



BROADCAST Dialogue

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Thursday, February 4, 1999

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CONTENTS AND FORMAT COPYRIGHT IN CANADA AND USA (1998) BY CHRISTENSEN COMMUNICATIONS LIMITED.

PROMOTIONS: What are the odds of this happening in a key radio market for both **Rogers Radio** and **CHUM Ltd.**? Both **CHYM-FM Kitchener** (Rogers) and competing **KOOL-FM Waterloo** (CHUM) are giving away similar prizes: KOOL-FM has a *Millennium Fantasy Home* and CHYM-FM has its *CHYM-FM Millennium Home*! CHYM-FM went public with the contest Feb. 1. Four hours later, KOOL-FM made its announcement. KOOL-FM GM **Linda Benoit** says her station had plans in place for quite some time, knowing that it had to up the ante on last fall's \$100,000 giveaway by CHYM-FM. **Wolf von Raesfeld**, GM at CHYM-FM, says CHYM had been promoting the announcement of their contest for six weeks in advance of Feb. 1 (7:45 a.m.). One of the reasons CHYM didn't announce the house earlier, says Raesfeld, was that a local charity was giving away a Dream Home and CHYM didn't want to interfere with their ability to sell tickets. On Jan. 31, the dream home winner was announced by the charity. Next morning, CHYM revealed its new *Phrase That Pays* contest. Both stations considered the possibility of a leak but both have determined that was likely not the case. CHYM-FM PD **Gavin Tucker** describes the situation as a "rip-off." KOOL-FM PD **Paul Cugliari** calls it a "coincidence." Both of the houses have all the high-tech gizmos, including keyless entry, security camera system, and sola tube lighting systems. CHYM will

randomly call households and ask for the Phrase that Pays. If the person called knows it, he or she will win the weekly prize of \$1,000. In one random week, however, the prize will become the CHYM FM Millennium Home. KOOL's giveaway, on the other hand, will involve listener call-ins... Meantime, after having given away three houses over the years, **Q107 Toronto** is putting up a 1.3 acre private island on Georgian Bay, complete with a Valhalla summer cottage. Q107's *First And Five* contest involves the first tune played after **Howard Stern's** morning show and the song played at 5 p.m.

EDITOR'S NOTE: Based on the numbers of broadcasters who've registered for passwords, the new **Broadcast Dialogue** website that launched last week is a hit (*as it were!*)! If you haven't done so yet, we encourage you to drop by and sign-up. There's no charge involved in accessing either **The Broadcast Directory**, **Broadcast Dialogue's** most current magazine features, or our archive of **Broadcast Dialogue** newsletters. On your first visit to www.broadcastdialogue.com you'll be issued a temporary password. Don't even bother keeping it. All it does is to allow you to get surfing in the site immediately. You'll be e-mailed your permanent password almost right away. That's the one you'll want to keep. Just keep it in your e-mail section to refer to if you forget your password. Now, there is a wee bit of

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confusion regarding passwords. The editing password - the one you would get if you wanted to change your listing in **The Broadcast Directory** - is meant to be used, then discarded. Reason? Well, it boils down to a security issue; our being able to control who has access to the Directory and the editing changes that are made on the site. Now, if you want to make a change to your listing, here's what you do: 1) Visit the Update page and, 2) Submit your name, e-mail address, and the company name or call letters. We will then reply with an editing-only password and ID. From there, you'll be linked to an editing area of the site where you can edit and change your listing information. Once you close the window, the information will come back here for a final vetting before it goes into the data base. Your editing changes are almost instantaneous!

REVOLVING DOOR: **CBC** President **Perrin Beatty** will step down at the end of September. He says he wasn't offered a second term. Beatty was to have left this month but the Prime Minister's Office granted him a six-month extension. Many of the senior management functions have been taken over by Sr. VP/COO **James McCoubrey**, who arrived at CBC from **Telemedia** in 1997. While McCoubrey is still recovering from a serious car accident, he's expected back to work in a couple of months... **Jean-Marie Heimrath** has been promoted to President/GM at **Standard Broadcasting's Sound Source** in Toronto... **Paul J. Temple** is new Sr. VP, Corporate Development at **The Weather Network** and **Pelmorex Communications**. Temple had been President/GM of **Rogers Cablesystems'** Greater Toronto area operation...

SIGN-OFF: **Marg Van Herd** passed away Tuesday in Terrace. Van Herd had been with **Skeena Broadcasters** for nearly 30 years until her retirement in November, 1992. She'd been Accountant/Controller/VP, Finance, and general historian, prior to and for a period after, the amalgamation of the company with **Okanagan Holdings Ltd.**

RADIO: **Okanagan Skeena Group Ltd.** has completed the purchase of **Nornet Broadcasting Ltd.** (owner of 15 radio stations in Alberta and BC). Purchase price was \$9.6 million comprised of \$3 million in cash and 1,875,000 Class A common shares at a price of \$3.50 each. With the close, OSG

