical requirements. Position requires two years broadcast engineering experience and thorough knowledge of the electronics of television. **Fax resumes to Linda de Prado 713-284-8818.**

NEWS PRODUCER/WRITER: Responsibilities include producing and/or writing for both regular scheduled and special news programs. As producer, individual responsible for producing broadcasts that incorporate the creative editorial and production values of the News Department. As writer, individual will assist other producers by writing news stories and handling other duties assigned by producer. Individual must be experienced, fast and accurate writer; organized, easy to work with and have a definite, sound sense of news judgement. Meeting deadlines and reacting quickly in pressure situation a must. Requires a college degree or equivalent experience in journalism. Three to five years in medium to major market. **Fax resumes to Human Resources attention: Linda de Prado 713-284-8818.**

No telephone calls please.

EOE



FOX 35 Orlando needs a person who can deliver a 10 00PM weathercast that's easy to understand using a state-of-the-art computer weather system. Meteorologist preferred but excellent communication skills and the ability to connect with the viewer will get this job. At least three years prior experience as an on-air weathercaster required. Must be able to anchor extended, severe weather coverage. Experience packaging weather-related stories and studio and field anchoring required. Send your resume and a non-returnable VHS to: Personnel Manager, 35 Skyline Drive, Lake Mary, FL, 32746. Resumes must be received by Jan. 29, 1999.



You can simply fax your classified ad to **Broadcasting & Cable** at (212)206-8327.

SENIOR WRITER

Leading trade publication in advanced television technical market is seeking a senior writer. Previous experience writing about TV technology for a business magazine preferred. Great opportunity with expanding publication. Please send resume with salary requirements and two writing samples to:

Cahners Business Information
HR Dept. - DTW
245 West 17th Street
New York, NY 10011
Fax: 212-463-6455

WREX-TV, the NBC station in Rockford, IL is in need of a News Reporter. We are looking for an aggressive Reporter who is willing to go the extra mile for a story. Must be able to provide leadership in the newsroom and enjoy being involved in the community. Experience required. EOE/M-F. Send resumes and tape by February 8th to: Maggie Hradecky, News Director, PO Box 530, Rockford, IL 61105.

CLASSIFIEDS

WFMJ-TV has an opening for a Reporter/Morning News Anchor. Candidates must have previous anchoring/reporting experience, morning anchoring a plus. Our morning show is lively and high energy, but we take news seriously. Send tape and resume to Mona Alexander, News Director, WFMJ-TV, 101 W. Boardman Street, Youngstown, Ohio 44503. EOE.

Two Jobs: General Assignment Reporter and a Photographer with strong news judgement, creativity, and professional approach. Each job requires minimum 1 year job/college-related experience. No phone calls, please. Non-returnable tape, resume to Debra Harris, News Director, WAND-TV, 904 Southside Drive, Decatur, Illinois 62521. EOE.

Special Projects Producer. WFTV, Orlando, FL; 2-3 years' experience. Number one station in sunny Florida (75 degrees this January 15) looking for a creative, energetic storyteller. Send a tape that shows you know how to take your assignment to the next level. I don't care about the events you covered; I want to see how you covered them in a way your competition didn't. A tape with high production value will help but a tape that shows me well-written, compelling stories will get you the job. Tapes, resumes and references to: Matt Parcell, E.P., Special Projects, 490 East South St., Orlando, FL 32801. EOE.

Producer. If you can produce a Rock and Roll newscast with great writing, solid editing and packed with viewer benefit, we want to hear from you. We need an experienced producer, who can get things done, to produce FOX NEWS AT 10. Respond with resume, tape and news philosophy to Personnel Administrator-113, WTOL-TV, PO Box 1111, Toledo, Ohio 43699-1111. No phone calls. WTOL is an EOE.

Photojournalist: The shop that won the Emmy for Collaborative Photography (the best team) is looking for its newest member. If you live for great photojournalism, come join the shop where great pix rule! You must bring at least one year of experience with you. A college degree is preferred. Send resume/tape WYFF-TV, Human Resources Manager, 505 Rutherford Street, Greenville, SC 29609. EOE.

Photographer/Editor: KJRH 2 News NBC in Tulsa seeking aggressive, eager, easy-to-work-with Photographer. Previous video photography and editing experience preferred. Must know how to operate a microwave live truck. *No phone calls please.* Send resume to: KJRH 2 NBC, Lori Doudican, PO Box 2, Tulsa, OK 74101. EOE.

Photographer. CBS58 News has immediate openings for news photographers. Ideal candidates will have experience in shooting Betacam and in non-linear editing. We are a state-of-the-art shop with an all AVID environment. Our photojournalists are an important part of our news team. If you have a minimum of three years experience, please rush your resume and non-returnable tape to (no phone calls please): Director of Human Resources, WDJT-TV, 809 S. 60th Street, Milwaukee, WI 53214. EOE.

Night Assignment Desk position at aggressive Southwest TV station. Our opening is perfect for an eager college graduate looking for a step up in broadcast journalism. Previous college newspaper or broadcasting experience is helpful. Hours may include nights and weekends. Apply with a letter stating news philosophy, and resume, to Box 01491 EOE.

News Reporter/Anchor/Weekend Weather: FOX 28, South Bend is looking for a weekday General Assignments Reporter/Weekend Weather Anchor. Requirements include: College degree and one year experience. Send resume and VHS tape to News Director, WSJV-TV, FOX 28, Box 28, South Bend, IN 46624. No phone calls. EOE.

News Director: Do you want your next job with an award-winning, news local news station that covers news 24 hours a day, in the most technology advanced newsroom in the country? Then this may be the best job you have ever had! The ideal candidate will have a strong commitment to journalism (king or queen of content) and possess exceptional people skills (praise in public). You must be able to manage your time and budget well. We have a great team; we need a great coach. We will even give you a successful playbook (we are only a year and a half old and we've won awards and have good numbers). Dedication to the job is paramount yet you realize life is not one big newscast. If you're not too set in your ways and are willing to learn, then send your resume, news/management philosophy and salary requirements to: Human Resources Manager, Bay News 9, 7901 66th Street North, Pinellas Park, FL 33781. As part of Time Warner Communications, we offer a competitive salary and benefits package. EOE.

News Director. Build a better news department, from the ground up. FOX 18/WCCB-TV in Charlotte, NC (Mkt. 28) is starting a news department to produce a nightly 10pm newscast with a FOX attitude. We're seeking an energetic, creative leader with vision, solid news judgement, strong people skills, and the ability to train, motivate and inspire people. Candidates must have a minimum of 3-5 years experience in news management with a background in all facets of television news. Send resumes/tapes to Marcia Lowe, Administrative Assistant, FOX 18/WCCB-TV, One Television Place, Charlotte, NC 28205. No phone calls please. EOE.

News Co-Ancor. For 6 and 10pm newscasts. At least two years experience full time reporting and anchoring. Candidate will compliment our male co-ancher. Excellent writing skills, personable on-air manner, and commitment to community are all of equal value. Send a non-returnable VHS tape to: News Director, KTTX-TV, Rochester, MN 55902. No phone calls please. EOE.

Meteorologist: This isn't another stand-up, sit-down, point and read kind of job. We want a creative and versatile Weatherperson who can inform and entertain our viewers. This is a unique opportunity to launch and develop a new and proven concept in a beautiful Southern 50+ market. Create and present full-contained "FastCasts" as well as other on and off-air functions to broaden local market identity. March '99 on-air. Send tapes and resumes to Box 01488 EOE.

Investigative Photographer: KTRK Television News has an immediate opening for a full time *Investigative News Photographer/Editor*. Candidates should have a minimum three years experience in all facets of television news photography including lighting, audio and editing. We are looking for a photographer who has solid experience doing undercover/investigative type work. The position requires a creative eye and an ability to put together a visually interesting story for an award winning investigative unit. This position will have a significant impact on the visual presentation of *13 Undercover*. AVID editing skill as well as research skills preferred. Applicants must be able to work in the field unsupervised and be willing to work overtime hours. Interested persons should send resume and video tape of investigative work to: Phil Grant, Operations Manager or Ed Bragg, Chief Photographer, KTRK-TV, 3310 Bissonnet, Houston, Texas 77005. *No phone calls please.* Equal Opportunity Employer. M/F/V/D.


KOSA TV/CBS 7 Newsroom Job Opening. The newsroom has an immediate opening for Tape Editor/Associate Producer. Candidate must work a 2pm to 11pm shift Monday through Friday. Tape editing skills and basic computer knowledge would be helpful. Candidate will edit video tape, write news teases and operate teleprompter for 5, 6 and 10 o'clock newscasts. Send resumes and referrals to Bob Lenertz, News Director, KOSA TV/CBS 7, 1211 N. Whitaker, Odessa, Texas 79763. KOSA TV is an Equal Opportunity Employer.

Co-Ancor/Reporter. Small market, CBS affiliate, seeks a Co-Ancor/Reporter for its 6:00 pm and 10:00 pm weekly newscast. Must be able to edit video tape for broadcast. Degree and on-air experience required. Send tape and resume to Personnel Director, KLST-TV, 2800 Armstrong, San Angelo, TX 76903. EOE.

Big market station in Texas looking for male and female anchors for its evening newscasts. Must have successful journalism track record, professional appearance, enjoy being an integral part of your community, and possess the passion to excel every day you come to work. If you want to join a team on the move, as well as advance your own career, send your resume tapes and salary requirements to Box 01486 EOE.

Associate Producer: FOX 28, South Bend is looking for an Associate Producer. Requirements include: College degree, one year experience, excellent writer and desire to produce. Resume and writing samples to News Director, WSJV, FOX 28, Box 28, South Bend, IN 46624. EOE.

HELP WANTED PROMOTION



PROMOTION WRITER/PRODUCER

KGO-TV, the ABC owned station in San Francisco is seeking an experienced promotion producer to produce promotional pieces for news and programming. Candidates should have outstanding writing skills, a strong production background including film experience and a developed sense of graphics. Knowledge of strategic marketing and non-linear editing is helpful. Excellent communication skills and the ability to work well with others is required. Closing date for applications: January 29, 1999. Please send cover letter and resume to:

KGO Television
900 Front Street
San Francisco, CA 94111
Attn: Kathryn Cox - Personnel Manager

No phone calls accepted.

KGO Television, an owned station of ABC, Inc. is an Equal Opportunity Employer.


Promotion Producer. WMC-TV (NBC), Memphis seeks creative and motivated news image/series promo producer. Responsibilities include writing, producing and AVID editing news series and strategic image promos. Rush tape and resume to: Promotion Manager, WMC Stations, 1960 Union Avenue, Memphis, TN 38104. 901-726-0523.

ACME Television, one of the fastest growing broadcast groups in the nation, currently 6 WB affiliates and counting, is seeking a Creative Director to oversee Promotion and Production for its Salt Lake City affiliate. Must have extensive television promotion experience, independent background preferred, radio background a plus, and Kids' Club experience a necessity. Looking for extensive managerial experience, strong organizational skills, work well with clients and computer literate (Media 100 background a plus). We are an EEO employer, minorities, women and Vietnam Vets are encouraged to apply. Send resume and tape to: Human Resources, 6135 South Stratter Street, Murray, UT 84107. No phone calls please.

HELP WANTED RESEARCH

WOIO and WUAB in Cleveland, Ohio, Raycom Media stations, have an immediate opening for a Research Director to work with a highly motivated and creative sales staff. Candidates must possess thorough knowledge of Nielsen ratings, TVScan, Scarborough research, PowerPoint, CMR and Microsoft Office. The job entails full involvement with the sales department including collecting and analyzing Nielsen research data, preparing written and graphic presentations, developing sales positioning pieces, coordinating with our rep (Telerep). Will also work closely with Programming, News and outside news consultants. This person must be creative, self-motivated, comfortable working under deadlines and with little supervision. Qualified candidate must have 3-5 years experience in broadcasting or related fields. We are an EOE and qualified minorities and females are encouraged to apply. Submit resume and pay requirements to: Tom Humpage, GSM, WOIO/WUAB-TV, 1717 E. 12th St., Cleveland, OH 44114. 216-515-7012.