becomes the holder of the most Canadian radio broadcasting licenses (31). The company also owns and operates two TV stations - **CJDC Dawson Creek** and **CFTK-TV Terrace** - and 12 cable companies... **CHUM Toronto** Morningman **Brian Henderson** had a heart attack last Thursday, a triple bypass on Friday, and he's in intensive care but said to be in good shape. Sitting in for Henderson while he recovers is **John Rode**... Despite **SILK-FM Kelowna** President **Nick Frost's** guess reported here last week, **CKLZ-FM Kelowna** - instead of going Country - has relaunched as **POWER 104 - Classic Rock**... The **CRTC** has shut down a Newfoundland PC candidate's FM'er. For two days last week, **Rick Fifield** broadcast his election platform and campaign movements throughout a six-kilometre radius on a localized FM frequency in his St. John's district. Said Fifield (who, at least on the surface of this story, should know better), "*Freedom of expression and speech are not alive and well in this country*"... **Global Media Corp.** of Nanaimo, an Internet retailer, is launching a 24-hour radio station March 30 to showcase independent musicians and sell their wares. Global Media President **Michael Metcalfe** says indies "*can quite conceivably break themselves on the Internet before breaking on a label*"... Note from **Gord Leighton** at **CKPG Prince George**: "*Re Ft. McMurray Teddy Bear toss (Broadcast Dialogue, Jan. 28). 900 bears sounds like a lot. We've done this promotion for three years now, with the major junior WHL Club, the Prince George Cougars. We've always done it with a game against the Kamloops Blazers, where rivalry is intense (the Blazers do the same promo with CHNL Kamloops). Anyhow, our Multiplex holds 6,000. At our Bears night before Christmas (the game was a sellout), fans tossed OVER 4,000 Bears! Incredible. But that's Prince George ... where our 50-50 ticket draws are almost always over \$5,000 and have topped \$10,000 (that's what the winners keep!).*"

SYNDICATION: soundsourcenet.com is up and running, designed for specifically for national advertisers and affiliates. **Sound Source** President **Jean-Marie Heimrath** says it's designed to be a business-to-business site. Other news from Sound Source has **Amnesty International**, the concert that occurred in Paris in December, will be released in Canada



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TV/FILM: The **CRTC** has issued a call for comments on the development of a new licensing framework for pay and specialty services. In a speech yesterday to the **Canadian Film and Television Producers Association**, CRTC Chair **Françoise Bertrand** said, "The CRTC knows that there is little or no analogue capacity left in the system to distribute new pay or specialty television services. At the same time, we are witnessing a growing evolution to digital distribution. That is why we want to make sure that Canadian programming continues to hold pride of place in this new environment." Any new framework would be for future applications, not applications already heard. However, it would apply to the 50+ applications not already heard. Those applicants can either withdraw or modify their applications as is appropriate to whatever the commission decides. Meantime, a CRTC public notice asks such questions as: Given the changing environment, should any new services be licensed?; If so, should they be licensed for analogue or digital distribution?; and, If so, what kind of licensing criteria should be used, and what terms and conditions should apply in considering applications for new services? The commission also wants input on access rules, carriage status, marketing and packaging, distributor equity and cross-ownership scenarios, as well as questions about fees... The **Society of Composers, Authors and Music Publishers of Canada** (SOCAN) is recognizing excellence in music composition for the country's film industry through a continuing partnership with the **Academy of Canadian Cinema and Television**. This partnership includes SOCAN's sponsorship of the *19th Genie Awards* taking place in Toronto tonight, Feb. 4... While English Canada may be watching the news at 11, Montreal's **Télévision Quatre Saisons** is programming soft porn. TQS wanted something that stood out from the usual news or sports in the 11 p.m. weeknight slot so, in January, it launched two "blue" shows which are drawing upwards of 200,000 viewers during the week, 350,000 Saturday nights... In what may be a related story, **StatsCan** reports French-speaking Quebecers spend more time with TV than anyone else in the country - four hours more than the national average of 22.7 hours per week. Ontario, PEI and some western provinces were below the national average, between 19.8 and 22.2 hours... The **Television Bureau's SAC** (Sales Advisory Conference) begins this weekend in Montreal, running through Tuesday night. TV sales and management people from across Canada are registered... **Headline Sports** got a makeover this week; new logo, 3D graphics, and animation to attract a young audience. The change was made because research determined that the specialty channel has a younger male audience (12-39) that's Internet savvy... The **CNIB** (Canadian National Institute for the Blind) and **Scotiabank** have partnered in a new TV campaign to raise close to \$1 million for services to Canadians who are blind and visually impaired. The program, which began Tuesday, will air in 30 markets across Canada... Commercial US TV stations would have to pay a total of \$200 million a year for use of the public airwaves under a proposal buried in the Clinton administration's fiscal 2000 spending plan. The

provision directs the **FCC** to start collecting the fees by Sept 30, 2000.

GENERAL: The **CRTC** Monday began three days of public consultation on its *Policy Review on Third Language and Ethnic Programming*. Simultaneous forums were held in Vancouver, Montreal, Halifax and Toronto. The objective was to assist the commission in updating its 1985 *Broadcasting Policy Reflecting Canada's Cultural and Linguistic Diversity*. In the 14 years since, however, the Canadian demographic profile has changed. The amount of third language and ethnic programming available has increased substantially. The CRTC wanted the public's input in helping to answer at least two questions: Are the goals of the current policy still valid? And, is the policy still effective in attaining these goals?... **CBC** employees represented by the **Communications, Energy and Paperworkers Union of Canada** have given their union an overwhelming strike mandate. CEP members at the national public broadcaster voted 85% in favour of strike action in votes taken at locals across the country. The union represents about 2,000 technical, design and maintenance staff. They have been working without a contract since last June. **Mike Sullivan**, a spokesman for the union negotiating committee, says a strike deadline hasn't been set, but could come as early as mid-month... The **British Columbia Association of Broadcasters** has launched a ten year anti-violence campaign in conjunction with the provincial government. The *Live Violence Free* campaign will run for the next ten years thanks to a donation of \$50 million in broadcast time from BCAB member stations. The first year will focus on violence against women, and later the campaign will look at abuse of power, violence against minorities, seniors and youth, and gays and lesbians... The **Canadian Broadcast Standards Council**, in a ruling about **CKCO-TV Kitchener**, says fairness and balance in dealing with controversial issues need not be achieved in a single broadcast. CKCO's *Provincewide* pub-affairs show, in one broadcast, had taken a "one-sided and biased" view of proposed provincial education reform. The show, however, in a subsequent program, presented opposing views. The CBSC says "Broadcasters are entitled to balance biased programming by presenting the other side of the issue on other programs dealing with the same issue"... In another decision, this one concerning **The NewVR (CKVR-TV) Barrie**, the Council ruled that a consumer report wasn't being unfair when it targeted a car dealership over a viewer's contention that the used vehicle she bought didn't live up to its billing. The dealership owner complained that the report was sensational and unfair. Said the Council: "... the report was fair and balanced and not particularly dramatic, much less sensationalized. The report clearly indicated that the dealer had done "everything by the book" and that the consumer had bought the vehicle "as is", without certification or warranty. It also presented the dealer's explanation and denial of the allegations made by the consumer..." All CBSC decisions and related information are available at www.cbcs.ca.

LOOKING: Newsman **Randy Pike**, ex of **CKPR Thunder Bay**, is looking. He can be reached at 807/768-9449.



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EDITOR'S NOTE: When searching the Internet site (www.broadcastdialogue.com) of *The Broadcast Directory*, be sure to use your official **CRTC**-assigned call letters. That was the only accurate way for us to list stations. Call letters are absolutely exclusive to a broadcaster. Problem, you see, is that with so many MIXs, Magics, KISSs, KOOLs, KIXXs, Foxs, Wolfs, Energys, Talks, POWERs, News, and variations on those themes, a search engine would go nuts! So, please, if your station calls are **CZZZ** (even though you rarely use them and your listeners know you as "*The Sleeper 1640*"), definitely use your calls (CZZZ) to search the BD website directory. Same holds true for corporations. For example, **OSG** won't cut it. Instead, spell it out: **Okanagan Skeena Group**.

RADIO: With the change at **CISS-FM Toronto** came rumors about more possible changes and/or sales of other **Rawlco Communications** stations. Rawlco President **Gord Rawlinson** says such speculation is in error. In fact, he said, "*the only market where we felt we had no chance of doubling-up was Toronto*," referring to acquisition of other broadcast properties in Toronto. It was just after 7 o'clock last Friday night that CISS-FM Toronto's New Country sound went straight from **Garth Brooks' The Dance** to **Lauryn Hill's**

hip-hop song *Doo-Wop (That Thing)*. **Power92 Toronto** breathed air for the first time, going CHR. **Rogers Broadcasting** VP **Chuck McCoy** says Power92 is Toronto's first-ever FM top 40 outlet and it will program 40% CanCon. Most of the CISS staff is gone, with sales staff remaining. Although the deal requires approval, Rogers, through a Local Management Agreement (LMA), took over day-to-day operations of CISS FM immediately... Meantime, **Affinity Broadcasting's CHAM Hamilton**, with a new 50,000 watt upgrade, bought full-page ads in Toronto's Sunday newspapers in an effort to woo the roughly 400,000 Country fans left "homeless"... **Monarch Communications** is buying **Columbia Kootenay Broadcasting**, the operator of **CKEK/CKKR-FM Cranbrook, CFEK Fernie**, and repeaters at Sparwood and Canal Flats. Monarch already owns and operates nine radio stations and two TV operations in Alberta (**CHAT-TV Medicine Hat** and BC (**CKPG-TV Prince George**). Sale price is \$4.5 million... **CJSS Cornwall** has applied for a flip to FM. The **CRTC** will hold a public hearing on the request in Hull March 26... If you worked at either of the **Moffat Communications** stations in Calgary back when they were owned by Moffat, you're invited to a reunion this coming Saturday at the Glencoe Club. Oldtimers from either **CKXL** (now gone) or **CHFM** (now **Lite 96**) should get in touch with **Country Music Television's**



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Brenda Deering at 403/716-6590 for details... Just over 30 Canadians went to the **RAB's 19th annual Radio Marketing Leadership Conference** in Atlanta last week. Overall attendance, however, was pushing 2,400. Many of the sessions dealt with the Internet, health dollars, and consolidation. Consolidation, it was said, hasn't increased radio's share of 7% of advertising dollars. Instead, the great growth in radio revenue is attributable to a general increase in advertising revenues from the hot US economy... **Newfoundland Capital Corporation** (NewCap), on consolidated revenue of \$14,541,000, recorded a profit of \$951,000 (\$0.08 per share). This compares to income from continuing operations of \$961,000 (\$0.08 per share) on revenue of \$12,732,000 in the fourth quarter of 1997. Net income for the year ended December 31, 1998 was \$36,337,000 (\$2.95 per share), including an after-tax gain on disposal and results of discontinued operations totalling \$33,917,000. This compares to last year's net income of \$43,642,000 (\$3.88 per share). NewCap says operating earnings in radio exceeded last year by 32% in the quarter. Radio ended the year at \$5,217,000, more than twice the \$2,501,000 earned in 1997.

TV/FILM: The first hurdle in the **CTV/NetStar (TSN, Discovery)** deal will come tomorrow (Friday) when NetStar shareholders — who had earlier approved **CanWest Global's** offer — vote on whether or not they want the company to proceed with the sale to CTV. Then there's the federal **Competition Bureau** and the **CRTC**. CTV has already said TSN will be renamed **ESPN Canada** if the deal is approved. Meantime, share prices for both CTV and CanWest Global took a hit on news of the deal, although CTV numbers rebounded quickly. CanWest's share prices are also expected to recover swiftly. It was only a few weeks back that CanWest Global said it was buying 68% of NetStar in a deal that could eventually cost \$875 million. But **ESPN**, which owns 32% of NetStar, had the right to shop the entire company around if control of the cable sports broadcaster changed. The CTV offer values NetStar at about \$908 million. CTV would roll its **SportsNet**, launched last fall, into NetStar within 12 months or buy out ESPN's stake in NetStar... **CAN PRO '99** speakers and