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 64 stations in 42 separate markets, and owns, provides sales and programming services in, or has agreements or options to acquire 51 radio stations in 10 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/WNUV-TV/FOX/WB Night Assignment Editor**
Looking for an aggressive news manager to run our night desk. Position includes story planning, resource management, editorial decision making, extensive phone and research work and Associate Producer duties. Minimum one year experience running assignment desk. Send resume and news philosophy. BC#248
- **Buffalo-WUTV/FOX29 National Sales Manager**
Immediate opening. Candidate must possess knowledge and experience in inventory control, forecasting, and selling sports. Minimum 2 years of national experience with good organizational, communications and computer skills. FOX and Independent television experience is a real plus. Send resume. BC#249
- **Charleston, WV-WCHS/WVAH-TV/ABC/FOX News Assignment Editor**
Responsible for directing news coverage on a daily basis. Ability to work effectively with people is essential. Computer skills a must; ability to work with Newstar system and knowledge of the Charleston-Huntington market a plus. Send resume. BC#250
- **Charleston, WV-WCHS/WVAH-TV/ABC/FOX News Photographer**
Duties include shooting and editing with Beta and non-linear. Ability to operate news ENG live truck and to work all shifts are essential. One-year experience and clean driving record are required. Ability to fly in fixed wing and chopper very helpful. Send resume. BC#251
- **Charleston, WV-WCHS/WVAH-TV/ABC/FOX Weather Forecaster**
Immediate opening for an AM weather person. A meteorologist is strongly preferred but the winning candidate will be personable and will be able to explain, not just describe the weather. At least one year experience preferred. Send non-returnable VHS tape. BC#252
- **Charleston, WV-WCHS/WVAH-TV/ABC/FOX Executive News Producer**
Duties include management of the daily newscasts, including writing, teasing, graphic look and feel and consistency from broadcast to broadcast. You should currently be a "star" show producer with 3 years experience. College degree. Send resume. BC#253
- **Oklahoma City-KOKH-TV/FOX On-Air Promotion Manager**
Top 50 FOX affiliate has immediate opening for an On-Air Promotion Manager. Responsibilities include tune-in, station image promotion, on-air promo scheduling, VFC producing and scheduling, and events. 1-3 years experience with editing experience required. Send resume, reel and references. BC#254
- **Rochester-WUHF-TV/FOX Marketing Manager**
Identify and secure advertisers through the development of sales opportunities. Develop and execute station sales promotions. Prepare and work within a 4-year budget. Marketing degree and/or related experience. Minimum 2 years industry experience. Send resume. BC#255
- **Sinclair Radio of Milwaukee, WMYX/WEMP/WXSS Traffic Director**
Qualified candidates should have 2 years broadcasting experience in traffic. Duties include, but not limited to, entering orders, and processing and reconciling logs. Excellent computer and organizational skills required. Must be accurate. Familiarity w/Marketron traffic system a plus. Send cover letter and resume. BC#256
- **Sinclair Radio of Milwaukee Account Executives**
Seeking qualified candidates for full-time, commissioned sales positions at both WMYX and KISS-FM. Candidates should have good interpersonal communication skills, both written and oral, and some outside sales experience. BA degree a plus. Send resume. BC#257
- **Winston-Salem-WXLV/WUPN-TV/ABC/UPN Account Executive**
Currently accepting resumes for two Account Executive positions. Must be creative, think out of the box, and bring new business to the stations. One to two years media sales experience preferred. Send resume. BC#258

Mail your resume in confidence immediately to:
Broadcasting & Cable, 245 W. 17th Street, NY, NY 10011, Attn: Job # _____

SBG
SINCLAIR BROADCAST GROUP

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FOR DAILY CLASSIFIED UPDATES...

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www.broadcastingcable.com

HELP WANTED CREATIVE SERVICES

GRAPHIC ARTIST

ABC7 Los Angeles is seeking a Graphic Artist to join our expanding design team. The successful candidate will be very creative and must know their way around a newsroom. Expertise with Quantel Paintbox and HAL is required. MAC experience is a plus.

Please send a non-returnable videotape with your resume to: **ABC7, Attn: Kimberly Castillo, Dept. GA/BC, 4151 Prospect Avenue, Los Angeles, CA 90027.** No phone calls please. Equal Opportunity Employer.



Art Director for WFSB, the Meredith-owned station in Hartford, CT. Seeking experienced, hands-on director to manage department and oversee on-air and print design. Ideal candidate should be creative, have previous management experience and working knowledge of Quantel Bravo, Macintosh, SGI, Liberty Paint and Flint. Send resume and reel to:

Tim Coffey, Creative Services Manager
WFSB-TV
3 Constitution Plaza
Hartford, CT 06103-1821



HELP WANTED PRODUCTION

Talk Show Supervising Producer. KTRK-TV (ABC owned) needs a Supervising Producer for its live, daily talk show *Debra Duncan*. Responsibilities for overseeing all aspects of the show...from content to production to promotion. Must be a team leader and manager...someone who is relentless and creative coming up with compelling content. Must possess superb writing and storytelling skills. Must have excellent people skills, exceptional control room demeanor, production skills, ability to work under tight deadlines. Five years television producing experience preferred. Please send resumes to: Kim Nordt-Jackson, Program Manager, 3310 Bissonnet, Houston, TX 77005. No phone calls, please. Equal Opportunity Employer M/F/V/D.

Producers Needed! Health/medical producers needed for steady freelance position with TV production company specializing in electrical publicity for pharmaceutical and healthcare clients. Must have news writing experience as well as experience producing/writing video news releases. Strong account and client skills a must! Fax resume to 212-715-7303. Attn: H.D.

KRON-TV Channel 4, NBC affiliate in San Francisco, has immediate opening for an Executive Producer. The ideal candidate will have at least 5 years experience producing newscasts in a medium-to-large market and some management experience. We want an energetic individual with strong journalism values, excellent production skills, and an enterprising approach to the job. We are a drug-free employer requiring pre-employment drug testing and a background investigation. *Send your resume no later than February 15, 1999 to KRON-TV Human Resources, P.O. Box 3412, San Francisco, CA 94119.* EOE.

Avid Editor. Qualifications: 12 Creative Services has an immediate full time opening for a Avid Editor. Minimum 2 years of hands on Avid experience. Strong background in promotional and commercial editing a must. Long format experience a big plus. Please send resume and tape to: WKRC-TV, Attn: Business Office-AE, 1906 Highland Avenue, Cincinnati, Ohio 45219. An Equal Opportunity Employer.

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HELP WANTED FUNDRAISING

Membership Manager. WPBT2 has immediate opening for someone to manage all membership outbound development including pledge, direct mail and telemarketing activities; coordinate and initiate membership clubs, challenges and fundraising outreach. WPBT2 has a very strong membership program and in 1999 will join the growing list of Team Approach stations. Three years development fundraising, marketing or sales experience required. Strong computer skills as individual will utilize various telephone, computer and software systems. Good knowledge of Excel, Microsoft and Access. Send resume with salary requirements to: Human Resources, WPBT2, PO Box 2, Miami, FL 33261-0002. An Equal Opportunity Employer. M/F/D/V.

CABLE

HELP WANTED TECHNICAL

MASTER CONTROL OPERATOR

Fox/Liberty Networks, LLC is seeking a Master Control Operator to monitor on-air quality of events; coordinate live events; prepare taped events for air; integrate commercial inventory with programming and maintaining commercial log; operate Utah Switcher; and downlink and record programming.

The successful candidate will have knowledge of and the ability to operate a range of audio/video equipment including tape machines, scribe and Utah Switcher; video production knowledge; video tape editing experience; knowledge of Windows-based software programs (Word & Excel); and the ability to work flexible hours.

We offer challenging career opportunities, competitive salaries and excellent benefits. For immediate consideration, please submit your resume and salary history to: **FOX/Liberty Networks, LLC, Code: DH/MCO, 1440 Sepulveda Blvd., Ste. 118, Los Angeles, CA 90025; fax (310) 444-8490.** Equal Opportunity Employer. No phone calls please.



FOX/LIBERTY NETWORKS, LLC

FOX/LIBERTY NETWORKS, LLC

FOX/LIBERTY NETWORKS, LLC

HOME & GARDEN TELEVISION is seeking to fill a full-time position in the following technical areas:

NETWORK ENGINEERING SUPERVISOR

5 years experience in broadcast television engineering or network television engineering including 2 years in a supervisory role. Satellite or related RF experience is a must. Experience in a digital video and audio systems important, particularly relating to video server and archive systems. Extensive computer experience required. Familiarity with UNIX, VMS & Windows NT preferred. Experience with digital compression and scrambling systems a plus.

NETWORK OPERATOR

Must have extensive cart machine, video file server, switcher, automation and chyron experience. Background in a digital environment a plus. Must be familiar with satellite transmission principles and their application in a network environment.

The E.W. Scripps Company is an equal opportunity employer providing a drug-free workplace through pre-employment screening. We offer a comprehensive salary and benefits package. Qualified candidate should send a confidential resume with salary requirements to the following address. No phone calls please.

Human Resources
PO Box 50970
Knoxville, TN 37950



HELP WANTED SALES

HEAD AFFILIATE RELATIONS

Fox/Liberty Networks, LLC is seeking a Senior Executive to be responsible for affiliate sales and marketing for the company's owned and operated networks and directing the networks' service operations for multi-system cable operators and other video providers.

The successful candidate should be a seasoned programming, cable and/or broadcasting executive with a strong background in sales and marketing; have the ability to identify and focus on future opportunities to expand the business utilizing creative and innovative methods; have exceptional communication and negotiating skills; and a successful track record in building strong relationships.

We offer challenging career opportunities, competitive salaries and excellent benefits. For immediate consideration, apply in confidence to: **FOX/Liberty Networks, LLC, Code: DH/SVP, Box MG-626, 201 S. Lake Ave., Ste. 600, Pasadena, CA 91101.** Equal Opportunity

Employer. No phone calls please. Only resumes with salary history will be considered.

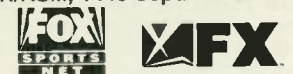


LOCAL AD SALES MANAGER

Fox/Liberty Networks, LLC is seeking an Ad Sales Manager for our Los Angeles location. Responsibilities include overseeing all regional local ad sales activity; working with MSO LAS departments to build the value perception of all Fox/Liberty Networks; managing creation of network local ad sales materials and sales promotions; maintaining local ad sales database; executing annual local ad sales workshops; working with network marketing departments to position networks to system ad sales constituency; placing ads with local trade publications to publicize special events.

The successful candidate will have 2+ years' experience working in system or interconnect ad sales environment; college degree; exposure to creation/implementation of local ad sales promotions; experience doing sales presentations to groups of varied sized; experience interacting with all levels of management; knowledge of marketing materials creation process. Must have excellent verbal and written communication skills, and proficiency with Microsoft products such as Word, Excel, Outlook, PowerPoint.

We offer challenging career opportunities, competitive salaries and excellent benefits. For immediate consideration, please submit your resume and salary history to: **FOX/Liberty Networks, LLC, Code:DH/ASM, 1440 Sepulveda Blvd., Ste. 118, Los Angeles, CA 90025; fax (310) 444-8490.** Equal Opportunity Employer. No phone calls please.



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Send resume/tape to:
Box _____,

245 West 17th St., New York, New York 10011

Fax your classified ad to *Broadcasting & Cable.*
(212)206-8327

HELP WANTED PROMOTION

Management

We Now Go LIVE To...

... the qualified candidate for our On-Air Promotions Department. Encore Media Group, the largest provider of premium movie networks in the U.S., is seeking visually oriented, creative individuals with a solid conception-to-completion track record to join our organization as:


MANAGING PRODUCER

You'll oversee all aspects of production for promos & interstitial features. You'll also be responsible for budgets, staff, and administrative coordination. This position requires writing, producing, editing and directing experience; experience with graphic design and video integration; and the ability to direct talent. Qualifications include a bachelor's degree in a related field or industry experience to include a minimum of 6 years in television promotion; supervisory experience preferred. Knowledge of movies is as important as your superior communication skills. Reference Job #563BC.

PRODUCER

If you're a creative type with at least 3 years experience producing top-notch promos and short form interstitial segments, this is the job for you. Our ideal candidate will have experience writing and producing on-air promotions, proven studio and field production skills, a keen eye for graphics and skills in both non-linear and linear digital edit suites. Reference Job #579BC.

For consideration, please forward your resume, tape and salary history to:
Encore Media Group, P.O. Box 4917, Englewood, CO 80155; Fax (303)267-7370.
 Successful candidates will be subject to a drug test. EOE.



HELP WANTED CREATIVE SERVICES



Creative Services Writer/Producers

HGTV, Home & Garden Television and the all-new DIY, Do It Yourself Network have immediate openings for promo producers with strong organizational and writing skills. Candidates must possess a solid sense of gfx design, editing and sound design. The right team attitude counts along with the ability to handle several unsupervised projects at once. You'll help create image, programming & topical promos, and contribute to interstitial & marketing projects. We're a fully digital facility with inhouse musicians, film team, Hals, you name it! Min. 3 years exp. in cable or local station. College degree preferred.

Manager of Programming, HGTV

Manage various aspects of original commissioned productions and acquisitions. Ability to handle multiple projects under tight deadlines. Candidates should have at least 4 years major market, hands-on television production experience in a variety of formats (studio, field, magazine, etc.), or 3 years in network program development of "lifestyle" and strip series programming is key. Strong interest in popular culture and the "do-it-yourself" lifestyle is preferred. Home & Garden Television provides a creative work environment nestled in the foothills of the scenic Smoky Mountains.

Send your resume & reel to: HGTV Human Resources, 9701 Madison Ave., Knoxville, TN 37932. No phone calls, please. E.W. Scripps Company is an Equal Opportunity Employer.

HELP WANTED MARKETING

Divisional Marketing Representative, Bristol CT. For more details, please see our job posted on the Broadcasting & Cable Website at: www.broadcastingcable.com. Please send resume to: ESPN, INC., ESPN Plaza, Bristol, CT 06010-7454, Ad# TT-09, Email: jobs@espn.com. EOE/M/F/D/V.

ALLIED FIELDS


HELP WANTED INSTRUCTION

Media Design and Production Assistant Professor. University of Georgia's Department of Telecommunications, College of Journalism and Mass Communication is seeking applicants for a tenure-track position at the assistant level. The primary area will be video production (media design, video and audio production, production management). Graduate teaching in area of scholarly interest, such as emerging technologies, visual communication, or audience research. Qualifications: Ph.D. required. Professional media experience preferred. Application deadline is February 10, 1999, for August 1999 position. Send letter, vita, and a list of three references to: Barry Sherman, Chair, Search Committee, Department of Telecommunications, College of Journalism and Mass Communication, University of Georgia, Athens, GA 30602-3018. EEO/AA Institution. Visit the Grady College homepage at <http://www.grady.uga.edu>.