workshop participants include: **TVA Group** President/CEO **Daniel Lamarre**, **CRTC** Vice-Chair **Andrée Wylie**; US promotions guru and **PROMAX** headliner **Douglas C. Clemensen**; **Justice** Producer **Brian Denis**; and, **CTV News** Anchor **Lloyd Robertson**. There are over 700 entries for this year's awards competition. See the CAN PRO '99 display ad in this edition for contact info... **Marketing and Advertising Specialty Television (MAST)** has a new executive. They are: Chairman **Brad Alles (Atlantis Multinet Sales)**, Treasurer **Rick Ridgway (Pelmorex Broadcast Sales)**, Executive **Anna Carbone (CHUM Group)** and Executive **Jan Di Clemente (WTN)**... **The Miracle Channel Association** of Lethbridge has asked for an additional transmitter for its **CJIL-TV Lethbridge**. It would be at Bow Island, Alberta, on Channel 39... Montreal's **CINAR** posted a record 69.6% increase in fiscal 1998 net earnings, and a 71.5% increase in its fourth quarter net earnings. For the year ended Nov. 30, revenues increased \$151 million from \$93.7 million the previous year... **USA Networks** says it has agreed to buy **Lycos Inc.** in a stock deal that puts veteran TV Exec **Barry Diller** at the head of a new media and electronic commerce powerhouse with combined revenue of \$1.5 billion. The new company, renamed **USA/Lycos Interactive Networks Inc.**, will combine Lycos with USA Networks' **Home Shopping Network** and **Internet Shopping Network/First Auction** units with USA's majority interest in **Ticketmaster**... After a series of test-market experiments in US cities yielded lacklustre results for the V-Chip, **Tri-Vision International** of Toronto has decided to scale back its marketing ambitions. Instead, it is hoping the chip will catch on through word of mouth. The company plans on promoting the device through infomercials later this year... The **Television Bureau of Canada** has three new members: **CHUM's CablePulse24** in Toronto, and **COGECO's** two stations in Jonquiere, **CKRS-TV** and **CFRS-TV**.

REVOLVING DOOR: Newsman/talk show host **Jerry Bellikka**, let go by **CHED Edmonton** three weeks ago, is the new Senior Reporter and Legislative Reporter for Alberta's **A-Channel**... **Elaine Ali**, President of **wtn (Women's Television Network)** and based in Winnipeg, has been

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appointed to the **Specialty and Premium Television Association** (SPTV) Board of Directors... Some new people at **Comlink**: **Ajai Dhaliwal** is Applications Engineering Specialist and **Barry Weir** Account Manager, CATV/Utility in the Atlantic region... Some people changes at Ottawa's **International Datacasting**: **Phil Bolger** becomes Exec VP, Finance; **Scott Fortier** is promoted to VP, Manufacturing; and, **Michael Rack** is new VP, Marketing... **Wayne Sterloff**, former Head of Independent Production for **CTV's CIVT-TV Vancouver**-based Western Region, is President/GM of **Island Television** in Victoria, BC.

PROMOTIONS: Tomorrow, **CFRB/The MIX Toronto** will give their audiences a chance to bid on a ten-seat catered luxury boax at Maple Leaf Gardens for the last **Toronto Maple Leafs** game to be played there (this Saturday). Proceeds from the winning bid will go to the **St. Mike's Majors Building Fund**. Bidding will begin at 6:00 am Friday and run through the day until the lines are closed at 5:00 pm. Highest bidder gets it.

GENERAL: **Canadian Women in Communications** will honor **Phyllis Yaffe**, **Susanne Boyce**, **Tony Viner** and **Dr. Veena Rawat** at its annual dinner in Ottawa Feb. 22. Yaffe, President of **Showcase** and **History**, is Woman of the Year; Boyce, **CTV's** Sr. VP of Programming, is Mentor of the Year; Viner, President of **Rogers Broadcasting**, is Employer of the Year for his promotion of women; and, Rawat, Deputy Director General of Spectrum Engineering at **Industry Canada**, is Trailblazer of the Year... The **CRTC's New Media** hearings went into the oral final argument phase Monday and Tuesday with Vice-Chair, Telecommunications **David Colville** presiding. In opening remarks, he said several hundred written comments were received and, at the public hearing, close to eighty parties were heard. As part of its submission, the **Canadian Association of Broadcasters** said current broadcast regulation should be reassessed if certain triggers indicate that the Internet is causing real and significant change in the broadcasting marketplace. Said CAB President/CEO **Michael McCabe**: "We cannot allow ourselves to be lulled

into a false sense of security when it comes to the Internet and its reach. We are on the verge of an entirely new and unpredictable medium. Canada's broadcasting system must have the flexibility to adapt"... **RTNDA** has received an assurance from the Premier of British Columbia that major government announcements will receive the best possible distribution. **Glen Clark** was writing in reply to concerns raised by several RTNDA members concerning a British Columbia government announcement last year. In the letter to RTNDA President **Gerry Phelan**, Clark says he regrets the concerns and agrees the objective should be to communicate events of significant public interest to media outlets on an equal basis and in a timely manner... The **Canadian Broadcast Standards Council** (CBSC) says facts and not opinions belong in newscasts. Having said that, however, CBSC found no code violation after **CKRU-AM Peterborough** newscaster **John Badham** offered a "well said, Dr. John Beamish", after an actuality of said doctor. The Ontario Regional Council went on: "...the focus of the benefit is sufficiently uncertain and the news issue so uncontroversial and innocuous that..." the council had no difficulty concluding that no breach occurred... In another ruling, CBSC says a **Global Television** report on fur as fashion did not require anti-fur views. The council noted that "what the complainant contends should have been included in the report does not match up with the story which Global chose to tell." It affirmed the broadcaster's right to determine what is newsworthy... In our report last week about another CBSC decision, this one involving **CKCO-TV Kitchener**, we may have left an inaccurate impression. In fact, the Ontario Regional Council considered a complaint under provisions of the Code of Ethics of the **Canadian Association of Broadcasters** (CAB). It found no violation... **CBS** posted a \$1 million loss in the fourth quarter, but says results exceed expectations. They blamed the loss on severance payments to former chief **Michael Jordan** and losses from selling stakes in two cable networks (its half of **CBS Eye on People** to **Discovery Communications Inc.** and a controlling stake in the Spanish-language news channel **CBS TeleNoticias** to Mexico's **Grupo Medcom SA**), reversing an \$861 million profit from a year earlier on gains from selling industrial



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businesses... **Michael Silberman**, Exec Editor of **MSNBC.com**, says, "According to a statistical survey by **MSNBC**, online news is in a statistical dead heat with cable television and radio and is used slightly more often than magazines." On a typical day, he says, his website attracts a larger audience than **CNN**. His remarks were made at a **San Diego State University** conference, *The Future of the Electronic Journalist in the Age of the Internet*... The **CAB's 1999 Book of Special Days** - a day-by-day listing of thousands of facts, trivia and major events - is available from **Jerry Walker** at the CAB. Fax: 613/233-6961.

SYNDICATION: **CHUM Radio Network** says the 1999 *Juno Radio Special* feeds next week. The Rock format will be sent Feb. 16 and 18, the AC format feeds Feb.17, and Country feeds Feb.19. Sixty-eight stations are on board so far. For info, call **Liz Zlabis** at 416/926-4075.

SUPPLYLINES: **Rep-Pak Media Systems** has announced the availability of REP-PAK TRAINING ROOM, a new product that facilitates training for media sellers... **Panasonic Canada** says **Shaw Communications** has chosen its newsBYTE non-linear broadcast system for additional news programming at its Richmond Hill and Barrie offices... **Chyron Corporation**, manufacturer of TV character generators, graphics, routing and automation systems, had a disappointing 1998. Net sales for the year were \$83.7 million compared to \$86.8 million for 1997. Net loss was \$4.4 million, or \$0.14 per share, compared to a loss of \$.8 million, or \$0.02 per share, for 1997. President/CEO **Edward Grebow** says, "While we continue to be disappointed by the slow pace of sales and our inability to achieve consistent profitability, we are encouraged by signs that America's conversion to digital TV is finally occurring"... New York-based **Orad** says **CBC-TV** is using its CyberSet O virtual set system for its children's program, *CBC Playground*. The hosts are shown against the backdrop of a virtual set allowing them to move from, for example, a scenic vista to a child's drawing or to any other virtual locale... Fort Lauderdale-based **ECI Telecom** has promoted **Anthony J.**

Magliocco to Director of Marketing and Sales for the company's Video Broadband Products Group... **Itelco** says it's supplying a high-power 10-kW tetrode transmitter for Ovacion Television, a new TV station broadcasting on Channel 57 in Lima, Peru... Ottawa's **International Datacasting** has announced that it's playing a key role in a Canadian Government-led study to make an Argentine province that country's first "cyber-province"... **Miranda Technologies** says **WFLD-FOX 32 Chicago** bought more than 500 of its digital signal conversion products to upgrade facilities from NTSC to component digital... **VideoMaker Expo** in Burbank says it's now shipping a new upgrade to its professional digital video editing software, MediaStudio Pro... **Matrox Video Products Group** and **Compaq Computer Corporation** have made available a complete realtime nonlinear editing system designed to meet the requirements of post-production professionals, broadcast designers, project studios and corporate video departments. Each Realtime Pro-Edit Workstation includes the Matrox DigiSuite LE realtime nonlinear editing engine in a Compaq Professional Workstation AP500, bundled with a complete software suite for digital media content creation... **Chyron Corporation** has sold its Pro-Bel routing systems to London-based **Independent Television News (ITN)**. As part of a series of orders from ITN valued at approximately \$1.2 million, Pro-Bel has supplied the primary routing equipment for ITN's new advanced integrated newsroom.

NEW SUBSCRIBERS THIS WEEK INCLUDE: **Nadia Vattovaz**, **Northbridge Programming**, Toronto. Welcome!



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RADIO: *NewCap (Newfoundland Capital Corporation Ltd)* has "announced plans" to buy all **VOCM Radio Newfoundland Ltd** radio stations: **VOCM-AM/Magic 97 St. John's, CKVO Clarenville, CHVO Carbonear, CHCM Marystown, CKGA Gander, CKCM Grand Falls/Windsor and CKIM Baie Verte**. The deal brings together two groups that have had different audiences and mandates. NewCap, with more than 20 stations and newspapers across Canada, owns five stations in Newfoundland and has shares in another... The **CRTC** has given **Telemedia Communications** the green light to acquire **CHUR-FM North Bay, CHVR-FM Pembroke, CJQM-FM Sault Ste. Marie and CJMX-FM Sudbury** from **Pelmorex Radio Inc.** Telemedia already owns stations in North Bay, Sault Ste. Marie and Sudbury. With these acquisitions, Telemedia becomes the sole commercial radio licensee in both North Bay and Sault Ste. Marie by owning all three of each city's commercial stations. In Sudbury, it will hold three of the five licences. Pembroke is a single-station market. Total purchase price is estimated to be \$8,030,000 at the closing date... The **CRTC** has also approved the sale of **CIRK-FM (K97) Edmonton** to **Newcap Inc.** Purchase price to **Craig Broadcasting** was \$10 million. Newcap already owned **CKRA-FM Edmonton/CFCW Camrose**... The **CRTC** has applications before it from **Bayshore Broadcasting (CFOS Owen Sound)** and **Connelly Communications**

(**CJKL Kirkland Lake** and **CJTT-FM New Liskeard**) to amend their licenses for CanCon to 30% because they air Oldies formats (music pre-1981)... A **CRTC** public hearing began Monday into available AM frequencies in Montreal. The 690 and 940 frequencies became available by the **CBC's** move to FM. Applicants are: **Métromédia** with two applications, to move **CKVL Verdun** from 850 to 690 and program French All-News, and to move **CICQ Montreal** from 600 to 940 and provide a similar news service in English; **Radio Nord**, which wants two licences, an English one at 940 for Country music and a French one on 690, also for Country but in French; and, **Radio-Canada**. It wants 690 to create a third French-language public station to be called Info-Radio (All-News in French). Should 690 be won by another, Radio-Canada is asking for 940... Add **CHOW Welland** to **CHAM Hamilton** and **CJKX-FM (KX96) Ajax** as non-metro stations eager to inherit **CISS-FM Toronto's** former country audience. CHOW plans to have its 91.7 FM up and running in about three months... The **Canadian Broadcast Standards Council** says **CFUN Vancouver** "did not discriminate against all refugees" during a broadcast of the **John and JJ Show**. During the broadcast, the hosts discussed Canada's refugee policy in light of a crime committed by a man who, despite an earlier deportation order, had remained in the country because China had not yet issued the necessary travel documents. The Council noted that "while John and J.J.