The School of Journalism and Mass Communications, University of Kansas, is looking for an assistant professor with a broadcast background who wants to teach Broadcast and Marketing Communications not "the way it was" but the "way it will be." We are sold on the idea of convergence and we've got the tools, including five computer labs and digital audio and video. We are known for diligent, demanding instruction, a firm commitment to students, and to the basics of writing, reporting and editing, the soul of our curriculum. We seek a colleague with a Ph.D. and two years professional experience in U.S. media or with a master's degree and four years U.S. media experience, and demonstrated ability to teach. We prefer a person with a Ph.D., experience in college teaching of media management, corporate communications or marketing, and demonstrated ability to perform research. The full position description may be viewed at www.ukans.edu/~jschool, or may be requested by phone: 785-864-4752, by fax: 785-864-5318 or by e-mail: mjwallac@eagle.cc.ukans.edu. This is a full-time, tenure track position to begin August 18, 1999. Send letter of application and resume/curriculum vitae, with a list of three references, to Mrs. Mary Wallace, search coordinator, School of three references, to Mrs. Mary Wallace, search coordinator, School of Journalism, Stauffer-Flint Hall, University of Kansas, Lawrence, KS 66045. Priority consideration will be given to applications received by February 19, 1999. EOE/AA.

You can simply fax your classified ad to **Broadcasting & Cable** at (212)206-8327.

HELP WANTED TECHNICAL



The New York Network (NYN), a function of Advanced Learning and Information Systems, Office of the Provost, State University of New York System Administration provides television production and transmission services for SUNY, the agencies of State government and electronic media. Located in the Alfred E. Smith State Office Building in Albany, NYN also operates SUNYSAT, a satellite television network. NYN seeks nominations and applications as follows:

TV MAINTENANCE/COMPUTER TECHNICIAN

The position will involve the operation, maintenance and repair of electronic equipment for satellite and base band video, studio and field production as well as computer equipment for in-house LAN and broadcast digital compression system. Candidate will, on occasion, be required to work off-site at transmission facility and/or remote studio locations.

Candidates for the position should possess a college degree or equivalent in electronics or related field, and have 1-2 years experience in broadcast studio maintenance.
Salary: \$29,500

SATELLITE ENGINEER

The successful candidate will perform operations for satellite and terrestrial transmissions as well as occasional field assignments as a mobile uplink technician. Experience in both digital and analog important. Strong computer skills necessary. Applicant should have excellent people skills and be able to work nights and weekends. SBE and/or FCC certification is helpful.

Candidates for the position should possess a college degree or equivalent in electronics or related field, and have 1-2 years experience in broadcast transmission.
Salary: \$26,500

Send resume and letter of application indicating position of interest by February 16, 1999 to: **Roy T. Saplin, Jr., Search Chair, New York Network, Alfred E. Smith State Office Building, 12th Floor, P.O. Box 7012, Albany, New York 12225.**

The State University of New York is an EEO/AA employer. Applications from women, minority persons, disabled workers and/or Vietnam Era Veterans are especially welcome.

HELP WANTED FACULTY

School of Journalism, Media and Graphic Arts, Florida A & M University, seeks a broadcast journalism assistant or associate professor. Ph.D. in appropriate field and five years of solid professional experience in TV news as reporter/anchor/producer. An MFA in a related field will be considered. Previous successful teaching and TV graphics a plus. Research and publication record and ability highly desired. Starting date: August 8, 1999. Application deadline: February 15, 1999. Letter of interest citing Position No. 0170560 and resume should be sent to: Dean Robert M. Ruggles, School of Journalism, Media and Graphic Arts, 108 Tucker Hall, Florida A&M University, Tallahassee, FL 32307-4800.

LICENSING

\$News Bloopers Wanted\$. A major video distribution company is willing to pay for news bloopers of all kinds for use in a high-end home video. If interested in having your station represented in this lighthearted romp through the foibles of your profession contact: Bloopers, 2020 Howell Mill Rd., Suite C-Box 346, Atlanta, GA 30318. (404) 350-9185. bloopers@threeonamatch.com

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Used videotape: Cash for 3/4" SP, M2-90's, Betacam SP's. Call Carpel Video 301-694-3500.

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For video duplication, demos, audition reels, work tapes, our recycled tapes are technically up to any task and downright bargains. All formats, fully guaranteed. To order call:

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Satellite transmission equipment and television transmitter bought and sold. Including HPA's, antenna's, UPS's, generators, exciters, support equipment, etc. Megastar (702)386-2844.

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Contact Bruce Houston at
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New England AM. Cash flow dynamo. Only station in market. 7x trailing cash flow-2.5M. Broker - Media Sales Group 781-848-4201.

Missouri: KDJR-FM and KHAD-AM. \$850,000 cash. Qualified principals only 573-449-3883.

For Sale LPTV Stations, East Coast Major markets \$450K to 1M., Lease options available. (909) 584-7199.

FM-CP-Heart of Missouri Lake Country. C-3 upgrade in process. Contact Mahaffey Enterprises, Inc. 1-800-725-9180.

WANTED TO BUY STATIONS

Investor seeks purchase of small AM or FM station with real estate or GM position with buyout. Teddy 212-421-7699 or 212-888-7347.

FOR LEASE

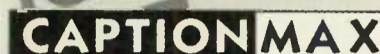
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BROADCASTING & CABLE'S CLASSIFIED RATES

All orders to place classified ads & all correspondence pertaining to this section should be sent to BROADCASTING & CABLE, Classified Department, 245 West 17th Street, New York, NY 10011. For information call Antoinette Pellegrino at (212) 337-7073 or Francesca Mazzucca at (212)337-6962.

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

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

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

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

Rates: Classified listings (non-display). Per issue: Help Wanted: \$2.50 per word, \$50 weekly minimum. Situations Wanted: 1.35¢ per word, \$27 weekly minimum. Optional formats: Bold Type: \$2.90 per word, Screened Background: \$3.00, Expanded Type: \$3.70 Bold, Screened, Expanded Type: \$4.20 per word. All other classifications: \$2.50 per word, \$50 weekly minimum.

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

Rates: Classified display (minimum 1 inch, upward in half inch increments). Per issue: Help Wanted: \$218 per inch. Situations Wanted: \$109 per inch. Public Notice & Business Opportunities advertising require display space. Agency commission only on display space (when camera-ready art is provided). Frequency rates available.

Color Classified Rates

Non-Display: Highlighted Position Title: \$75. Display: Logo 4/C: \$250. All 4/C: \$500.

Online Rates: \$50 additional to cost of ad in magazine

Blind Box Service: (In addition to basic advertising costs) Situations Wanted: No charge. All other classifications: \$35 per issue. The charge for the blind box service applies to advertisers running listings and display ads. Each advertisement must have a separate box number. BROADCASTING & CABLE will now forward tapes, but will not forward transcripts, portfolios, writing samples, or other oversized materials; such are returned to sender. Do not use folders, binders or the like. Replies to ads with Blind Box numbers should be addressed to: Box (number), c/o Broadcasting & Cable, 245 W. 17th Street, New York, NY 10011

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

Broadcasting & Cable Classifieds

Order Blank (Fax or Mail)

CLASSIFIED RATES

Display rate: Display ads are \$218 per column inch. Greater frequency rates are available in units of 1 inch or larger.

Non-Display rates: Non-Display classified rates (text only) are \$2.50 per word with a minimum charge of \$50 per advertisement. Situations Wanted rates are \$1.35 per word with a minimum charge of \$27 per advertisement.

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Blind Boxes: Add \$35.00 per advertisement

Deadlines: Copy must be in typewritten form by the Monday prior to publishing date.

Category: Line ad Display

Online: 1 Week 2 Weeks

Ad Copy: _____

Date(s) of insertion: _____

Amount enclosed: _____

Name: _____

Company: _____

Phone: _____ Fax: _____

Address: _____

City: _____ State: _____ Zip: _____

Authorized Signature: _____

Payment:

Check Visa MasterCard Amex

Credit Card #: _____

Name on Card: _____

Exp. Date: _____ Phone: _____

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B & C

245 W. 17 Street • NYC 10011 • Attention: Antoinette Pellegrino or Francesca Mazzucca

FAX NUMBER: 212-206-8327

apellegrino@cahners.com

fmazzucca@cahners.com

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FOR MORE INFORMATION, CONTACT:

• Antoinette Pellegrino 212.337.7073
E-mail: apellegrino@cahners.com

• Francesca Mazzucca 212.337.6962
E-mail: fmazzucca@cahners.com



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Cyclone hits the Internet

NBC, C-Net spin out high-speed portal

By Richard Tedesco

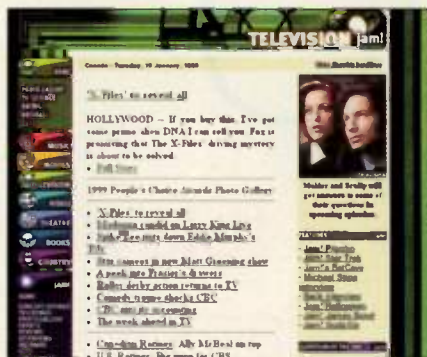
NBC and CNet staked a niche in the high-speed Internet sweepstakes last week, with Snap Cyclone, a souped-up version of the Snap 'Net portal the two media companies co-own. Cyclone is intended to wow Web watchers with a wealth of multimedia from diverse sources, including The Rolling Stone Network, SonicNet, Sony Online Entertainment, Spinner.com and, naturally, NBC Entertainment and its VideoSeeker streaming site. Lending NBC's content additional leverage is one of the prime points of unleashing Cyclone with CNet during the first quarter of 1999, according to a source familiar with the deal.

The biggest boon for NBC, according to the source, is the vital link Cyclone reinforces between Snap and telcos who already use the portal as a default search engine in some cases. When Snap Cyclone launches, it will be the default search engine on Bell Atlantic's

Infospeed DSL (digital subscriber line) service, and will recreate other customized versions for carriage on other high-speed telco-to-the-Web paths, including asymmetric digital subscriber line (ADSL) services from SBC Internet Services and GTE Internetworking. SBC Internet already claims to be the nation's eighth largest ISP.

Peter Krasilovsky, an analyst for the Kelsey Group, says the value of these relationships with phone companies will eventually translate to millions of DSL subscribers drawing on Snap—and NBC—content as their gateway to the Internet. "NBC is hoping to develop a state of the art that will establish them as high tech market leaders, especially for that early adopter audience that has high speed capabilities," says Krasilovsky. "Snap needs to establish some unique niches in the marketplace and Snap Cyclone will help them do it."

The prime benefit for PC users will be ready access to customized content from several multimedia-rich sources. Rolling Stone and SonicNet supply vir-



tual jukeboxes of on-demand music videos and live concert webcasts while Tower Records provides commercial services. Sony Online serves up the popular online multi-player versions of *Jeopardy* and *Wheel of Fortune*. Spinner.com enables Web listeners to hear 140,000 tunes on 110 music channels.

NBC Entertainment, NBC Home Video and VideoSeeker also get prominent play, along with MSNBC, MSNBC Sports and CNBC. But as it effectively promotes NBC news sites, Snap also includes access to Bloomberg in Cyclone.

NBC purchased a 19% stake in Snap for \$6 million last year when it

also took a 49.9% stake in CNet for \$26.2 million. The NBC/CNet Cyclone deals come on the heels of America Online's pact with Bell Atlantic to offer the Infospeed DSL service for about \$20 monthly, in addition to the current \$21.95 AOL monthly subscription fee.

Bell Atlantic expects to have DSL service available to 7.5 million households in its operating region by year's end, with 14 million households able to access high-speed 'Net service by the end of 2000. Meanwhile, SBC intends to introduce ADSL service to 8.2 million residential users and 1.3 million businesses by year's end. ■

SITE OF THE WEEK www.kens-tv.com KENS-TV



CBS, Ch. 5 San Antonio, Texas

Site features: San Antonio's leading news station just started live streaming of its noon, 4:30, 5, 6 and 10 p.m. newscasts two weeks ago via Broadcast.com. KENS is archiving each newscast for one week. The most popular feature, due to south Texas' fickle weather, is KENS AccuWeather with Doppler radar. Other links: CBS.com and CBS news and entertainment content, and Texas2000.

Site launched: July 1995

Site director: Mike Brown, KENS-TV webmaster

Number of employees: 2

Site design: In-house

Streaming technology: RealNetworks RealSystem G2

Traffic generated: Averaging 70,000-90,000 page views monthly

Advertising: Local and national banner ads

Revenues: N/A

Highlights: Drew large audience for live streaming of John Glenn's recent return from his space shuttle mission and drew 20,000 page views in a day when the Starr Report hit the Web—Richard Tedesco

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THIS WEEK'S MAGAZINE



UPN may reduce programming. Sinclair Broadcasting President, Barry Baker says that UPN has privately admitted its error in going to five nights this season before getting its first three nights firing on all cylinders. Baker told a gathering yesterday at the Paine Webber Media Conference in New York that he wouldn't be surprised if the network - which is down 30%-40% in the ratings this season - cut back by a night or two to shore up its schedule. Sinclair operates seven UPN affiliates.



Speaker-elect speaks out on LMA. House Speaker-elect Bob Livingston (R-Va.) has signed a letter telling the FCC to drop a proposal that would eliminate local TV marketing agreements (LMAs) because it is contrary to the 1996 telecommunications Act. "Most broadcasters who invested the time, money and resources in LMAs will face financial hardship if forced to walk away from their investments," the letter says. "This is a harsh message to send to broadcasters who now face the multi billion dollar challenge of absorbing the infrastructure costs in the transition to digital television."



AT&T waits on Time Warner. Cable operators being wooed by AT&T to cut telephone joint ventures are waiting for Time Warner Cable to do its deal first. At least that's what cable executives were saying in the hallways of the Paine Webber, Inc. annual media investment conference in New York, Tuesday. Even after buying Tele-Communications Inc., AT&T needs to line up other MSOs as telephone affiliates to fully execute its strategy of finding a way around the Baby Bells' monopoly of funneling long distance calls to the home.

BREAKING NEWS

TOP OF THE NEWS

With the cancellation of the NBA All-Star game, NBC becomes yet another casualty in the basketball lockout. NBC planned to air the game during the key Feb. sweeps.

CENTURY UP

The New Canaan, Conn. - based Century Communications Corp., expects cash flow to increase 12.5%.

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CHANGING HANDS

The week's tabulation of station sales

PROPOSED STATION TRADES

By dollar volume and number of sales does not include mergers or acquisitions involving substantial non-station assets

THIS WEEK

TVs ■ \$25,500,000 ■ 2
 Combos ■ \$33,592,000 ■ 5
 FMs ■ \$627,000 ■ 3
 AMs ■ \$1,427,000 ■ 4
 Total ■ \$61,146,000 ■ 14

SO FAR IN 1999

TVs ■ \$89,000,000 ■ 5
 Combos ■ \$52,967,000 ■ 9
 FMs ■ \$12,762,000 ■ 9
 AMs ■ \$5,467,000 ■ 8
 Total ■ \$160,196,000 ■ 31

SAME PERIOD IN 1998

TVs ■ \$466,500,000 ■ 5
 Combos ■ \$246,925,000 ■ 21
 FMs ■ \$55,558,950 ■ 30
 AMs ■ \$70,870,942 ■ 17
 Total ■ \$839,854,892 ■ 73

Source: Broadcasting & Cable

TVS

KAMR-TV Amarillo, Tex.

Price: \$25 million

Buyer: Quorum Broadcasting, Boston (J. Daniel Sullivan, president/CEO); also owns six TVs

Seller: Cannan Communications Inc., Amarillo, Tex. (Darrold Cannan Jr., CEO); no other broadcast interests

Facilities: ch. 4, 100 kw, ant. 1,499 ft.

Affiliation: NBC

Broker: Gammon Media Brokers

55% of KAQY(TV) Columbia, La.

Price: \$500,000 for stock

Buyer: Dr. Paul Azar Jr. and Charles Chatelain, Lafayette, La.. Chatelain also owns WNTZ(TV) Natchez, Miss. and KADN(TV) Lafayette, La.

Seller: Thomas Pears, Lafayette, La.; no other broadcast interests

Facilities: ch. 11, 316 kw, ant. 1,771 ft.

Affiliation: Dark

COMBOS

KCTR-FM, KBUL(AM), KKBR(FM), KBBB(FM) and KMHK(FM) Billings, Mont.; WRSC(AM) KBOY-FM, WBLF(AM), WQWK(FM) and WIKN(FM) State College, Pa.; KAKT(FM) and WGLU(FM) Johnstown, Pa.; KAKT(FM), KCMX(AM)-FM and KTMT(AM)-FM Medford, and KUGN(AM), KKTT(FM) and KEHK(FM) Eugene, Ore.; and KEYW(FM), KFLD(AM), KORD(FM), KXRX(FM), KTHK(FM) Tri-Cities, Washington

Price: \$26 million

Buyer: Marathon Media LLC, Chicago (Bruce Buzil, manager); owns two AMs and seven FMs

Seller: Citadel Communications Corp., Bigfork, Mont. (Lawrence R. Wilson, president); also owns 36 AMs and 74 FMs

Facilities: KCTR-FM: 102.9 mhz, 100 kw, ant. 500 ft.; KBUL: 970 khz, 5 kw; KKBR: 97.1 mhz, 28 kw, ant. 325 ft.; KBBB: 103.7 mhz, 100 kw, ant. 480 ft.; KMHK: 95.5 mhz, 100 kw, ant. 984 ft.; WRSC: 1390 khz, 2 kw day, 1 kw night; WBLF: 970 khz, 1 kw day 61 w night; WQWK: 97.1 mhz, 3 kw, ant. 403 ft.; WIKN: 107.9 mhz, 350 w, ant. 469 ft.; WQKK: 99.1 mhz, 50 kw, ant. 713 ft.; WGLU: 92.1 mhz, 300 w, ant. 1,043 ft.; KAKT: 105.1 mhz, 52 kw, ant. 545 ft.; KBOY-FM: 95.7 mhz, 100 kw, ant. 935 ft.; KCMX(AM): 580 khz, 1 kw; KCMX-FM: 101.9 mhz, 31.5 kw, ant. 1,457 ft.; KTMT(AM): 880 khz, 1 kw; KTMT-FM: 93.7 mhz, 31 kw, ant. 7,580 ft.; KUGN: 590 khz, 5 kw; KKTT: 97.9 mhz, 75 kw, ant. 924 ft.; KEHK: 102.3 mhz, 100 kw; KEYW: 98.3 mhz, 3 kw, 197 ft.; KFLD: 870 khz, 10 kw; KORD-FM: 102.7 mhz, 100 kw, ant. 1,100 ft.; KXRX: 97.1 mhz, 50 kw, ant. 1,360 ft.; KTHK: 97.9 mhz, 50 kw, ant. 705 ft.;

Format: KCTR-FM: modern country; KBUL: dark; KKBR: oldies; KBBB: AC; KMHK: rock; WRSC: news/talk; WBLF: country; WQWK: rock; WIKN: CHR; WQKK: active rock; WGLU: CHR; KAKT: country; KBOY-FM: classic rock;

KCMX(AM): news/talk; KCMX-FM: AC; KTMT(AM): sports; KTMT-FM: adult CHR; KUGN: news/talk; KKTT: dark; KEHK: classic rock; KEYW: AC; KFLD: sports; KORD-FM: country; KXRX: dark;

WDEA(AM) and WWMJ(FM) Ellsworth and WEZQ(FM) Bangor, all Maine

Price: \$4 million

Buyer: Cumulus Media Inc., Milwaukee (Richard W. Weening, executive chairman; Lewis W. Dickey, executive vice chairman); owns/is buying 66 AMs and 147 FMs

Seller: Dudman Communications Corp., Ellsworth, Maine (Martha Dudman, president); no other broadcast interests

Facilities: WDEA: 1370 khz, 5 kw; WWMJ: 95.7 kw, 11.5 kw, ant. 1,029 ft.; WEZQ: 92.9 mhz, 20 kw, ant. 787 ft.

Formats: WDEA: MOR; WWMJ: oldies; WEZQ: Soft AC

Broker: Blackburn & Co.

KSOX-AM-FM Raymondville, Tex.

Price: \$3 million

Buyer: Sendero Multimedia, Inc., Edinburg, Tex. (Alberto Munoz II, President); no other broadcast interests

Seller: Edgar Clinton, Raymondville, Tex.; no other broadcast interests

Facilities: AM: 1240 khz, 1 kw; FM: 102.1 mhz, 17.9 kw, 758 ft.

Formats: AM: sports; FM: oldies

WMPO-AM-FM Middleport, Ohio

Price: \$492,000

Buyer: Positive Radio Group Inc., Blacksburg, Va. (Vernon Baker, president); also owns 14 AMs and 17 FMs

Seller: ET Broadcasting Inc., Middleport, Ohio (Lenny Eliason, president); no other broadcasting interests

Facilities: AM: 1390 khz, 5 kw day, 120 w night; FM: 92.1 mhz, 4.7 kw, ant. 113 ft.

Formats: AM: Religious; FM: AC

KBI (FM) Mena and KBII(FM) Hatfield, Ark.

Price: \$100,000

Buyer: Quachita Broadcasting Inc., DeQueen, Ark. (Jay Bunyard, president); also owns one AM and two FMs

Seller: Bobby Caldwell, Wynne, Ark.; also owns three AMs and four FMs

Facilities: KBII: 105.3 mhz, 8.10 kw, 1,516 ft.; KBII: 104.1 mhz, 35 kw, ant. 510 ft.

Formats: Both dark

FMS

KCM(FM) Bastrop, Tex.

Price: \$340,000

Buyer: Queen of Peace Radio Inc., Jacksonville Beach, Fla. (J. Christopher Williams, president); no other broadcast interests

Seller: American Broadcasting Educational Foundation, Austin, Tex. (Batron Prideaux, president); no other broadcast interests

Facilities: 88.5 mhz, 4 kw, ant. 308 ft.

Format: Dark

construction permit for KBGZ(FM)

Galena, Kan.

Price: \$220,000

Buyer: Land Go Broadcasting, Joplin, Kan. (Robert C. Landis, president); also owns two AMs and two FMs

Seller: GMA Communications, Hilton Head, S.C. (Rich Heibel, president); no other broadcast interests

Facilities: 104.3 mhz, 6 kw, ant. 300 ft.

Format: Dark

Broker: Star Media Group Inc.

WTAL(FM) Monticello, Fla.

Price: \$67,000

Buyer: WW & NIA LLC, Dothan, Ala. (James Wilson, member); also owns WAGF(AM)-FM Dothan and WJNN(FM) Columbia, Ala.

Seller: Monti Radio LC, Tallahassee, Fla. (Bruce Timm, managing member). Timm also owns WGLF(FM) Naples, Fla.

Facilities: 105.7 mhz, 16 kw, ant. 450 ft.

Format: Talk

Broker: Media Services Group Inc.

AMS

KBFW(AM) Bellingham, Wash.

Price: \$1 million

Buyer: Saga Broadcasting Corp., Grosse Pointe Farms, Mich. (Edward Christian, president); also owns one TV, 11 AMs and 20 FMs

Seller: Bellingham Broadcasting Corp., Bellingham, Wash. (Steven Smith, president); no other broadcast interests

Facilities: 930 khz, 1 kw day, 500 w night

Format: Country

Broker: Cliff Hunter

WXNI(AM) Westerly, R.I.

Price: \$300,000

Buyer: WRNI Foundation, Boston (Joseph Mercurio, president); no other broadcast interests

Seller: Bear Broadcasting Co., Westerly, R.I. (Natale Louis Urso, director); also owns WERI(FM) Westerly, and WADK(AM) Newport, R.I.

Facilities: 1230 khz, 1 kw

Format: News/talk

WPTW(AM) Piqua, Ohio

Price: \$75,000

Buyer: Frontier Broadcasting Inc., Westerville, Ohio (Thomas Pierce, president); also owns WUCO(AM) Maryville, Ohio

Seller: Cox Broadcasting Inc., Atlanta (Nicholas D. Trigony, president); Robert F. Neil, Cox Radio Inc. president; also owns 11 TVs, 17 AMs and 34 FMs

Facilities: 1570 khz, 250 w

Format: Adult Standards

WONG(AM) Canton, Miss.

Price: \$52,000

Buyer: John Pembroke, Tallahassee, Fla.; also owns WSTT(AM) Thomasville, Ga.

Seller: Ola Communications System, Canton, Miss. (Dr. William Truly Jr., principal); no other broadcast interests

Facilities: 1150 khz, 500 w day

Format: AC

—Compiled by Alisa Holmes

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Jan. 25-28—35th annual *National Association of Television Programming Executives* conference and exhibition. Ernest Morial Convention Center, New Orleans. Contact: (310) 453-4440
April 19-20—*Television Bureau of Advertising* annual marketing conference. Las Vegas Hilton Hotel, Las Vegas. Contact: (212) 486-1111
April 19-22—*National Association of Broadcasters* annual convention. Las Vegas Convention Center, Las Vegas. Contact: (202) 429-5300
May 17-20—39th annual *Broadcast Cable Financial Management*

Association conference. MGM Grand Hotel, Las Vegas. Contact: Mary Teister (847) 296-0200
June 10-15—*21st Montreux International Television Symposium and Technical Exhibition*, Montreux Palace, Montreux, Switzerland. Contact: (800) 348-7238
June 13-16—Cable '99, 48th annual *National Cable Television Association* convention and exhibition. McCormick Place, Chicago. Contact: Bobbie Boyd (202) 775-3669

THIS WEEK

Jan. 23-28—12th annual *International Teleproduction Society* presidents retreat and management conference. Hilton Jalousies Resort and Spa, St. Lucia, W.I. Contact: (703) 319-0800.
Jan. 25—*Nebraska Broadcasters Association* annual legislative reception. Cornhusker Hotel, Lincoln, Neb. Contact: Dick Palmquist (402) 778-5178.
Jan. 25-26—*West Virginia Broadcasters Association* winter meeting and legislative reception. Charleston Marriott Town Center, Charleston, W.Va. Contact: (304) 744-2143.
Jan. 25-28—35th annual *National Association of Television Programming Executives* program conference and exhibition. Ernest Morial Convention Center, New Orleans. Contact: (310) 453-4440.
Jan. 30-Feb. 2—56th annual *National Religious Broadcasters* convention and exposition. Opryland Hotel Convention Center, Nashville. Contact: (703) 330-7000.

FEBRUARY

Feb. 2—*Wieden & Kennedy: One Club Hall-of-Famers* Museum of Television and Radio seminar. New York Museum of Radio and Television. Contact: Tracey Halliday (212) 621-6785.
Feb. 2-3—*Arizona Cable Telecommunications Association* annual meeting. Phoenix Hilton Hotel, Phoenix. Contact: (602) 955-4122.
Feb. 4-6—*Eckstein, Summers & Co.* annual conference on new business development for the television industry. Don Cesar Beach Resort, St. Pete Beach, Fla. Contact: Roland Eckstein, (732) 530-1996.
Feb. 4-7—RAB '99, 19th annual *Radio Advertising Bureau* international conference. Hyatt Regency Hotel, Atlanta. Contact: Wayne Cornils, (800) 722-7355.
Feb. 8-10—16th annual *CTAM* Research Conference. Hilton San Diego Resort, San Diego. Contact: (703) 549-4200.
Feb. 9-12—*Milia*, the international content market for interactive media. Palais de Festivals, Cannes, France. Contact: Patrick Lynch, (212) 689-4220.
Feb. 16-17—"DBS: The Five Burning Questions," presented by *The Carmel Group*. Sheraton Gateway Hotel, Los Angeles. Contact: (831) 643-2222.
Feb. 17—"The Cable Presidents," *Hollywood Radio and Television Society* newsmaker luncheon. Beverly Wilshire Hotel, Los Angeles. Contact: Michael Fuchs, (818) 789-1182.
Feb. 21-24—21st *Monte Carlo TV Market* conference and exposition. Loews Hotel, Monte Carlo, Monaco. Contact: (201) 869-4022.
Feb. 22-24—*North American National Broadcasters Association* annual general meeting. The Freedom Forum, Washington. Contact: Paul Ferreira, (416) 598-9877.
Feb. 23-24—Great Lakes Broadcasting Conference and Expo, presented by the *Michigan Association of Broadcasters*. Lansing Center, Lansing, Mich. Contact: (800) 968-7622.
Feb. 24-26—Texas Show '99, cable convention and exhibition presented by the *Texas Cable & Telecommunications Association*. San Antonio Convention Center, San Antonio, Texas. Contact: (512) 474-2082.