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did not mince words in expressing their disgust with respect to the gruesome murder in Vancouver which resulted in part from the bureaucratic delays in executing the deportation of a Chinese national, they were also careful not to 'paint with the same brush' all refugee claimants or immigrants"... US Congressman **Bill Tauzin** is urging the **FCC** to shelve plans for a new, very local radio service. The regulatory body wants to licence thousands of low-tech FM stations, from one watt to 1,000 watts, for churches, students and community groups. The Louisiana Republican chairs the House Commerce Telecommunications subcommittee. The **National Association of Broadcasters** also opposes the idea but a supporter, the **Media Access Project**, says NAB is "like a schoolyard bully" who runs for help when someone stands up to him... "Check the February edition of **Broadcast Dialogue** magazine for an excellent article by longtime **RTNDA** member **Ray Zinck**, ND at **CJLS** in **Yarmouth**, Nova Scotia. Ray's article "Radio. It Isn't What We Do, It's What We Are", is a thoughtful and thought-provoking look at the inextricable link between radio and community. It's a must read." (**RTNDA Update**, Feb. 17)

TV/FILM: The major Canadian shareholders of **NetStar Communications** have accepted **CTV's** \$394-million takeover offer, thus allowing CTV to seek regulatory approval from the **Competition Bureau** and the **CRTC**. The deal was accepted just five-days after CTV made its offer for 68% of NetStar's shares. NetStar's Canadian shareholders include the **Caisse de Depot du Quebec** and **Stephen Bronfman** of Claridge Investments, who both own 22.5%; Reitmans, which owns 16.7%; and, Netstar managers who hold about six per cent. On the whole, analysts appear bullish on the deal, with most believing it would add value -- once the dust settles. But because of the uncertain outcome of the approval process, many industry watchers are reluctant to commit their thoughts to the record... The **CRTC** says, effective May 1, national distribution of French-language **TVA** network will be mandatory... A controversial TV network - **Youth News Network** - that aims to broadcast news and commercials to high-school students in class every day has landed in a Mississauga school, fanning fears about the corporate agenda

creeping into the classroom. **YNN**, a private news and current-affairs network being promoted to high schools across Canada, has installed a satellite dish and thousands of dollars worth of equipment at one such school, free of charge, and it expects to start broadcasting its 12-minute newscast -- complete with 2½ minutes of commercials -- every day to the school's 1,700 students starting in September... **CHBC-TV Kelowna** was not in breach under the Codes of Ethics of the **Canadian Association of Broadcasters** (CAB) and the **Radio Television News Directors Association** (RTNDA) for a news report about a double murder in Vernon. The complainants took objection to an interview with their 16-year-old daughter, a neighbour to the crime scene. The BC Regional Council found no Code violations, considering that the daughter was always in a position to give or withhold her consent... The **Telecaster Committee of Canada's** new website is www.telecaster.com...

GENERAL: Much of **CBC** regular news programming has been walloped by a technicians' strike. CBC-TV and radio across Canada will be affected, although hundreds of CBC managers have been flown to Toronto to try to keep the main networks and **CBC Newsworld** on the air. The 2,000 technical, design and maintenance staff have been working without a contract since last June. CBC says it will maintain programming, but all regional supper-hour newscasts will be replaced with national programming, except in Quebec, where employees fall under a different collective agreement. CBC Newsworld is running repeats of its regular programs along with hourly newscasts. The last CBC technicians' walkout was a three-month strike in 1981... US federal regulators have agreed to give **AT&T Corp.** permission to acquire cable giant **TCI** in a deal that could give American consumers one-stop shopping -- from local calling to high-speed Internet access -- over cable TV lines. Details weren't available, but **FCC** officials say no major conditions were imposed on the merger... Perhaps a bit premature last week in reporting the sale of **Lycos** to **USA Networks**. Lycos' largest shareholder says it won't approve the sale of its shares unless the price of Lycos stock falls to pre-deal levels. **CMGI Inc.** holds 20%... Shares in



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British pay-TV giant **BSkyB** surged more than 9% last week as sales of its new Sky Digital TV platform beat forecasts and the company set a new target of one million digital TV subs by October... **WIC Western International Communications Ltd.** has chosen the **Canadian Organization for Rare Disorders** (CORD) as the 1999 recipient of the **WIC Cares** donation and promotion. WIC will donate \$50,000 cash, commercial production and Radio/TV PSAs to promote and create awareness of CORD and its extensive database containing information on over 5,000 rare disorders...

REVOLVING DOOR: New **WIC Western International Communications** CEO is **Peter Classon**, who succeeded **Thomas Peddie**. Classon has served on WIC's Board of directors but is probably best known as the former President/CEO of the **BC Lions** football club.