MARCH

March 3-5—*CTAM* digital and pay-per-view con-

ference. New Orleans Marriott Hotel, New Orleans. Contact: (703) 549-4200.

March 4—*Cabletelevision Advertising Bureau* 17th annual Cable Advertising Conference. New York Marriott Marquis, New York City. Contact: (212) 508-1214.

March 10-13—30th annual Country Radio Seminar, presented by *Country Radio Broadcasters Inc.* Nashville Convention Center, Nashville. Contact: (615) 327-4487.

March 11—9th annual banquet and celebration of the First Amendment *Radio and Television News Directors Foundation*. Mayflower Hotel, Washington. Contact: Colony Brown (202) 467-5217.

March 15-17—*North Central Cable Television Association* annual convention and trade show. Hyatt Regency Hotel, Minneapolis. Contact: Karen Stamos, (651) 641-0268.

March 18—15th annual *National Association of Black Owned Broadcasters* Communications Awards Dinner. Marriott Wardman Park Hotel, Washington. Contact: (202) 463-8970.

March 22-25—*SPORTEL* America TVMarket conference and exposition. Miami Beach, Fla. Contact: (201) 869-4022.

March 23-24—10th annual *Consumer Electronics Manufacturers Association/IEEE Consumer Electronics Society* Digital Engineering Conference. Crown Plaza Hotel, Hasbrouck Heights, N.J. Contact: (703) 907-7660.

March 24—"The Business of Entertainment: The Big Picture," 9th annual *Variety/Schroders Media Conference*. Plaza Hotel, New York. Contact: Margaret Finnegan, (212) 492-6082.

March 24-26—"Making News: An Executive Seminar on Broadcast Journalism," presented by the *NAB Education Foundation*. Swissotel, Atlanta. Contact: John Porter, (202) 775-2559.

APRIL

April 2-3—21st annual *Black College Radio* convention. Renaissance Hotel, Atlanta. Contact: (404) 523-6136.

April 6—SkyFORUM XI, direct-to-home satellite TV business symposium presented by the *Satellite Broadcasting and Communications Association*. Marriott Marquis Hotel, New York City. Contact: Carrie Cole, (703) 549-6990.

April 6—T. Howard Foundation fund-raising dinner, presented by the *Satellite Broadcasting and Communications Association*. Tavern on the Green, New York City. Contact: Carrie Cole, (703) 549-6990.

April 12—Gracie Allen Awards *American Women in Radio and Television*. The Hudson Theatre on Broadway, New York City. Contact: Laura Scot, (703) 506-3290.

April 16-19—44th annual *Broadcast Education Association* convention and exhibition. Las Vegas Convention Center, Las Vegas. Contact: (202) 429-5354.

April 17—*Broadcasters Foundation* Charity Golf Tournament. Las Vegas National Golf Course, Las Vegas. Contact: Gordon Hastings, (203) 862-8577.

April 19-20—*Television Bureau of Advertising* annual marketing conference. McGraw-Hill Conference Center, Las Vegas Convention Center Las Vegas. Contact: (212) 486-1111.

April 19-22—*National Association of Broadcasters* annual convention. Las Vegas Convention Center, Las Vegas. Contact: (202) 429-5300.

April 21—*Broadcasters Foundation* American Broadcast Pioneers Breakfast. Las Vegas Convention Center, Las Vegas. Contact: Gordon Hastings, (203) 862-8577.

April 21—*Broadcasters Foundation* Golden Mike Award. The Plaza Hotel, New York City. Contact: Gordon Hastings, (203) 862-8577.

April 25-27—First annual ENTERTECH Conference, presented by *IDG Conference Management Company*. La Costa Resort & Spa, Carlsbad, Calif. Contact: (877) 223-9753.

April 27-28—"Executive Development Seminar Mastery Course," *Women in Cable and Telecommunications*. Sylvan Dale Ranch, Loveland, Colo. Contact: Laurie Empen (312) 634-2353.

MAY

May 2-4—*Pennsylvania Association of Broadcasters* annual convention. Adam's Mark Hotel, Philadelphia. Contact: (717) 534-2504.

May 11-12—*Kentucky Cable Telecommunications Association* annual convention. Radisson Plaza Hotel, Lexington, Ky. Contact: Randa Wright, (502) 864-5352.

May 17—59th annual *Peabody Awards* luncheon. Waldorf-Astoria Hotel, New York. Contact: Dr. Barry Sherman (706) 542-3787.

May 17-19—"Advancing the Science and Art of Marketing," eighth annual *Claritas* Precision Marketing Conference. Fairmont Hotel, Chicago. Contact: (800) 678-8110.

May 17-19—"Cable & Satellite Mediacast: Delivering the Digital Future," forum for the digital broadcast, IT and telecommunications industries, presented by *Reed Exhibition Companies*. Earls Court 2, London. Contact: +44 (0)181 910 7962.

May 17-20—39th annual *Broadcast Cable Financial Management Association/Broadcast Cable Credit Association* conference. MGM Grand Hotel, Las Vegas. Contact: Mary Teister, (847) 296-0200.

May 22-27—22nd annual *National Association of Black Owned Broadcasters* spring broadcast management conference. Renaissance Beach Resort Hotel, St. Thomas, U.S. Virgin Islands. Contact: (202) 463-8970.

JUNE

June 5-7—*Cabletelevision Advertising Bureau* local cable sales management conference. Hyatt Regency, Chicago. Contact: Nancy Lagos, (212) 508-1229.

June 7-8—53rd annual *New Jersey Broadcasters Association* convention and Mid-Atlantic States Expo. Trump's World's Fair Resort and Casino at Trump Plaza, Atlantic City. Contact: Phil Roberts, (888) 652-2366.

June 10-15—21st *Montreux International Television Symposium and Technical Exhibition*, Montreux Palace, Montreux, Switzerland. Contact: (800) 348-7238.

June 11—Fourth Annual Broadcaster's Cup Golf Tournament, hosted by the *Nevada Broadcasters Association*. Desert Inn, Las Vegas. Contact: Ryan Sterling, (702) 794-4994.

June 11-13—"Civic Journalism: On the Air in '99," workshop sponsored by *Radio and Television News Directors Foundation and the Pew Center for Civic Journalism*. Denver Convention Center, Denver. Contact: Avni Patel, (202) 467-5215.

—Compiled by Nolan Marchand (nmarchand@cahners.com)

FATES & FORTUNES

BROADCAST TV



Peter Schruth, senior VP/general manager, affiliate relations, CBS Television, New York, named president.

Lori Levine, freelance producer, New York, joins NBC there as talent executive, *Late*

Schruth

Night With Conan O'Brien.

Mark Turner, VP/director, sales and operations, Katz TV, Charlotte, N.C., joins WCCB-TV there as station manager.

Michael Wolff, general sales manager, Fox Sports, Pittsburgh, joins WNPA-TV there in same capacity.

Robin Dickey, national sales manager, CLTV News, Chicago, named local sales manager.

Aimee Gatreau, VP, marketing and sales, classical music division, EMI/Virgin, New York, joins Broadcast News Networks there as director, sales and marketing.

Appointments, WTVM(TV) Columbus, Ga., **Debbie Schwencer**, national sales manager, named assistant sales manager/director, sales promotions. She will be succeeded by **Dianne Crowley**, local account executive.

PROGRAMMING

Jack Kindberg, executive VP/chief operating officer, studio operations group, Sony Pictures Entertainment, Culver City, Calif., named president, studio operations and administration.

Michael Pepe, president, business information group, Time Inc., New York, named president, Time Warner E-Commerce.

Mark Rosenbaum, VP, Twentieth Century Fox International Television, Los Angeles, named senior VP.

Andrew Kaslow, senior VP, human resources, Becton Dickinson and Co., Franklin Lakes, N.J., joins Time Warner, New York, in same capacity.

Karyn Blackmore, senior VP, advertis-

ing, promotion and sales, Channel One Network, New York, joins Studio One Partners there as managing partner.



Clark

Jonathan Clark, executive producer, Knowledge TV, Englewood, Colo., named director, programming.

Lana Davis Chassman, public relations/communications chair, Piedmont Council of the Arts, Charlottesville, Va., joins WVPT(TV) there as director, development.

JOURNALISM

Dave Alpert, producer, entertainment news, ABC Radio Networks, New York, joins Westwood One there as executive editor, entertainment news.

Steve Smalley, special projects/news promotion producer, KSTW-TV Seattle, joins KIRO-TV there as writer-producer, creative services.

Jonathan Killian, senior promotion producer, WJW(TV) Cleveland, joins WTTG(TV) Washington as writer-producer, creative services.

Jason Hyde, research director, WAGA-TV Atlanta, joins The Weather Channel there as associate director, research.

Ralph Quattrucci, senior non-linear editor, Fast Cuts, Washington, joins Henninger 1150 Post there as director, editorial services.

Appointments, Turner Productions, Atlanta: **Chris Wolfe**, online editor, Todd AO/Editworks, Atlanta, joins as online editor; **Scott Lansing**, Avid editor, Todd AO/Editworks, Atlanta, joins as Avid editor.

RADIO

Pat McMahon, program director, KBFB(FM) Dallas, joins co-owned KTXQ(FM) there in same capacity.

Appointments, AMFM Radio Networks, Dallas: **Cathleen Kelley**, sales manager, WJWR(AM) Newark, N.J., joins as account executive, Eastern sales; **Robert Ellis**, announcer, KDMX(FM) Dal-

las, joins as account executive, Southern sales.



Adams

William Adams, director, finance, United Stations Radio, New York, named VP, finance.

Renee Cassis, independent consultant, New York, joins the Radio Advertising Bureau there as director, corporate marketing.

CABLE

Tim Leisure, director, program acquisitions, ESPN International, Bristol, Conn., named VP, ESPN International.



Dannenbaum

Alan Dannenbaum, deputy general counsel, legal department, Comcast Corp., Philadelphia, named VP, programming.

Appointments, Fox Family Worldwide, Los Angeles: **Rita Prosyak**, account executive, consumer products, named director, promotions; **John Roberts**, director, online entertainment, named VP, new media.



Thomas

Appointments, The Inspirational Network, Charlotte, N.C.: **Jacques Thomas**, associate producer, named promotions producer; **Yolanda Middleton**, media base operator, named manager, commercial operations.

Appointments, Turner Broadcasting Systems, Atlanta: **Jennifer Reichenbach**, director, national accounts, marketing and local ad sales, Discovery Networks, Bethesda, Md., joins Turner Network Sales, Atlanta, as VP, national accounts, marketing; **Patricia Nimelmann**, controller, Turner Broadcasting

Sales, New York, named VP, finance and administration.

Carmina Velasco, senior manager, affiliate sales, The Travel Channel Latin America, Miami, joins Gems Television there as director, international affiliate sales.

Shari Leverthal, director of marketing, Speedvision, Stamford, Conn., named VP.

ADVERTISING/MARKETING/PUBLIC RELATIONS

Scott Cowan, account executive, Bader Rutter & Associates, Milwaukee, named account supervisor.

TECHNOLOGY

Michael Hunsicker, general sales manager, Cable Advertising Network, St. Louis, joins SeaChange International, Maynard, Mass., as director, U.S. and cable advertising product sales.



Moy

Celeste Moy, VP/deputy general counsel, BET, Washington, joins XM Satellite Radio Inc. there in same capacity.

Stuart English, director, worldwide marketing, Scitex Digital Video, Redwood City, Calif.,

joins Panasonic Broadcast & Digital Systems Co., Los Angeles, as VP, marketing.

Appointments, Turner Productions, Atlanta: **Chris Wood**, digital online editor, Peachtree Post, Atlanta, joins as digital compositor; **Stuart Smith**, digital compositor, Crawford Communications, Atlanta, joins in same capacity.

Gerald Jones, account executive, Image Bank, Dallas, joins Fast Cuts Edits there as producer.

Jay Schiller, director, technical operations, TCI media services, San Francisco, joins SkyConnect, Louisville, Colo., as chief technical officer.

ASSOCIATIONS

Mark Erstling, general manager, WPSX-TV and WPSU(FM), University Park, Pa., joins the Association of America's Public Television Stations, Washington, as senior VP.

Appointments, Television Bureau of Advertising, New York: **Blanca McKenna**, project director, Macro International, New York, joins as director, research; **Scott Tillitt**, marketing communications consultant, named manager, marketing communications.

ALLIED FIELDS

Richard Lindenmuth, president, ITT Business and Consumer Communications, Raleigh, N.C., joins Quantegy Inc., Peachtree City, Ga., as president/CEO.

Jefferson Lanz, founder, Lancelot Entertainment, Los Angeles, joins MegaTrax, Hollywood, Calif., as head, new media division.

Clark McFadden, operations and maintenance technician, Texas Earth Station, American Tower Corp., Dallas, named assistant manager.

DEATHS

Betty Lou Gerson, 84, actress, died Jan. 12 of a stroke. A veteran in films, televi-

OPEN MIKE

Don't discard the details

EDITOR: As a college lecturer and broadcasting veteran, I try to stress to my media students that details and accuracy are of paramount importance to advancing one's career in television. Your Jan. 11 article, entitled "Everything old is new again," is illustrative of how executive decisions can be based on erroneous information.

In the article, Mort Marcus, president of Buena Vista Television, describes the reasoning behind the decision to produce a new version of Monty Hall's *Let's Make a Deal*, suggesting that *The Price is Right* was actually based on *Let's Make a Deal*. It was first, and we think it's a better show creatively as an hour." A brief glimpse into television history would appear to contradict this historical assertion. Contrary to Mr. Marcus' timeline, *The Price is Right*, starring Bill Cullen, had its first telecast in 1956, well before the debut of *Let's Make a Deal*, which came along in 1963.

I would tend to believe that Mr. Marcus' frame of reference was based solely on the second incarnation of *The Price is Right*. If so, we can accept this transposition of history as a mere generalization of modern day television achievements. Nevertheless, media executives and spokespeople should be mindful that today's students (tomorrow's broadcasters) are very literal in their interpretations. Details do count—*Coleman Clarke, Ph.D., Mt. Airy, Md.* (received via BROADCASTING & CABLE online, www.broadcastingcable.com)

Rose-colored history

EDITOR: KTLA's first HDTV broadcast of the Pasadena Tournament of Roses (B&C, Jan. 11, "HDTV blooms at Rose Parade") was available at a number of local Best Buys appliance stores, which opened early on New Year's Day for anyone who wanted to see the event on HDTV or compare that with the station's 53rd consecutive NTSC broadcast.

It was like the very first Rose Parade telecast, 59 years earlier, in 1940, when anyone who didn't have a television set at home could see W6XAO's pioneer coverage at a local Cadillac showroom. W6XAO, now KCBS-TV, was built in 1931 by Cadillac dealer and distributor, and radio station and network operator Don Lee, and had just moved up to Mount Lee, above the Hollywood sign, in 1939. —*Thomas Bratter, Los Angeles*

Beck finds treasure in TV

Stuart Beck is a big fan of the tiny Republic of Palau in the western Pacific. His wife is from there. His four children are dual citizens. And one of his favorite hobbies is scuba diving. Palau, with its more than 200 islands and 90-mile coral lagoons, is known as one of the world's greatest spots for diving.

Beck, now president of TV group owner Granite Broadcasting Corp. in New York, got intimate with Palau in the mid-1970s. As a trial lawyer with his own firm in New York, he helped write the nuclear-free constitution for the United States' last territorial trustee. His work paid off when Palau became independent and was admitted to the United Nations in 1994.

Beck joined Palau's cause out of what his father, radio broadcaster Martin F. Beck, says is one of his only son's best qualities: curiosity. A journalist told Stuart Beck about the islands' struggle for independence, and Beck was intrigued. "I'm into justice," he says. In the spirit of the 1960s, when Beck attended Harvard University, Palau presented "a very compelling case of the weak versus the strong."

That same curiosity and drive serves Beck well at Granite, the 25th-largest television group owner in the United States (see "The powers that buy," page 64). In less than a decade, the publicly owned Granite has gone from buying

its first station in Duluth, Minn., Nielsen's 135th-largest, to its latest purchase in No. 9 market Detroit. In 1994, Granite's broadcast cash flow was \$25.2 million; last year that figure had nearly tripled to \$75 million. BCF this year is expected to grow 10%.

Beck brings to his work "brilliant leadership and strong continuing commitment," says renowned economist John Kenneth Galbraith, who served as Palau's economic adviser.

"He's got that inquiring mind" that serves well in any profession, Martin Beck says. "He's never satisfied with a problem until he digs to the bottom of it."

Beck's latest passion is new media. Each of Granite's 10 stations has a Web site, which Beck considers a "second channel." News, weather and sports are constantly updated to "surpass" newspapers, he says. Users can sign on to receive free e-mail through the sites. Several stations already are simulcasting their news. The rest are expected to join in "soon," except for WB affiliate WDWB(TV) Detroit, where a decision about whether to offer news has not been made.

The Web sites are "filling a niche that frankly has not existed until now," Beck says. Look for Granite to be more involved in TV-Internet commerce, with an announcement about a controlling investment in an Internet company perhaps coming shortly.



"Broadcasting is supposed to be...deeply involved in the pulse of the community."

Stuart Jay Beck

President/co-owner/co-founder, Granite Broadcasting Corp., New York; b. Dec. 23, 1946, New York; BA, government, Harvard University, Cambridge, Mass., 1968; J.D., Yale Law School, New Haven, Conn., 1971; attorney, Williams & Connolly, Washington, 1971-73; attorney, Wall & Beck, New York, 1973-80; attorney, Richenthal, Birnbaum & Beck, New York, 1980-88; current position since 1988; m. Tulik Bunting, Sept. 20, 1982; children: Emadch, 20; Chip, 16; Johanna, 11; Sam, 3

As for another possible space-expander, digital TV, Beck is a bit more reserved. "We're doing what's necessary and appropriate," he says. He doesn't yet know how Granite might use a second TV channel, but he does know that "it will be quite valuable if properly executed."

One possibility is local channels. "Local" is Beck's mantra. "Broadcasters are being compelled to look deep down and figure what our great assets are," and that's local news, weather and sports. Because of that, Granite has concentrated on buying stations in markets where they are or could be No. 1, Beck says. Eight of Granite's stations are No. 1 or No. 2 in their markets, he reports.

The importance of localism was handed down to Beck. "Stuart had media coming out of his ears every night at the dinner table," says his father, who started his career with his father at the rep firm then called the Katz Agency (now Katz Media Corp.). After 27 years with Katz, when he was nearly 50, Martin Beck bought his first radio stations. He still owns three in Vermont and serves as a director of Granite. "We were a media family," Martin Beck says. "It didn't surprise me when he shifted [from law]."

With his family's support, Stuart Beck knew "you can move from one interest to another without getting too

trapped. Your work should be interesting to you and meaningful to you."

After accomplishing "about all I'd wanted to do in law," Beck found himself attracted to broadcasting. That, too, "involves the public spirit," he says. "A local broadcaster who cares about his community...helps to build a community." He says he leaned toward TV rather than radio because "I thought it was a palette that was a little more interesting to paint with."

Beck had met then-Wall Street investment banker W. Don Cornwell through mutual friends. They found in each other "smarts, integrity, honor, appreciation for life, decency," Beck says. Over five years, the friendship evolved into Granite Broadcasting, of which Cornwell is chairman and, with Beck, co-owner and co-founder. The duo tries to maintain a "flashy exchange of ideas and entrepreneurial spirit that allows people to try stuff without getting slammed," he says.

"It's great when you have a dad who shows you the way," Beck adds. Martin Beck provided a "shining example of how broadcasting is supposed to be, which is deeply involved in the pulse of the community." And he did it "without squashing people," unlike law, where "all you do is make enemies," his son says with a laugh.

—Elizabeth A. Rathbun

sion and radio, Gerson was perhaps best known as voicing the villainous Cruella De Vil in Disney's animated 1961 feature *101 Dalmatians*. Her career began in radio in 1935, when she had dramatic roles on programs such as *First Nighter*, *Grand Hotel* and *The Lux Radio Theater*. On television, she appeared in *The Twilight Zone*, *The Dick Van Dyke Show*, *Perry Mason* and *The Untouchables*. In addition to *101 Dalmatians*, Gerson narrated Disney's *Cinderella* and appeared briefly in *Mary Poppins*. Her most recent voiceover work was in the 1997 animated film *Cats Don't Dance*. She is survived by three children and a brother.

Lucille Kallen, 76, comedy writer, died Jan. 18 of cancer. Kallen was the only female writer on the classic Sid Caesar-Imogene Coca variety series *Your Show of Shows*, which ran live on Saturday nights from 1950-54. Kallen and her team of writers, which included Woody Allen, Mel Brooks, Carl Reiner and Neil Simon, were so popular that they were depicted in the 1982 movie *My Favorite Year*, which was remade as Broadway musical in 1992. They were

also given homage in Simon's 1993 play *Laughter on the 23rd Floor*. Kallen took up writing and studying classical music at the Juilliard School. She created a nightclub revue, which led to invitation to perform her act at a Poconos resort. Her sketches there led to a writing job for the 1949 variety program *The Admiral Broadway Revue*, the precursor to *Your Show of Shows*. Following *Your Show of Shows*, Kallen wrote for *The Imogene Coca Show*. She leaves her husband, Herbert Engel, a son and a daughter.

David Logan, 42, color analyst for the Tampa Bay Buccaneer Radio Network, died Jan. 12 of a blood clot in his lungs. Logan, a nose tackle, played seven years with Tampa Bay and was named All-Pro in 1984. After retiring in 1987, he worked for WFLA-TV in Tampa. He also served as a college football color commentator and sideline reporter for CBS and the Sunshine Network, and hosted a local television sports show. Immediate survivors are unknown.

Mary McAndrew, 53, television reporter, died Jan. 17 of cancer. In 1968, McAn-

drew, the daughter of former NBC News President William McAndrew, was on loan to NBC from the AP to cover the Democratic National Convention in Chicago. When police told her to jump over a wall in Grant Park, she broke her leg—then returned to her job hours later on crutches. One year later, she officially joined NBC as chief of the network's Newark and Connecticut bureaus. She also served as assignment editor for NBC Radio News. After leaving NBC in 1987, McAndrew was a New York correspondent for Mutual Broadcasting System and a reporter for WBBM(FM) and WGCI(FM) in Chicago. McAndrew moved into public relations in 1993 and worked for the American Red Cross and the American Medical Association. She is survived by a daughter, a grandson, a brother and a sister.

Harvey Miller, 63, television writer and director, died Jan. 8 of heart failure. As an actor in the 1960s, Miller wrote and sold material to standup comics including Shecky Greene, Alan King and Sandy Baron. Baron soon gave Miller his big break by inviting him to Holly-

wood in 1967 to work on the series *Hey Landlord!* Miller was nominated for Emmys for his work on *The Odd Couple* and *Love, American Style*. He also wrote and directed several other comedy series including *Taxi* and *The Tracy Ullman Show*. In 1980, his screenplay for the Goldie Hawn comedy *Private Benjamin* was named the year's best by the Writers Guild of America and was nominated for an Oscar. In 1998, Miller wrote and starred in a one-man show titled *A Cheap Date with Harvey Miller* in Los Angeles. He is survived by a brother.

Margy Snyder, 40, producer, KDKA-TV Pittsburgh, died Jan. 13 of an apparent heart attack. Snyder began her career at KDKA-TV as an executive secretary to the general manager and station manager. She later advanced to news writer, assistant producer and producer. As a producer, she worked on the station's weekday 6 p.m. newscast. She is survived by her parents.

—Compiled by Mara Reinstein
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Hicks

Continued from page 3

the Walt Disney Co., and News Corp. Ltd.

The reversal is especially startling since Hicks hasn't even completed two of his largest mergers, LIN Television and radio station group Capstar Broadcasting.

Chancellor's very public call for bids sent a different message to Wall Street executives hungrily trying to line up possible bidders for the company or its parts. "Looks like a 'for sale' sign to me," said one media investment banker.

"I don't think Tom really knows what he wants," another source said.

But executives agreed that the pool of bidders was small because of Chancellor's size. It's the nation's largest radio company, and even in a stock swap a buyer would face huge earnings dilution.

More importantly, it dominates so many local markets in radio that some potential buyers could face too many antitrust snags.

Chancellor disclosed last Tuesday that it has assigned BT Alex Brown Inc. to help it "develop, review and structure a range of strategic alternatives intended to maximize shareholder value." That would include an outright sale of Chancellor, a merger, or spin-offs of its divisions.

Hicks Muse controls about 15% of Chancellor and large stakes in both LIN Television Corp. and radio group owner Capstar Broadcasting Partners Inc. Both LIN and Capstar are in the process of being merged into Chancellor, which after the mergers would leave Hicks Muse as Chancellor's

largest shareholder (25%).

Hicks said the change of heart was spurred by a huge gap between Wall Street's valuation of Chancellor stock and that of its radio peers. Chancellor trades at around 14 times annual cash flow, while other radio players are priced at 18-21 times.

Including separately controlled Sunrise Television Corp., Hicks Muse is the nation's 19th largest TV group owner [see list, page 58]. And \$1.5 billion worth of billboard acquisitions last summer left Chancellor the nation's fifth-largest outdoor company.

"We are being a great steward of these assets, but for reasons we don't have control over the stock doesn't move," Marcus says. He hinted at a spin-off of Chancellor's 13 television stations, saying they are "not as obvious a fit" as its radio stations and billboards.

Chancellor President Jeffrey A. Marcus was brought in from the world of cable just last May after Hicks squeezed out Scott Ginsburg. More top executives have subsequently left.

Analysts agree that the top candidates under a merger scenario are Clear Channel and Infinity. Clear Channel is interested, confirms Mark Mays, vice president/operations. "It's a compelling combination," Mays says. And "we wouldn't mind having [Hicks] as a shareholder of this company."

An Infinity executive could not be reached for comment last Friday. A spokesman for CBS Corp., which last month spun off its radio and billboard holdings into Infinity, declined comment on "rumors and speculation," as did a General Electric spokeswoman.