SIGN-OFFS: **Alan Maitland**, the voice of **CBC's As It Happens** until 1993, has died of heart failure in Vancouver at 78... **James (Jimbo) Cross**, 52, has died in Charlottetown. He began his broadcast career at **CFCY Charlottetown** in the mid '60s and retired from **CHTN Charlottetown** in 1995 due to illness... **Nigel Cooper**, the Senior Programmer/Analyst of **Rep-Pak Media Systems** in Toronto, has died of heart failure at 37. Funeral services were held yesterday in Toronto... Longtime Saskatchewan broadcaster **Fred King** has died at 64 after a lengthy illness. King spent 40 years in broadcasting and served as President of the **Canadian Country Music Association** in 1984... **Geoff Fisher**, operating a **BCTV Vancouver** microwave van, was killed Saturday morning while setting up for a live broadcast on the Noon News. Fisher was 36.

LOOKING: Former **CISS-FM Toronto** PD **Danny Kingsbury** is looking. He can be reached at 905/332-7787 or e-mail at dannyk@cgocable.net... **CKNX-AM/FM Wingham** is seeking a Creative Writer... **CKPG-TV/Radio Prince George** has an opening for a Newsperson. Contact ND **Mike Woodworth** at mwoodworth(at)ckpg.bc.ca.

CHANGES IN THE CANADIAN BROADCAST COMMUNITY, AS REPORTED IN THIS WEEK'S BROADCAST DIALOGUE, HAVE ALREADY BEEN IMPLEMENTED IN THE 'STATIONS' AND 'CORPORATE' SECTIONS OF THE BROADCAST DIRECTORY.

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COMING UP: The **Ontario Association of Broadcasters** and the **Broadcast Executives Society**, in conjunction with **Canada Music Week**, are presenting the Executive Chairman of **SFX Entertainment** - **Robert Sillerman** - on Thursday, March 4. For tickets and information, contact **Deanna Toshack** at 416/961-3201.

SUPPLYLINES: **Columbine JDS** (CJDS) has promoted several Execs. **Doug Rother**, former Exec VP/COO is new President, new COO is **Mike Oldham**, formerly Sr VP/Director of Sales and Marketing, and **Mark Eagle** becomes Exec VP after serving as VP/GM at the New York office... **Miranda Technologies** will, at mid-March, be shipping Aquila, their scaleable upconverter, that provides upconversion of any 601 input signal to an HD serial digital signal. The Aquila, says Miranda, supports all known signal formats... **Avid Technology** is in the final stages of arranging an **Accelerated Editing** work group session, set for March 4 in Toronto. For info, call either **Calvin Grant** at 416/214-9911 or **Bruce Rees** at 416/594-6152.

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RADIO: *Shaw Communications* has agreed to acquire *CFPL-AM/CFPL-FM* and *CFHK-FM London* from *Blackburn Radio*. Blackburn operates the two CFPL stations and has an agreement to purchase CFHK (from Vern Furber). Calgary-based Shaw will have 26 stations (including the *WIC* stations) across Canada, presuming *CRTC* approvals... *Okanagan Skeena Group* has agreed to buy *Yellowhead Broadcasting's* five stations: *CJYR Edson*, *CIYR Hinton* and three repeaters at Jasper, Whitecourt and Grande Cache. OSG, when the deal is complete, will own 33 radio stations, two TV stations, and 12 cablecos throughout BC and Alberta... The new *Power 92 Toronto* has reverted to *CISS-FM*. Threat of legal action from *Power 88.5 Newmarket* kick-started the process back to CISS. The Country-to-Top 40 format change, says *Rogers* President **Tony Viner**, was already in the cards before Rogers entered into the Local Management Agreement (LMA) with *Rawlco Communications*. Rawlco is still in charge of the station's programming. Meantime, *Broadcast Dialogue* may have left the impression (a couple of weeks back) that the entire CISS-FM staff had been dismissed. In fact, it was the on-air staff (about 8 people) which was let go... The *CRTC* is proposing a new policy and simpler rules for campus radio stations. The commission has issued a call for comments that would help it develop a formal policy it expects to issue in June. There are 43 such not-for-profit campus

stations, associated with post-secondary education institutions, across Canada. They essentially provide an alternative, in both style and content... *Q107 Toronto* says it has banned the music of **Alanis Morissette** until she agrees to appear on the *Howard Stern* morning show. Said PD **Pat Cardinal**: "All we're doing is supporting our morning show. We did the exact same thing with the *Goo Goo Dolls* before. They were on the show three days later. I think it's fairly common practice in the entertainment world for this kind of stuff." It's believed **Madonna**, who owns Morissette's record label, *Maverick*, has

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Sarnia to Blackburn Radio complete, former President **Wayne Steele** is no longer with the station. GM of **CHOK, CKTY** and **CFGX-FM Sarnia** - collectively known as RADIO Sarnia-Lambton - is **Terry Regier**... **Daryl Stevens** has been appointed Director of Programming, NF West, for **Newcap Broadcasting's CKXX Corner Brook**... Changes at **VTV Vancouver** include the addition of former **Globe & Mail** reporter **Ross Howard** as Assignment Editor. **Lynn Raineault** is getting settled in as ND there after stops at **MSNBC**, and prior to that, **CBC Newsworld**... **Jerry Bellikka**, the former **CHED Edmonton** Talker who was dismissed, then landed a job as **A-Channel's** legislature Reporter in Edmonton, has moved to **Alberta Family and Social Services** as Communications Manager for a new department now being set up... **World Productions**, the distributor of **Jeopardy** and the **Oprah Winfrey Show**, has hired former **Universal Studios** Chairman/CEO **Frank Biondi** as a consultant on strategic planning and acquisitions.

SIGN-OFFS: Film critic **Gene Siskel**, 53, died Saturday in Chicago. He was best known for the thumbs-up and thumbs-down reviews he and **Roger Ebert** shared on TV... Last week, we told you of the passing of Saskatchewan Broadcaster **Fred King**. Omitted was the fact that he'd begun his career at **CJGX Yorkton**, then spent the rest of his career (from 1974) at **CKRM Regina**.