Analyst James Marsh of Prudential Securities calls a Chancellor-Infinity merger a "no-go.... The FCC problems

are just infinite," he says. "Infinity's not in the running unless this thing [Chancellor] is carved up." NBC would face major dilution of earnings per share, which would render a deal with Chancellor unattractive.

Marsh doubts that Disney is interested, saying, "I'd be very surprised if [NBC] had the stomach to deal with the earnings dilution. He dubs Clear Channel the front-runner. A Clear Channel-Chancellor merger would have some station overlap issues, but those are "very manageable," he says. And Clear Channel could keep Chancellor's three segments together. It too is involved in radio, TV and billboards.

A merger with Clear Channel could value Chancellor at about \$16 billion, Marsh says.

Edward Hatch of SG Cowen Securities values Chancellor at more like \$25 billion. The company is "enormously attractive. It's as simple as that," he says. Clear Channel is "always active in the hunt for acquisitions," he notes, but NBC "could be very compelling." Three of LIN's nine Big Three affiliates are with NBC.

So why would such an attractive company be pursuing a deal at this point? Hicks put it bluntly: "We're trading at a large discount and we have to deliver."

One analyst says leading out-of-home advertising group Outdoor Systems Inc. recently has been bidding for radio stations and now is examining Chancellor's assets.

Chancellor's stock price has consistently hovered below Clear Channel's. More important to investors, Chancellor is trading at 16 times its enterprise value, while its peers, Clear Channel and Infinity, are trading at 23 times,

Hatch says. On a free-cash-flow basis, Chancellor is trading at 23 times while the other two are at 30-40, he says.

Chancellor also has a lot of debt: \$6.8 billion, Hatch says. And it has spent some \$12 billion on acquisitions since 1997, "too much too soon for many investors."

But "this is a classic case...of misperception or confusion in the marketplace," he says. Hicks Muse "is very skilled and is very incented to see this [company] appreciate."

Pressures on private investors are different, analysts point out. Private funds typically last for a set length of time, say, three years, after which the fund is expected to pay out.

Hicks Muse investors may have "just run out of patience" and this is one way to show that its managers are "taking active steps" to make its assets appreciate as much as that of its peers, Hatch says. "To me, it created a great investment opportunity."

Others apparently agreed. Chancellor stock opened at \$46.25 last Tuesday and closed at \$54.63 Friday, up 18%.

The \$3.9 billion merger of Chancellor and Capstar, announced last August, created the nation's largest radio group. The \$1.5 billion deal for LIN's 13 TVs (five of which are operated under local marketing agreements and one which is being sold) was announced in July.

"We were flabbergasted [by] the lack of patience at Hicks Muse," Marsh says. Chancellor needs at least a year to get its multiples in line with Clear Channel and Infinity.

However, "it's a big, unwieldy entity," he notes. "There are people in the market who think Capstar will never be folded into Chancellor after all." ■

Broadcasters balk at grandfathered sat subs

By Paige Albiniaik

Broadcasters are concerned that a provision in newly minted legislation would allow satellite TV subscribers who now illegally receive distant network TV signals to continue receiving those signals permanently.

The provision is part of a satellite TV bill that Senate Commerce Committee Chairman John McCain (R-Ariz.) plans to introduce today (Jan. 25).

The bill states that its purpose is to permit satellite TV subscribers to continue receiving distant network signals as long as the FCC finds that no local TV station "would be likely to sustain audience and revenue loss that would materially affect that station's ability to continue to serve its local audience."

Broadcast sources say that language would put the onus on local broadcasters to prove that their business had been damaged before satellite TV companies would be required to turn off the feeds. If they have to wait that

long, broadcasters say, the damage has already been done.

A McCain staffer says that McCain would like to preserve satellite TV service for as many constituents as possible so long as keeping the satellite feeds does not threaten free over-the-air TV. The FCC would be required to examine the situation market-by-market, and a supermajority of four out of five commissioners would have to agree before the commission could institute the provision, according to the bill.

The law states that only households that cannot get clear local TV signals over the air using rooftop antennas can legally receive distant network feeds from satellite TV providers. Broadcasters last year won a federal court case that required satellite TV providers to cut off approximately 2 million illegal subscribers by April 30.

Local TV stations do not want anyone who can receive TV signals over the air to be able to import distant network signals because they fear that would dilute their markets. Satellite TV

companies argue that viewers with weak or intermittent signals who cannot receive local TV over the air should be able to get broadcast networks via satellite. Congress is worried about the political fallout the cut-offs will have.

The bill will not include language that would have raised the TV station ownership cap or required the votes of four out of five FCC commissioners to enact new broadcast regulation (with the exception of the provision grandfathering the subs), sources said. McCain two weeks ago floated a draft bill that suggested raising the cap as a way to encourage broadcasters to deal with the satellite TV industry. However, network affiliates and the NAB are lobbying against raising the cap past 35% of the national viewing audience, where it currently stands.

"If adding that stuff doesn't incent them to deal on the bill, then why keep it?" said one Hill source.

The TV networks want Congress to increase the cap to 50%, but network lobbyists do not want a fight over the issue to stall a satellite TV bill they would like Congress to pass. For the same reason, provisions that would have required four out of five FCC commissioners, or a "supermajority," to agree on new broadcast regulations also will be absent from the final bill. ■

Unbundling

Continued from page 3

Kennard and Commissioner Susan Ness. They want the agency to seek more public and industry input on whether new rules are needed. Commissioners Harold Furchtgott-Roth and Gloria Tristani, however, oppose any move that would keep the prospect of new rules alive. Commissioner Michael Powell still has not decided how far the agency should go, sources say.

Although Ness said last week that she opposes unbundling, she also insisted that the FCC should not forswear future regulation. "I don't think anyone can responsibly suggest that we ought not to be asking questions," Ness said in a speech last week.

Furchtgott-Roth, on the other hand, argues that it's pointless to ask for another round of comments on unbundling because the agency has no authority to regulate Internet services.

Tristani says it's premature to launch an inquiry on unbundling, given that cable companies have a minute share of the Internet market. (Cable has only 500,000 Internet customers vs. 15 million for AOL alone.) ■

Paige Albiniaik contributed to this story

Primestar

Continued from page 3

lates into just under \$600 per existing Primestar subscriber or about \$1 per share of Primestar stock (which trades as TCI Satellite Entertainment, Nasdaq: TSATA).

The deal requires certain regulatory, board and creditor approvals. Creditor approval could be a major hurdle.

When Primestar restructured in April, its partners—TSAT, Time Warner/Advance Newhouse, MediaOne Group, Comcast and Cox—received \$6-\$7 per share for their partnership interests. At the same time, they leveraged the company with a \$350 million bridge loan. Since then, Primestar's public shareholders have seen a steep drop in the value of their holdings. Under the deal announced Friday, bondholders face getting 67 cents on the dollar.

"The deal value, I guess, is OK, given the total incompetence of the cable partners' management of this company," says a source familiar with the situation. "But if the cable guys want to come up with a more realistic allocation of value, they're going to have to do it quickly. If not, there will be major litigation that

will be embarrassing on the regulatory, judicial and financial fronts. They're only now waking up to the value destruction that's occurred here."

The willingness of Primestar's cable ownership group to accept DirecTV's terms demonstrates how little faith they had in Primestar's avowed plans to continue with a medium-power business and perhaps launch a high-power operation. Primestar's cable owners saw it as a way to target suburban and rural markets, where the economics of laying cable were unattractive.

Once the deal with DirecTV closes, Primestar intends to conduct a tender offer on most of its bonds for \$670 per \$1,000 principal amount. The one exception will be the \$469 per \$1,000 principal amount Primestar will offer for its 12.25% senior subordinated discount bonds due 2007.

But after Primestar's cable board rejected a deal for Rupert Murdoch to buy the company at \$2-\$4 per share and the U.S. Justice Department blocked Primestar's plan for acquiring ASkyB to launch a competitive high-power business, Primestar was effectively emasculated. Since then, Primestar management has sought to put the best face on going ahead with the medium-power business

while quietly shopping the company to two potential bidders: DirecTV and EchoStar Communications Corp.

"At least now there's a degree of certainty," said Primestar President/CEO Carl Vogel. "Whether they've been in bed or not, no one around here has been getting much sleep lately."

DirecTV executives anticipate little difficulty in obtaining the requisite regulatory approvals from the U.S. Justice Department and Federal Communications Commission and expect the acquisition, which is structured as two separate but related transactions, to occur by mid-year.

With consummation of the deal, DirecTV will have a total of 46 high-power transponders at three orbital slots—11 at 119 degrees, 32 at 101 degrees and three at 101 degrees. That lineup gives DirecTV capacity to deliver about 370 channels of programming. By contrast, EchoStar Communications Corp. has a total of 50 high-power transponders at two orbital locations: 21 at 119 degrees and 29 at 110 degrees. EchoStar says it plans to use that capacity to deliver 500 channels of programming.

The deal's not without risks for DirecTV, though the upside potential

substantially outweighs the downside. DirecTV hopes to convert most of Primestar's 2.3 million subscribers to DirecTV's high-power service within the next 24-30 months. On the flip side, Primestar has suffered the highest churn rates in DBS—more than 30% annually—and DirecTV will have to increase its current spending to lower that churn rate. In addition, DirecTV owns DBS's high-end demographic niche, while Primestar has dominated the budget end.

DirecTV President Eddy Hartenstein says the company will do what it can to keep Primestar customers from defecting. "We're not going to disenfranchise anyone," says Hartenstein. "We're well aware that most Primestar subscribers are on the lease option plan. We will continue that seamlessly."

In addition, Primestar's medium-power customers will be particularly vulnerable during the two-plus year conversion window. EchoStar's Charlie Ergen will undoubtedly seek to capitalize on that vulnerability by trying to convert those subscribers to Dish Network customers.

EchoStar officials declined to comment on the deal or how it affects their company's plans, saying they haven't seen details yet. ■

Excite

Continued from page 3

ident of sales and marketing, added that Internet users are becoming increasingly wedded to a few specific sites, setting up a page on Yahoo or some other portal for stock quotes, chat rooms, an e-mail account and local weather. New high-speed customers may largely ignore @Home's own content in favor of their old favorites.

But a lot of those products could be established through alliances with exist-

ing portals, much as Excite is the main search engine for Netscape's Netcenter home page. So why spend \$7 billion to buy when you can rent. And certainly Internet users can be efficiently reached by buying advertising on other sites. After all, the effectiveness of Internet advertising is what Excite and At Home are preaching to Procter & Gamble.

"The problem is if you lease it you end up in a very vulnerable position," Moldow said. "People become very loyal to the product and you end up a hostage of the portal." He compared it to "the ESPN/cable problem" where cus-

tomers demand for the sports network leaves operators with virtually zero leverage when ESPN boosts its rates.

"You can't divorce marketing from the product," Muldow said.

Excite has also bought and developed some interesting technology, most notably Match Logic, a process for precisely targeting advertising messages to specific users. For example, a month before a cable system is about to introduce its @Home service it could start targeting only Web surfers that lived on the system. Match Logic is a separate business that Excite is offering

to all kinds of advertising outlets beyond its own portal. So a cosmetics company could target only online women.

At Home is likely to expand its narrowband reach even further. The high-speed company is in talks to acquire the low-speed WorldNet dial-up Internet service from AT&T Corp., sources familiar with the discussions said. The move has long been expected, particularly since AT&T has had only moderate success selling the service and is acquiring At Home's largest shareholder, Tele-Communications Inc. ■

Originals

Continued from page 6

objects to devise a new game. Kids are encouraged to log in to www.zoogdisney.com and share their homemade Z-Games ideas, and then watch some of those games played on *Z Games* on TV. *Z Games* premieres in Disney's Sunday evening *Zoog Disney* block which has become Disney's test ground for interactive programming. *Zoog Disney* is also home to the original series *Bug Juice*, *Going Wild with Jeff Corwin* and *Flash Forward*.

Also beginning in April, Disney Channel expands its original movie franchise to a monthly showcase, and the channel has greenlit five new movies to air in 1999. Those titles are *Can of Worms*, *Johnny Tsunami*, *The Thirteenth Year*, *Smart House*, and

Genius. Disney's latest original movie, *Zenon: Girl of the 21st Century*, premieres Jan. 23. Just in time for the Super Bowl, Disney Channel will air the half-hour special *Magic Jersey* on Jan. 30. It features NFL players Steve Young, Jerry Rice and Charles Woodson. In the special, a retired football jersey transforms its wearer into a professional football player. The special may spin-off as a series for Disney, says the channel's senior vice president of programming Rich Ross.

Lifetime Television

Lifetime Television will present an original movie later this year, *Invisible Child*, a drama starring Rita Wilson and Victor Garber, in which Wilson imagines she has an imaginary daughter in addition to her two living children. "This was such an unusual script,

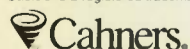
I was drawn to it," Wilson told TV critics in Pasadena, Calif., last week. The movie premieres March 8.

Lifetime also gave a supporting nod to its original series *Any Day Now* by ordering an additional 26 episodes of the drama starring Annie Potts and Lorraine Toussaint. The series chronicles the present-day friendship between an African American woman and white woman who were childhood friends reared against a racist Southern backdrop. *Any Day Now* was introduced last August as one of three primetime Tuesday night original series from Lifetime. Lifetime senior vice president of programming Dawn Tarnofsky-Ostroff says the other two series, *Oh Baby* and *Maggie* have been moved to Saturday nights from Tuesdays. Lifetime has also begun shooting pilots for new original series it hopes to premiere later this year.

Comedy Central

Comedy Central introduced comedian Jon Stewart, host of *The Daily Show* since Jan. 11 to critics at the TCA Tour in Pasadena, Calif., last week. Stewart says he's adjusting to the pace of the show, which he described as "more like a news show than a comedy show. It's a bit frenetic reading off the Teleprompter, but there is a rhythm to the jokes of the show and that's a rhythm that I'm used to," said Stewart. He signed a four-year contract with Comedy when he took over hosting duties from Craig Kilborn, but Stewart says that contract doesn't preclude him from doing movies—if an opportunity arises. Comedy Central also announced the addition of Vance DeGeneres, brother of comedian Ellen DeGeneres, as a freelance on-air newsgatherer for *The Daily Show*. ■

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COMMITTED TO THE FIRST AMENDMENT AND THE FIFTH ESTATE

What goes around

Sinclair Broadcasting has raised eyebrows, and blood pressures, with its decision to package some weekend time periods on its stations and sell them to the highest bidder. With time periods in short supply, the move capitalizes on the station group's considerable leverage. Hardball? Sure, but syndicators aren't famous for playing slow pitch when they've got a hit show on the table and a bunch of stations competing to buy it. Sinclair said in its original offer that it reserves the right to refuse even the high bid and to downgrade a show that isn't working. That suggests that they are not simply auctioning editorial control of their air. If that were the case, we would be on them in a Baltimore minute. Otherwise, we'll leave the marketplace to pass judgment on the strategy.

Making their point

The Supreme Court has agreed to decide whether broadcasters should continue to be prevented from carrying truthful ads for legal gambling.

Until very recently, no broadcaster could carry gambling ads (by decree of the Communications Act), unless of course the legal gambling operation was the government. In that case, the house rules changed and the ads were perfectly legal, as anyone who listens to the radio or watches TV in a state with a lottery can attest. Then, state gaming ad bans were overturned by a couple of lower courts and upheld by another, leaving the Supreme Court to deal the last hand. Broadcasters are already holding some high cards.

There is first the obvious hypocrisy of allowing government lottery ads to air while banning others. If government wants to discourage gambling, it can start by emptying its own pockets. It doesn't want to do that, of course, because it is so hugely profitable. Then there is the point that a ban on speech hardly meets the "least-restrictive means test" for speech regulation. What exactly *is* more restrictive to speech than a complete ban on it? But there are even more important points broadcasters can make, and on which this case should turn sharply in their favor.

The Supreme Court's most recent ruling on the issue was in the *Liquormart* case in 1996. In that ruling, involving a ban on price advertising for liquor, the court held that an earlier Supreme Court decision upholding a casino ad ban in Puerto Rico had been off the mark. It ruled that the government "does not have the broad discretion to suppress truthful, nonmisleading information for paternalistic purposes." Even more damning to the case for ad bans of any type was the court's rejection of the argument that regulating speech is necessarily a lesser step than regulating conduct, and thus a more narrowly tailored means to the government's end. "We think it quite clear," wrote Justice Stevens for the majority, "that banning speech may sometimes prove far more intrusive than banning conduct. As a venerable proverb teaches, it may prove more injurious to prevent people from teach-

ing others how to fish than to prevent fish from being sold.... In short, we reject the assumption that words are necessarily less vital to freedom than actions, or that logic somehow proves that the power to prohibit an activity is necessarily 'greater' than the power to suppress speech about it."

Words do sometimes speak louder than actions. In this case, the words of the court in *Liquormart* should guide those making the case for broadcasters, as they should guide the high court's actions in striking down the ban on gaming ads.

Hold that line

The FCC is not going to mandate that cable operators open up their systems so that others can take advantage of the high-speed bandwidth—at least not now. But it is thinking about launching an inquiry to determine whether it should. The unbundling concept keeps cropping up as America Online and other noncable Internet providers seek to get a regulatory free ride on the high-speed networks the cable industry has been developing. To us, there are immediate parallels to the program access provisions of the Cable Act of 1992, which took away that medium's proprietary programming and made it available to cable's competitors. We're still smarting over that affront to free enterprise, and now come the unbundlers knocking on the door.

This magazine has always been opposed to making cable a common carrier and we plan to hold on to that principle until the medium remakes itself in a way that makes it impossible to avoid. Or, until consolidation advances to such a point that true competition is a thing of the past. That's not yet and isn't likely any time soon.

Friend in need

Two items reported in this week's "Station Break" are worth noting for their demonstrations of television at its best. One is an award given to KMOL-TV San Antonio for its extensive reporting on flood conditions last October. The other is a decision by WREG-TV Memphis, Tenn., just last week to cut into its broadcast of the AFC Championship to warn viewers of tornadoes on their way to the viewing area, despite the inevitable angry calls from the football fans.

We cite these efforts to show that the decision-makers of television often recognize a moral bottom line. In these cases and others, management was not guided by government mandates or guidelines, or by profits, but by what they believe to be television's important role in the community. Stations can and do lose ad dollars when they provide extra coverage and give up scheduled spots. But such decisions also can save lives. That helps make the calls a whole lot easier.

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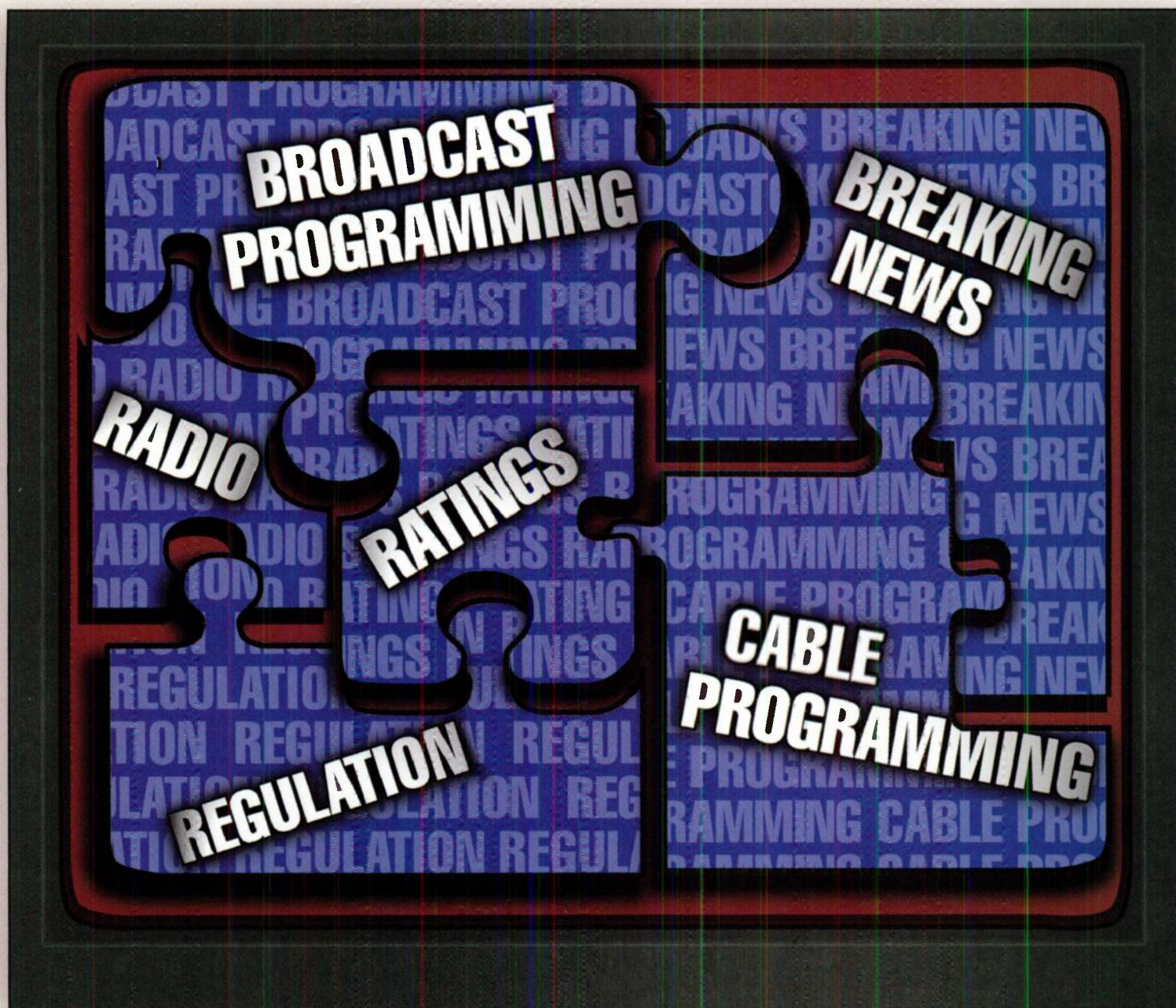
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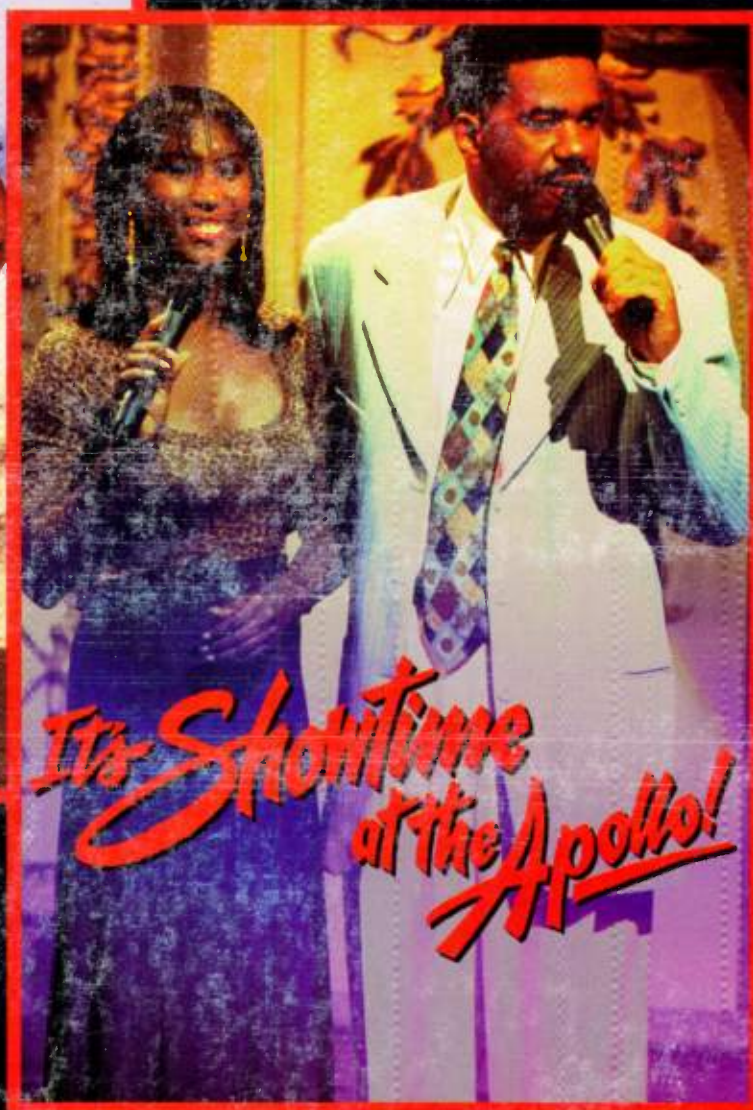
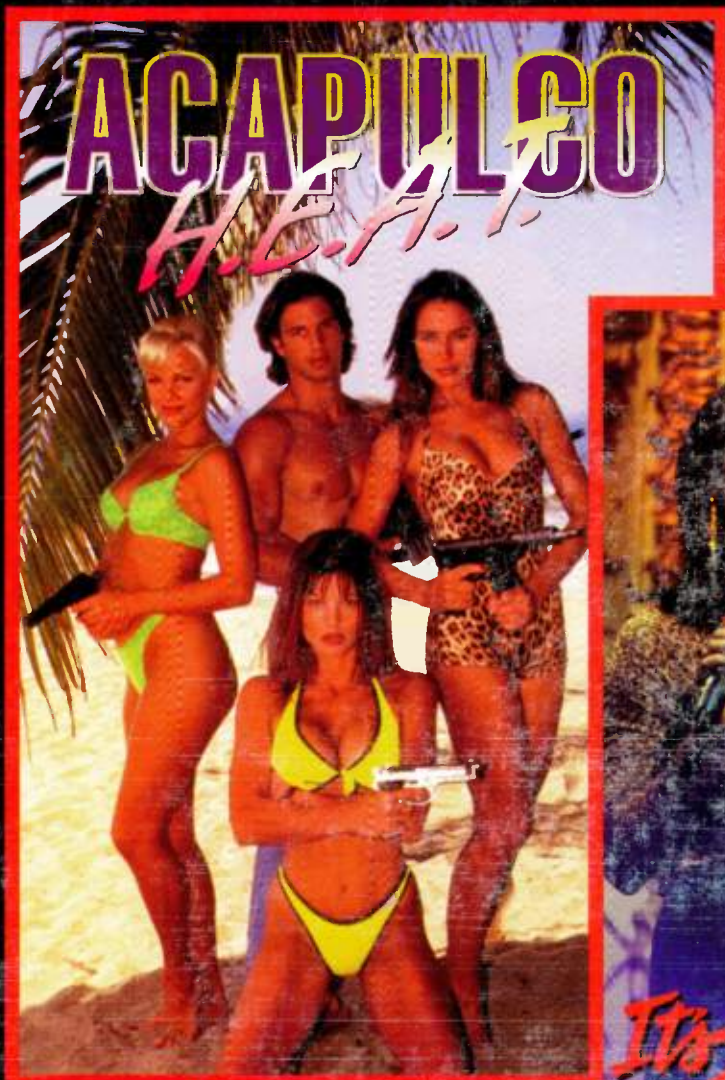
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