LOOKING: **CHOW Welland**, on the verge of becoming **91.1 FM**, is looking for Sales talent. See the ad on Page one... **CKDR Dryden** is looking for a Reporter. See their ad on Page 2... **Standard Radio** in Calgary looking for an Assistant Engineer. Call **Ken Pasolli** at **CJAY 92**, 403/240-5850... **CFHK (The Hawk) London** is looking for a Salesperson. Contact **Murray Armstrong** at 519/438-8391.

TV/FILM: The **CRTC** has approved **Television Northern Canada's** (TVNC) application to operate the **Aboriginal Peoples Television Network** (APTN). Effective Sept. 1, APTN will be distributed nationally as part of the basic service packages offered by large and mid-size cable

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companies (more than 2,000 subs), Direct-to-Home (DTH) satellite systems as well as Multipoint Distribution Systems (MDS). APTN is also authorized to charge a maximum monthly fee of 15 cents per subscriber... **CBC** has been ordered to publicly brand itself a government-funded service. **Laurie Jones**, a spokeswoman for CBC President **Perrin Beatty**, said the CBC wants to co-operate with the spirit of the order, but will not include the logo - which incorporates a Canadian flag with the word "Canada" - in newscasts... The **Broadcast Research Council of Canada** host a seminar in Toronto today (Thursday) focusing on TV audience measurement in Vancouver and Victoria. Keynote speaker is **BBM's Ron Bremner**, who'll deliver a direct comparison of BBM diary vs. BBM metered results across the same four-week window in Vancouver last fall... **CBC** will shut down its TV news bureaus in Paris, Cape Town and Mexico City, cutting the number of its full-time international bureaus almost in half. Said **CBC National** Anchor **Peter Mansbridge**: "... our commitment to foreign coverage had been what separated us from the private broadcasters." After the bureaus are closed in about four months, **CBC-TV** will be left with bureaus in London, Moscow, Beijing and Washington. Some staffers believe that CBC is sacrificing foreign coverage for the sake of keeping local news operations across the country at a cost of more than



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\$100-million annually. CBC local newscasts attract the lowest ratings in most cities and cover the same ground as private stations... A complainant to the **Canadian Broadcast Standards Council** said she was shocked by some of the sexually explicit scenes and mature subject-matter and language contained in *Dream On*, a half-hour situation comedy broadcast on **The Comedy Network** at 9:30 p.m., when children may still be watching. The CBSC found no code violation under the Canadian Association of Broadcasters' Sex-Role Portrayal Code and Violence Code. The council said it had "no hesitation in concluding that such programming as *Dream On* has a place on Canadian television." As to the time slot, CBSC said the 9:30 airing makes it clear that the show isn't marketed to children... In another decision, **CBSC** determined there was no code violation in a report on "sexual assault drugs" aired on **CTV's W5**. A viewer had said the report was biased against all men because it presented "an unfair stereotype and negative portrayal of men by implying all men (potentially) would use drugs to rape." But the Ontario Regional Council found that the complainant had misrepresented what was actually said in the report... **CBSC** has also found **Citytv Toronto** not in contravention of any codes over airing of the movie, *Eclipse*. A complainant said there were "several sexual scenes and conversations between men and women." The Ontario Council, however, determined that the airing of the movie was time-appropriate, that it contained the proper warnings after every break, and that it didn't find *Eclipse* exploitative... **CFTO-TV Toronto** Cameraman **David Humiski** had charges of assaulting a police officer and obstructing justice (during a student protest last winter) thrown out in a Toronto courtroom last week.

PROMOTIONS: **CJAY92 Calgary** Morningman **Gerry Forbes** had himself shaved bald and **Power 107 Calgary's** morning crew, **Roger Rhodes** and **Christina Rowsell** had their hair dyed green and purple, all in an effort to help raise \$30,000 and save the **Alberta Special Olympic Winter Games**. The games were to be staged in Calgary this week... **CJOB Winnipeg**, in association with the **Free Press**, launched the first annual "Romance Auction" earlier this

month in support of **Manitoba Special Olympics**. Fourteen-thousand dollars was raised in a matter of five hours.

SUPPLYLINES: **Yves Corsi**, a District Sales Manager for **Tektronix** based in Montreal, is moving to **Miranda... International Datacasting Corporation** of Ottawa has a contract from **Samsung Corporation**, its distributor in Korea, to furnish its FlexRoute digital audio satellite broadcast system. The contract is strategically significant to IDC, as it represents the first part of a multi-phase, multi-year, multi-million dollar project... **Comlink Systems Inc.** has changed its name to **Comlink Systems – A Division of Cygnal Technologies Limited**. Comlink Systems will continue to operate independently of all other Cygnal divisions... New York-based **Orad**, a provider of virtual studio technology, says it has sold a **CyberSet** virtual studio to Washington, DC's **Atlantic Video**. The company will use the virtual studio to enhance TV production services - news format shows, commercials, training and entertainment programming... **Telecast Fiber Systems'** fiber optic systems were used to provide video feeds for the 1999 **World Cup Alpine Skiing Championships** in Vail and Beaver Creek, Colorado. The equipment was selected for the World Cup by **Bexel Corporation**, which provided the on-site broadcast equipment for the two-week event... **Dave Schmieg**, formerly COO of **Winstar**, is now CEO at Washington-based **Diginet Americas** (a broadband wireless company serving Latin America)... **Jim Ferris**, ex of **Incospec**, has joined **Comlink** at its Montreal office.

EDITOR'S NOTE: Changes are coming into the website very quickly for our online version of **The Broadcast Directory**. Soon, you'll also be able to find many other features, including selected Suppliers of hardware, software and services. The support from the Canadian Broadcasting community has been outstanding. It has become clear that the Internet is very definitely part and parcel of your communications mix — both in business and in your off-hours. For a preview of the March edition of our **Broadcast Dialogue** magazine, be sure to check our site anytime after 12:01 a.m. ET March 1.



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